

# BIDV **R** eview



A Newsletter of Bank for Investment and Development of Vietnam JSC • Issue **No.92** | April 2023



**66 YEARS DEVELOPING  
ALONGSIDE THE NATION**

**FORGING STRATEGIC COOPERATION  
IN PRIVATE BANKING**



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BIDV REVIEW

# BIDV AT A GLANCE

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



## VISION 2030

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

## MISSION

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

## CORE VALUES

- ◆ Intelligence
- ◆ Belief
- ◆ Integrity
- ◆ Detail orientation
- ◆ Vitality



**EXECUTIVE PRODUCER**  
**TRAN PHUONG**  
Senior Executive Vice President

**EDITORIAL BOARD**  
**BRANDING AND COMMUNICATION**  
**DEPARTMENT**

**HEAD OFFICE**  
BIDV Tower, 194 Tran Quang Khai str.,  
Hoan Kiem dist., Hanoi, Vietnam  
Tel: (+84) 24 22205544  
Fax: (+84) 24 22225316  
Contact center: 19009247  
Email: [bidvreview@bidv.com.vn](mailto:bidvreview@bidv.com.vn)

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# Editor's Letter

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Dear readers,

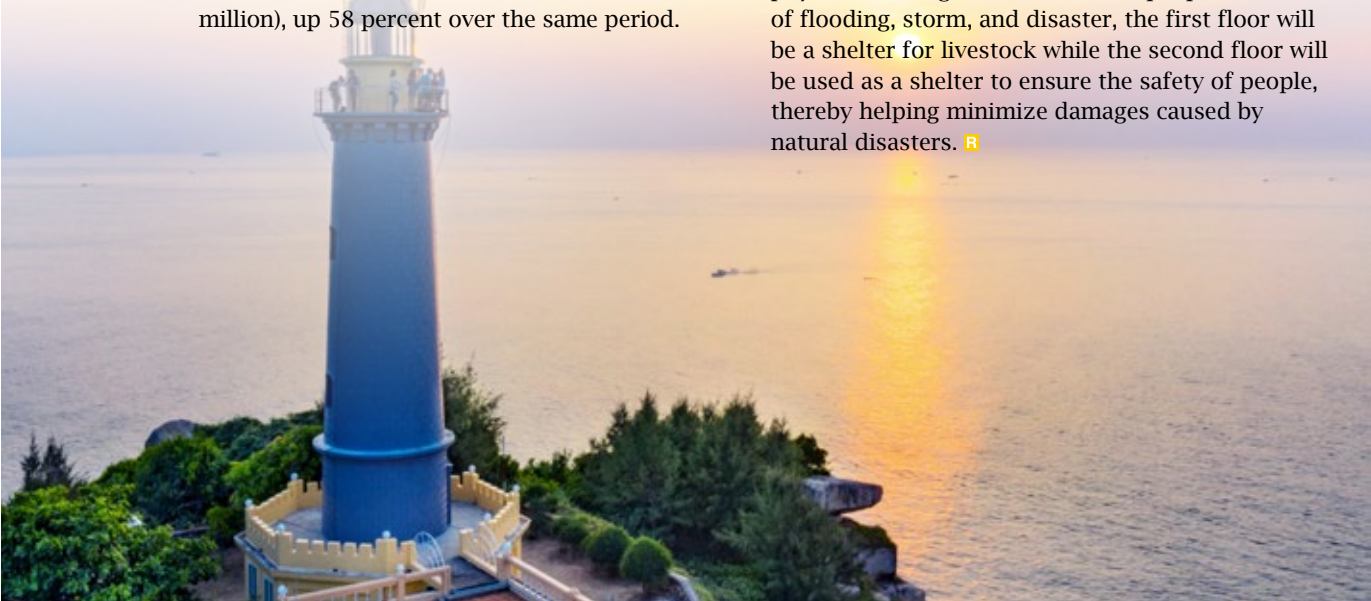
This April marks the 66th anniversary of BIDV, a time for the bank's employees to look back over the path that generations of the bank's employees have worked hard to shape a leading bank of today. BIDV continues to affirm its role as a key instrument in implementing monetary policies of the government and the State Bank of Vietnam, promoting its role as a major commercial bank, pioneering in applying modern technology to operations and international integration. BIDV has actively developed a business development strategy to 2025 with a vision to 2030 with the goal of becoming a leading financial institution in Southeast Asia, having the best digital platform in Vietnam and being among 100 largest banks in Asia.

This month BIDV held an Annual General Meeting of Shareholders (GMS) 2023. The meeting approved important contents such as report on the performance of the Board of Directors in 2022 and key tasks for 2023, business plan for 2023, election of members to the Board of Directors. By the end of the first quarter of 2023, the business results of the commercial banking business were positive: Total assets reached over VND2 quadrillion; Credit balance reached over VND1.57 quadrillion (USD67 billion); mobilized capital reached over VND1.65 quadrillion (USD70 billion); non-performing loan ratio according to Circular 11 was controlled below 1.4 percent; Profit before tax reached over VND6.6 trillion (USD281 million), up 58 percent over the same period.

BIDV signed comprehensive cooperation agreements with Dragon Capital and Edmond de Rothschild to offer portfolio management solutions to Private Banking customers. The cooperation between BIDV and Dragon Capital - the two leading brands in banking and wealth management - promises to offer specialized solutions following international standards, setting new standards for wealth management in Vietnam. BIDV and Edmond de Rothschild will provide specialized investment solutions onshore and offshore exclusively for the high-net-worth customer segment in Vietnam. With a shared long term view on business development and a will to drive future changes in the Vietnamese financial industry, this partnership will meet the needs of the Vietnamese high-net-worth clients.

BIDV and the Asian Development Bank (ADB) launched "Vietnam's financial market 2022 and outlook 2023" report, marking the second year in a row the two organizations have co-organized to launch the report. According to the report, Vietnam's economic growth is forecast to slow down (5.5 - 6 percent) with inflation likely to be higher than 2022 (4-4.5 percent).

BIDV and its strategic shareholder - Hana Bank inaugurated 03 flood-resilient community houses in Ha Tinh province. Each house features 2 floors with a total floor area of 500 m<sup>2</sup>, accommodating about 150 people. Under normal conditions, the houses serve as places for meeting, cultural, physical training activities of local people. In case of flooding, storm, and disaster, the first floor will be a shelter for livestock while the second floor will be used as a shelter to ensure the safety of people, thereby helping minimize damages caused by natural disasters. 



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HANH VU

# BIDV wins 9 prestigious IT awards

On 28 April 2023, BIDV was honored with 09 IT awards at Sao Khue awards ceremony. "Application of chip-based ID in digital transactions at BIDV" was voted among Top 10 in the Digital Citizenship category.

This is the 11th year BIDV has participated in the Sao Khue Awards organized by Vietnam Software and IT Services Association (VINASA). This year, 06 of 09 awards which BIDV received are excellent IT applications, showing the organizer's high appreciation of BIDV's IT products in the digital transformation process. 5 awards in the field of digital banking honored include:

Virtual Account System is a solution that allows individual customers to set each account a specific nickname, which can be used instead of a current account number to receive/transfer money, both internal and interbank.

BIDV iConnect is an optimal digital transformation solution for businesses. The product helps businesses connect and integrate banking services on their internal management system/software (accounting, human resources, financial management, etc., referred to as ERP) through an electronic connection with BIDV's digital platforms. 24/7 multi-channel international money transfer system: International money transfer transactions on channels including over-the-counter, digital - Internet banking/ Mobile banking.

Automated Online Deposit Mortgage on SmartBanking: Fully automated from application for loan to repayment, customers can experience a quick, convenient, simple and cost-saving borrowing process on digital



BIDV representatives receive Sao Khue awards for excellent IT products

channels. Korea QR withdrawal on BIDV ATM: BIDV is the first bank to provide a service that allows Korean customers to use Korean mobile apps to scan QR codes to withdraw money at BIDV's ATM.

In addition, BIDV Notification Hub and the Commodity Derivatives Trading system were honored in the field of digital transformation platform. The BIDV Notification Hub helps connect customers with the bank through processing big data on customer transaction information, while the Commodity Derivatives Trading system helps digitize comprehensively, smoothly, and automatically handle many stages in the transaction processing, helping enterprises stabilize their production plans, increase business efficiency, and contribute to socio-economic

development. In the field of pioneering IT solutions and services, BIDV Smart Loyalty ecosystem was honored as it is a pioneering loyalty solution in the banking industry that connects all channels and integrate Cross-Business with an ecosystem of hundreds of business partners and famous brands to create a diverse and attractive gift store; All create a seamless and impressive experience for customers.

In particular, the application of chip-based ID in digital transactions at BIDV is an excellent product, honored in the Top 10 Sao Khue Awards 2023 in the field of digital citizenship.

The 09 Sao Khue awards affirm BIDV's leading position in the readiness for IT development and application in Vietnam. 🇻🇳

TRAN ANH

# Moving forward with the nation

This April marks the 66th anniversary of BIDV, a time for the bank's employees to look back over the path that generations of the bank's employees have worked hard to shape a leading bank of today.

## PROUD TRADITION

On 26 April 1957 the prime minister of Vietnam Democratic Republic signed Decree No.177/TTg on establishing the Bank for Construction of Vietnam, predecessor of the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV). The bank is proud of its glorious tradition, with its different names corresponding to each development period of the country: Bank for Construction of Vietnam (1957 - 1980); Bank for Investment and Development of Vietnam (1981-1990); Bank for Investment and Development of Vietnam (1991 - 2011); and Joint Stock Commercial Bank for Investment and Development of Vietnam (2012 - present). Though bearing different names at different development periods, BIDV has excelled at all tasks assigned by the government, Ministry of Finance, and State Bank of Vietnam, making positive contributions to national defense, construction and the development of the country.

BIDV was successfully equitized on 1 May 2012. The bank has carried out a comprehensive and synchronous restructuring and transformation into a modern banking model; making significant changes in institutional development and governance capacity, actively contributing to the development of the banking industry and the country.

A milestone in BIDV's history is that BIDV completed a strategic cooperation deal with Hana Financial Group, announcing Hana Bank as a



foreign strategic shareholder. This was the largest merger and acquisition deal in the history of Vietnam's financial and banking industry at that time. The deal has brought great benefits to BIDV and shareholders; creating conditions for BIDV to make fundamental changes to the governance model; improve financial capacity, governance capacity, risk management; develop modern products and services; and enhance competitiveness.

Over the past 66 years, the number of staff employed by BIDV has increased from just over 200 during the initial days to over 28,000 today. The bank's network has expanded from 11 branches to over 1,100 branches and transaction offices. From its sole function of fund allocation, BIDV has now become a leading financial

institution in Vietnam providing modern and diverse banking products and services that meet the diverse needs of customers. The bank's customer base reaches over 16 million including major economic groups, corporations and SMEs, FDI and individuals. BIDV has presences in six countries and territories, establishing relationships with over 2,300 financial institutions globally.

The contributions of the bank's generations of employees over the years have contributed to shaping a proud and splendid history for BIDV. The bank has been honoured with prestigious awards such as the title "Labour Hero in the innovation period", Ho Chi Minh Medal, orders of merits from the state and government of Laos PDR and the Royal Government of Cambodia as

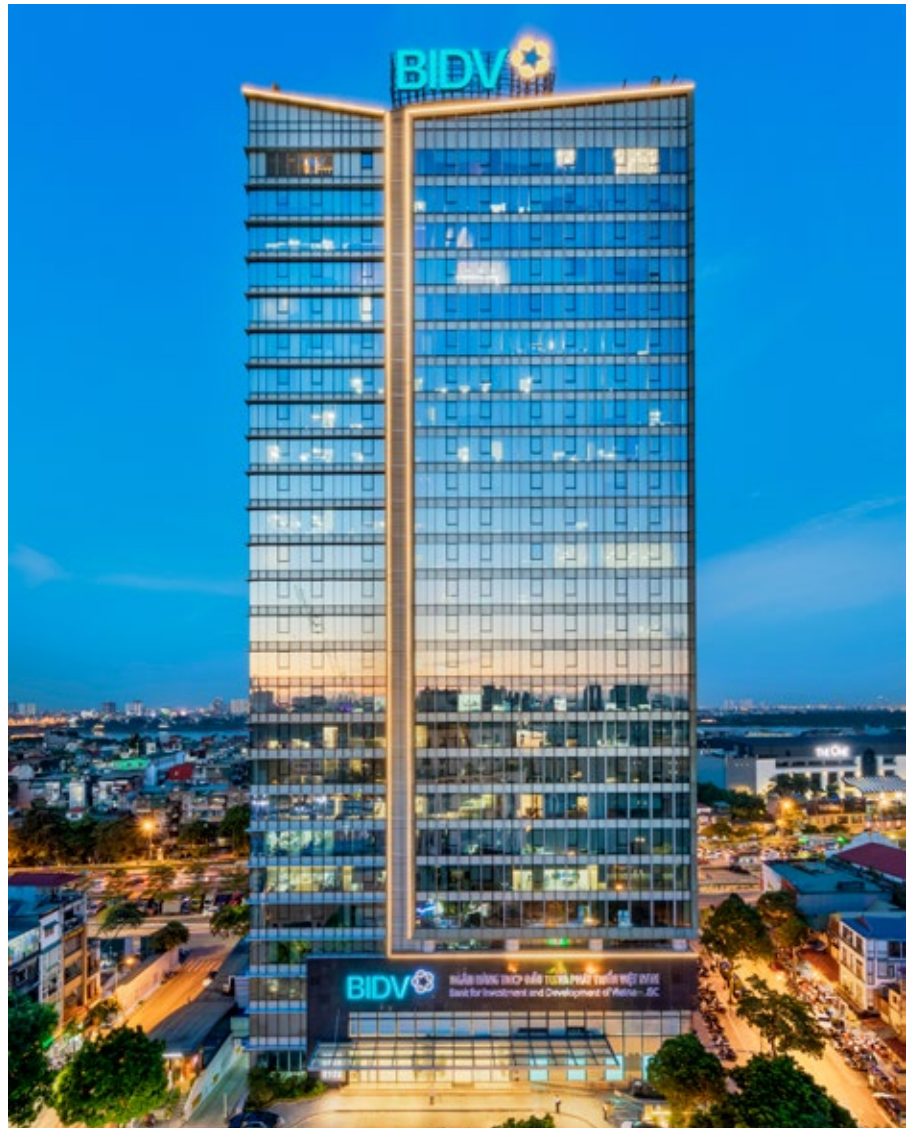
well as other awards from prestigious organisations both local and international. For consecutive years, BIDV has been among the world's Top 2000 largest public companies, Top 200 most valuable banking brands in the world, Top 10 largest companies in Vietnam and many other awards.

Such proud achievements are attributed to the constant leadership of the Party, State, National Assembly and government; the close and effective support and guidance of the State Bank of Vietnam and ministries, and localities; the trust, support and companionship of millions of customers and partners; as well as the relentless efforts of generations of employees over the past 66 years.

## MOVING FORWARD

BIDV continues to affirm its role as a key instrument in implementing monetary policies of the government and the State Bank of Vietnam, promoting its role as a major commercial bank, pioneering in applying modern technology to operations and international integration. BIDV concluded 2022 with total assets reaching over VND2.08 quadrillion (USD88.5 billion), an increase of 20.8 percent compared to 2021. BIDV is the first commercial bank to surpass the milestone of VND2 quadrillion (USD85 billion) in total assets, and continues to be the largest commercial bank in Vietnam by total assets.

BIDV pursues the "green banking" approach and recognizes it as one of the key priorities for the foreseeable future. BIDV is currently the market leader in green field financing, helping to shift the economy toward green growth and



*The headquarters of BIDV in Hanoi*

environmental protection by focusing on developing and implementing a Governance Framework, ESG business model (environment, society, and governance), enforcing policies and regulations, developing unique products and services, and adjusting the structure and organizational model towards green banking. In addition, as a major commercial bank, BIDV has proactively adopted solutions to resolve difficulties, support clients, and promote business and production activities.

Besides business activities, BIDV has been one of the pioneers in implementing social security programs in many fields such as: education, health care, disaster relief, building

solidarity houses, construction of bridges and roads, donation of New Year gifts to the poor, contributing significantly to sustainable poverty reduction and the national target programs. For 2022 alone, BIDV implemented 117 social security programs with a total donation of nearly VND400 billion (USD17 million).

The path ahead is opening up both opportunities and challenges for BIDV. BIDV has actively developed a business development strategy to 2025 with a vision to 2030 with the goal of becoming a leading financial institution in Southeast Asia, having the best digital platform in Vietnam and being among 100 largest banks in Asia. 

# Key development milestones

On 26 April 2023, BIDV turned 66 - a proud milestone in the glorious journey of a large commercial bank with the longest history in Vietnam's banking system. Below are some key development milestones of the bank.

**26 April  
1957**

Established under the name of Bank for Construction of Vietnam

**27 May  
1957**

First 11 branches were established

**15 November  
1976**

Expanding operations across the country

**24 June  
1981**

Renamed as Bank for Investment and Construction of Vietnam under the State Bank of Vietnam

**14 November  
1990**

Renamed as Bank for Investment and Development of Vietnam

Officially operating under a fully-fledged commercial banking model

**01 January  
1995**

Becoming a special State-owned enterprise

**23 March  
1996**

Honored with "Labour Hero in the Innovation Period" award

**27 December  
2000**







66th anniversary

26 April  
2023

BIDV introduced a new brand identity

26 April  
2022

Issuing "BIDV business development strategy until 2025, with vision to 2030"

11 January  
2021

Strategic alliance with Hana Bank - the foreign strategic shareholder, owning 15% of BIDV's charter capital

11 November  
2019

Mekong Housing Bank was successfully merged with BIDV

25 May  
2015

BIDV stock (ticker: BID) was officially listed on the stock exchange

24 January  
2014

01 May  
2012

Officially transformed into the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV)

28 December  
2011

IPO successfully implemented

25 April  
2007

Awarded Ho Chi Minh Medal

# Forging strategic cooperation in private banking

On 26 April 2023, in Hanoi, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) and Edmond de Rothschild signed a memorandum of understanding (MoU) on strategic cooperation to deploy specialized investment solutions on Private Banking service for wealthy customers.

- ✦ **BIDV is the first state-owned commercial joint stock bank to deploy the Private Banking service in Vietnam.**
- ✦ **BIDV and Edmond de Rothschild will provide specialized investment solutions onshore and offshore exclusively for the high-net-worth customer segment in Vietnam.**
- ✦ **With a shared long term view on business development and a will to drive future changes in the Vietnamese financial industry, this partnership will enable us to meet the needs of the Vietnamese high-net-worth clients.**



wealth managers, thereby providing standard and world-class Private Banking services.

Addressing the signing ceremony, Mr. Le Ngoc Lam, Chief Executive Officer of BIDV said: “As the first state-owned commercial joint stock bank to deploy the Private Banking service, our strategy is to elevate the private banking service, lead the Vietnamese market and support customers to preserve and develop their assets. Through strict, methodical and comprehensive

assessment of potential partners, BIDV selected Edmond de Rothschild to connect cooperation opportunities. BIDV highly appreciates Edmond de Rothschild’s tradition and innovations, reflected in the unique and diverse ecosystem and optimal investment solutions for customers. We believe that with the experience of the Swiss leading group in Private Banking, Edmond de Rothschild will accompany BIDV to realize its ambitious strategy”.

Mr. Christophe Caspar, Chief Executive Officer of Edmond de Rothschild

**U**nder the MoU, BIDV and Edmond de Rothschild will provide specialized investment solutions onshore and offshore exclusively for the high-net-worth customer segment in Vietnam. Edmond de Rothschild will support BIDV to standardize and improve the capacity of the bank’s



Mr. Le Ngoc Lam, CEO of BIDV (R) and Mr. Christophe Caspar, CEO of Edmond de Rothschild Asset Management sign the MOU in Hanoi

Asset Management, shared: “We are delighted to announce this new partnership with one of the major banks in Vietnam. We are convinced by the high potential of the overall Vietnamese market for the coming years and by the fact that BIDV is the ideal partner to seize these opportunities. With a shared long term view on business development and a will to drive future changes in the Vietnamese financial industry, this partnership will enable us to meet the needs of the Vietnamese high-net-worth clients, by giving them access to performing and innovative investment opportunities.” The strategic partnership aims to develop financial management and investment solutions both onshore and offshore for high-net-worth customers in the Vietnamese market. This is considered a perfect piece in BIDV’s comprehensive supply chain of banking products and services for different customer segments, affirming the bank’s position as a leading bank in Vietnam, with a vision to become a leading financial institution in Southeast Asia and among Top 100 largest banks in Asia.

### ABOUT BIDV AND BIDV PRIVATE BANKING

Established in 1957, BIDV is the oldest financial institution and a market leader by total assets in Vietnam. Over 66 years of development, BIDV has provided capital to most of the country’s major projects. BIDV has earned the trust, support, companionship of over 340,000 corporate customers, 16 million individual customers, and 2,300 financial institutions. As the best retail bank in Vietnam for 8 consecutive years, BIDV has pioneered the trend of providing Private Banking services to high-net-worth individual customers in the Vietnamese market.

With the mission of establishing new standards in the private banking segment, BIDV is committed to accompanying its customers with comprehensive investment and asset management solutions provided by outstanding wealth managers.

Recently, The Asian Banker has named BIDV as the bank with the best Private Banking service in Vietnam

with a global partner ecosystem, international standard model, a specialized and diverse portfolio of products and services, and the most exclusive privileges in the market.

### ABOUT EDMOND DE ROTHSCHILD

As a conviction-driven investment house founded upon the belief that wealth should be used to build the world of tomorrow, Edmond de Rothschild specialises in Private Banking and Asset Management and serves an international clientele of families, entrepreneurs and institutional investors. The group is also active in Corporate Finance, Private Equity, Real Estate and Fund Services.

With a resolutely family-run nature, Edmond de Rothschild has the independence necessary to propose bold strategies and long-term investments, rooted in the real economy. Founded in 1953, the Group has more than CHF160 billion in assets under management, 2,500 employees, and 30 locations worldwide.

# BIDV, Dragon Capital Vietnam sign strategic cooperation agreement

On 18 April 2023, in Hanoi, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) and Dragon Capital Vietnam Fund Management Company (Dragon Capital) held a signing ceremony for a strategic cooperation agreement to offer portfolio management solutions to Private Banking customers.

The cooperation between BIDV and Dragon Capital – the two leading brands in banking and wealth management – promises to offer specialized solutions following international standards, setting new standards for wealth management in Vietnam. Dragon Capital will provide Private Banking customers of BIDV with specialized investment solutions that are tailored to their risk appetite. In addition, Dragon Capital is also partnering to support service development and enhance capacity for BIDV's experts. High-net-worth individuals (HNWIs) in Vietnam will be directly served by leading investment consultants from BIDV and Dragon Capital with personalized financial management solutions, tailored to customer's needs, thereby preserving and developing their assets in a sustainable and effective way.

In 2022, the two parties started the cooperation relationship by offering Dragon Capital's open-end fund certificates to Private Banking customers of BIDV. This has laid foundations for the two parties to deepen their strategic cooperation in wealth management and

investment advisory for the Private Banking segment.

Sharing about the reason why selecting Dragon Capital as the domestic strategic partner, Mr. Le Ngoc Lam, Chief Executive Officer of BIDV, said: "BIDV highly appreciates Dragon Capital's achievements over the past 30 years. As an experienced and reputable fund management company with the highest assets under management in Vietnam, coupled with a diversified talent pool, sustainable performance and various products and services, Dragon Capital has made an important contribution to the development of domestic fund management and will continue to shape and develop Vietnam's asset management. BIDV is ready to cooperate with Dragon Capital to exploit the potential of Private Banking service in Vietnam."

According to Knight Frank's 2022 forecast, Vietnam's millionaire growth rate in the 2020-2025 period will be 31 percent, while the growth rate of the super-rich will be 32 percent. This increase also means increased demand for specialized

wealth management and investment products from HNWIs. Allied Market Research also forecasts Vietnam will achieve a CAGR of 31.6 percent by 2030 in asset management.

Mr. Beat Schurch, Chief Executive Officer of Dragon Capital Vietnam, said: "We highly appreciate BIDV's capacity, leading and pioneering position in Private Banking service in Vietnam. The strategic partnership between the two parties affirms BIDV's commitment to becoming a long-term partner, always accompanying customers by diversifying the product portfolio, offering new solutions and constantly improving service quality in order to promptly meet the increasing investment needs of customers. We are confident that the cooperation with BIDV will bring many practical and sustainable benefits to individual customers, thereby creating business success for both parties."

## ABOUT BIDV AND BIDV PRIVATE BANKING

Established in 1957, BIDV is the longest-established financial



Mr. Le Ngoc Lam, CEO of BIDV (R) and Mr. Beat Schurch, CEO of Dragon Capital Vietnam shake hands at the signing ceremony in Hanoi

institution and the market leader in terms of total assets and customer base in Vietnam. With individual customer insights, evidenced by the No. 1 position in Retail Banking for 8 consecutive years, BIDV has captured market trends and been the first state-owned commercial joint stock bank to launch Private Banking service for customers in Vietnam. With the mission of setting a new standard in the Private Banking service, BIDV Private Banking is proud to offer customers with comprehensive investment and asset management solutions provided by the elite wealth managers. Boasting a global partner ecosystem, international standard models, a diversified portfolio of specialized products and services, and a best-in-class set of privileges, in March 2023, The Asian Banker honored BIDV for the “Best


Private Banking Service in Vietnam”. With the goal of becoming the “Top of mind” brand of Vietnamese Private Banking customers, the cooperation between BIDV and Dragon Capital will provide HNWI with all-in-one investment solutions.

**ABOUT DRAGON CAPITAL:**

Dragon Capital Vietnam Fund Management (DCVFM) is a long-established fund manager in Vietnam’s capital market. DCVFM has accompanied, provided advisory and made great contributions to Vietnam’s financial market with international standards and investment excellence.

Dragon Capital currently manages USD5 billion (as of 28 February

2023), providing the most diversified investment fund products in the market, fully meeting financial needs and goals of domestic and foreign individual and institutional investors. Open-end funds managed by DCVFM are among those with the market leading return and performance over the past 10 years.

Employing an experienced team of domestic and foreign experts with diverse outstanding expertise from portfolio management, economic analysis, transaction, legal and investment research capacity, Dragon Capital operates in a variety of investments from securities, equity, bonds, real estate and renewable energy. 

# BIDV holds annual General Meeting of Shareholders

On 28 April 2023, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) held an Annual General Meeting of Shareholders (GMS) 2023.

The meeting approved important contents such as: Report on the performance of the Board of Directors in 2022 and key tasks for 2023; Report on 2022 business results and business plan for 2023; Report on performance of the Supervisory Board in 2022 and key tasks for 2023; additional election of members to the Board of Directors for the term 2022-2027.

In the year, BIDV's Board of Directors directed the whole system to comprehensively and synchronously complete the annual business plan targets assigned by the General Meeting of Shareholders. Some business figures as of 31 December 2022 are as follows:

Total assets reached over VND2.08 quadrillion (USD88.5 billion), an increase of 20.8 percent compared to 2021. BIDV is the first commercial bank to surpass the milestone of VND2 quadrillion (USD85 billion) in total assets, and continues to be the largest commercial bank in Vietnam by total assets.

Mobilized capital met the needs for capital use, ensuring the safety of system liquidity. The total mobilized capital reached VND1.95 quadrillion (USD83 billion); of which capital mobilized from organizations and individuals reached VND1.62



*Mr. Phan Duc Tu, chairman of the Board of Directors, BIDV*

quadrillion (USD69 billion), up 8.8 percent compared to the beginning of the year; accounting for 13.7 percent of market share of deposits of the whole banking industry.

Outstanding credit and investments reached over VND1.95 quadrillion (USD83 billion), up 18.7 percent compared to 2021; of which loans to economic organizations and individuals reached VN1.5 quadrillion, up 12.65 percent compared to 2021 in compliance with the credit limit assigned by the State Bank of Vietnam (maximum 12.7 percent), accounting for 12.6 percent of credit

balance of the whole economy. BIDV ranked first in terms of lending market share among the joint stock commercial banks.

Credit quality was controlled within limits: Non-performing loan ratio according to Circular 11/2021/TT-NHNN was controlled at 0.96 percent, completing the plan assigned by the General Meeting of Shareholders as well as the orientation of the State Bank (<1.6 percent). The non-performing loan coverage ratio reached 226 percent. Business performance was positive compared to the same period last year, exceeding



An overview of BIDV's annual general meeting of shareholders 2023

the plan set out for 2022. Separate profit before tax reached over VND22.5 trillion (USD957 million), up 79.4 percent compared to 2021, completing 112 percent of the plan assigned by the General Meeting of Shareholders. Consolidated profit before tax reached over VND23 trillion (USD979 million), up 69.8 percent compared to 2021, completing 112 percent of the plan assigned by the General Meeting of Shareholders. BIDV has preserved and developed the State capital, ensuring the interests of shareholders and employees. BIDV's owners' equity reached over VND96 trillion (USD4.1 billion), up 19.5 percent compared to 2021. BIDV paid VND6,044 billion (USD257 million) to the State budget. Market capitalization was VND195.3 trillion (USD8.3 billion), an increase of more than 4 percent compared to 2021, ranking third in Vietnam's stock market.

Profitability indicators of the system improved positively compared to

2021 with ROA and ROE reaching 0.95 percent and 20.32 percent, respectively. The capital adequacy ratio (CAR) of the banking business alone was 8.92 percent, ensuring compliance with regulations of the State Bank in Circular 41/2016/TT-NHNN dated 30 December 2016. The loan-to-deposit ratio (LDR) of the commercial banking business reached 83.05 percent, meeting the regulations of the State Bank ( $\leq 85$  percent) as stipulated in Circular No. 22/2019/TT-NHNN dated 15 November 2019. The ratio of short-term capital used for medium-term and long-term loans, the ratio of liquidity reserves, the solvency ratio and other safety indicators met the regulation and international practice.

With the action motto of 2023: "Discipline - Efficiency - Operational Transformation", BIDV strives to complete the business plan of 2023 with the following targets: Credit growth in compliance with the credit

limit assigned by the State Bank; Mobilized capital in line with credit growth; ensuring safety and efficiency; Profit before tax increases by 10 percent-15 percent compared to 2022, subject to market developments, BIDV's capacity and approval of the State Bank; NPL ratio (according to Circular No. 11/2021/TT-NHNN) is  $\leq 1.4$  percent.

By the end of the first quarter of 2023, the business results of the commercial banking business were positive: Total assets reached over VND2 quadrillion; Credit balance reached over VND1.57 quadrillion (USD67 billion), up 5 percent; Mobilized capital reached over VND1.65 quadrillion (USD70 billion), up 2.3 percent; The non-performing ratio according to Circular 11 was controlled below 1.4 percent; Profit before tax reached over VND6.6 trillion (USD281 million), up 58 percent over the same period. **B**

HAI VAN

# Comprehensive cooperation between BIDV and Coteccons

On 12 April 2023, in Hanoi, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) and Coteccons Construction Joint Stock Company (Coteccons) signed a comprehensive cooperation agreement for the 2023 - 2027 period.

Under the agreement, BIDV and Coteccons will strengthen cooperation towards a comprehensive partnership in order to build a long-term, sustainable strategy, making the most of the potential and strengths of the two parties. Especially, amidst a volatile market, the cooperation between two large enterprises in banking and construction sectors affirms Vietnamese enterprises' determination for robust recovery and sustainable development; making a positive contribution to the country's prosperity.

BIDV will provide comprehensive financial solutions for Coteccons including banking, securities and insurance products, financial restructuring, centralized cash flow management, e-banking system connection, supply chain financing, etc. In particular, BIDV will take the lead to arrange short-term, medium-term and long-term capital for Coteccons and its subsidiaries and affiliates in construction and investment projects. In addition, BIDV will provide Coteccons's employees with preminent product packages (personal credit, savings, e-banking services, etc.) with competitive interest rates and fees.

BIDV and Coteccons also undertake to utilize each other's system to cooperate in brand promotion, cross-selling, creating sustainable value for each other, community and society.




Mr. Le Ngoc Lam (BIDV's CEO) and Mr. Vo Hoang Lam (Coteccons's General Director) sign a comprehensive cooperation agreement for the 2023-2027 period

Speaking at the signing ceremony, Mr. Le Ngoc Lam - CEO of BIDV said: "BIDV and Coteccons have always been reliable partners and companions for nearly two decades. The signing ceremony today marks the continued success and affirms the determination to build a comprehensive cooperation relationship between the two parties in the new period."

Mr. Vo Hoang Lam - General Director of Coteccons shared: "2023 is the year of reconstruction for growth of Coteccons with the strategy of diversification into many new fields, in which infrastructure is an important pillar in the Company's development strategy for the 2021-2025 period to achieve

the revenue target of USD3 billion. To realize this goal, Coteccons is very pleased to receive BIDV's commitment for comprehensive financial support to strengthen internal resources, improve competitiveness, increase domestic market share and expand international operations."

The comprehensive cooperation agreement between BIDV and Coteccons is a clear evidence of the strong partnership to successfully implement the business strategy of both parties. The partnership will contribute to promoting strong and sustainable mutual development, bringing not only economic values but also community benefits. 



QUYNH HUONG

# Running for a green life

On 9 April 2023, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) kicked off the 3rd online charity running race “BIDVRun - For a Green Life”. On the first morning, more than 26,000 athletes registered for the race.

The running race started with an offline running event in Ho Chi Minh City and more than 40 provinces/cities nationwide. In particular, in the offline running event which was held on the road of Sala Urban Area, Thu Duc City, Ho Chi Minh City, more than 2,500 athletes who are BIDV employees and customers participated in 03 semi-professional distances (05km, 10km, and 21km). One of the race’s activities was Kids Run for children (7-15 years old) in order to inspire positive energy among kids.

Speaking at the launching ceremony, Mr. Tran Xuan Hoang, member of the Board of Directors, Chairman of BIDV’s Trade Union, Head of the Race Organizing Committee emphasized: “Since 2019, BIDV has organized an online race on the BIDVRUN app to encourage staff, customers and communities to join hands for social security programs. With a profound meaning, the charity running race organized by BIDV has made its own impression and attracted the great attention and support of the community. 2023 is the first time the running race was kicked off by an offline event in Ho Chi Minh City with the largest participant base ever.”

“This is a practical activity to encourage the movement of exercising and the spirit of joining hands to



BIDV leaders, employees and customers join the BIDVRun - For a green life in Ho Chi Minh City

protect the environment, contributing to the sustainable development of the country”, said Mr. Hoang.

Participating in “BIDVRUN - For a Green Life”, every eligible kilometer run will be converted into a minimum cost of VND1,000 (the conversion rate will increase on special days) donated by BIDV to build flood-resilient community houses and to join the program of planting “One million trees” launched by BIDV. On the launching day of this year’s run

race, all valid mileage is multiplied by 3, i.e. every 1 kilometer is converted into VND3,000.

The running race “BIDVRUN - For a Green Life” has been organized annually since 2021. After 2 seasons, the Run has attracted nearly 80,000 athletes with a running distance of more than 3.3 million km, contributing VND13.7 billion to build 07 flood-resilient community houses for localities that often suffer from natural disasters.

# Vietnam's financial market outlook

On 20 April 2023, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) and the Asian Development Bank (ADB) co-organized a launching conference of “Vietnam's financial market 2022 and outlook 2023” report.

- ✿ This event marks the second year in a row that ADB and BIDV have co-organized the Seminar to announce high quality and in-depth reports.
- ✿ Vietnam's economic growth is forecast to slow down (5.5 – 6 percent) with inflation likely to be higher than 2022 (4-4.5 percent).
- ✿ Policies for the green financial market in Vietnam gradually improved with various types of instruments such as green, social, and sustainability-linked bonds (GSS), green stocks, carbon market and green credit.



This event marks the second year in a row that ADB and BIDV have co-organized the Seminar to announce high quality and in-depth reports.

In the opening remarks, Mr. Tran Phuong - Senior Executive Vice President of BIDV said: “Following the success in 2022, this year BIDV continues to coordinate with ADB to launch the “Vietnam's financial market 2022 and outlook 2023” report. As far as we are concerned, this report stands as the sole comprehensive evaluation of Vietnam's financial market, encompassing the fields of banking, securities, and insurance, and benefiting from technical assistance rendered by ADB. With inputs from

relevant authorities and experts, this year's report highlights the domestic and foreign financial market trends in 2022 and outlook for 2023, particularly concerning the current situation, trends, and potential for the development of green finance in Vietnam”.

## VIETNAM'S FINANCIAL MARKET 2022 AND OUTLOOK 2023.

Vietnam's financial market is still in the development stage and is vulnerable to external factors. In 2022, as a result of the previous economic stimulus packages, the Russia-Ukraine conflict and surging global inflation, many central banks implemented contractionary monetary policies by rapidly increasing interest rates, which caused exchange rate fluctuations and increasing global financial and monetary risks. Vietnam was no exception as the State Bank of Vietnam had to increase policy interest rates,

intervene in the foreign exchange market, and use open market operations, etc. to reduce exchange rate pressure and curb inflation.

In 2023, the global economy has seen a slight recession with inflation softening, exchange rates becoming more stable and interest rates slightly decreasing yet still remaining high. The finance and banking market has faced many potential risks, especially after the collapse of a number of banks in the U.S. and Switzerland, even though they have been gradually handled. Vietnam's economic growth is forecast to slow down (5.5 – 6 percent) with inflation likely to be higher than 2022 (4-4.5 percent).

## GREEN FINANCE: OPPORTUNITIES AND CHALLENGES

Green finance is a major trend globally with the participation of international financial institutions, governments as



Delegates at the launching conference held by BIDV and ADB in Hanoi

well as financial systems of countries and regions. Vietnam is not out of that trend as the country has been implementing a green growth strategy and has seen a quick development of the green financial market recently.

Accordingly, policies for the green financial market in Vietnam gradually improved with various types of instruments such as green, social, and sustainability-linked bonds (GSS), green stocks, carbon market and green credit. The current regulatory environment is relatively open for green financing products in Vietnam and facilitates green funding by businesses domestically and internationally. However, the implementation of green credits and green bonds under the Law on Environmental Protection 2020 is still pending for further guidelines.

Vietnam expects to be an attractive destination for international green funding amidst the improved the legal framework, sustained efforts by financial institutions and businesses towards a circular economy, and a better and more effective green financing to mobilize resources for domestic sustainable development and international integration, etc.

## POLICY IMPLICATIONS

At the conference, a number of policy implications were given to the National Assembly, Government, State Bank of Vietnam, Ministry of Finance and other related ministries, focusing on 2 main groups: firstly, stabilizing and developing the financial market and secondly, developing green finance.

Some recommendations on stabilizing and developing the financial market include: further improve the efficiency of monetary and fiscal policy coordination; continue to accelerate the fund disbursement of the 2022-2023 economic recovery

program, national target programs and public investment; implement consistent solutions to support liquidity for the financial system; speed up the restructuring of weak credit institutions in order to limit unfair competition; continue to reduce interest rates; facilitate financial institutions to increase owner's equity to meet the demand for capital supply and allocation to the economy and ensure safety; increase governance, finance, digital transformation and risk management capabilities; control systemic risks, especially risks associated with finance and real estate, etc.



THAO TRANG

# Attracting international green funds

**G**reening the economy is a global trend, and Vietnam has initially attracted green bonds and green finance from international markets. The carbon credit is a promising market to drive new and sustainable revenue growth for Vietnam.

At COP26, Vietnam committed to achieving net-zero emissions by 2050. Developing green finance in Vietnam is a necessary trend. According to experts from BIDV and ADB, the green finance market in Vietnam has seen many positive changes. Some Vietnamese companies started to attract green bonds in the international market, and the carbon market promises to bring new, sustainable sources of revenue for Vietnam. Vietnamese credit institutions have proactively accessed international sources of green credit and issued internal regulations on green loan frameworks.

"With regard to green growth strategies and the circular economy, the State Bank has issued regulations on environmental risk management. Environmental risk is also a type of credit risk. Banking system has raised awareness towards climate-related and environmental risks over time. Nearly 50 percent of banks have established criteria for managing environmental and social risks, and about 30 percent have set up specialized units to manage social and environmental issues in banking activities," said Mr. Pham Minh Tu, Deputy Director of the Banking Strategy Institute.

Experts recommended solutions to develop green finance in Vietnam, including: Firstly, accelerate the



finalization of mechanisms, policies, including sandbox mechanisms for new business models, promote the development of green bond, green stock and green credit markets.

Secondly, establish criteria, standards for green securities, and green credit to be consistently applied by entities.


Thirdly, for the carbon credit market, it is necessary to develop and improve the Carbon Credit Exchange, trading products (mandatory/voluntary international carbon credits, domestic carbon credits in compliance with Vietnam's standards), market members and trading intermediaries...

Fourthly, develop technological infrastructure, data, secondary markets, and even derivatives for these green products in the long term.

Lastly, strengthen communication, dissemination, and guidance

through various forms, thereby contributing to raising awareness and promoting action.

In February this year BIDV became the first commercial bank in Vietnam to launch a sustainable loan framework for its customers, creating opportunities for the bank to develop and introduce sustainable financial products to the customers according to international standards. BIDV is also the first commercial bank to sign an MOU on cooperation with the Vietnam Ministry of Natural Resources and Environment to promote sustainable and green financial development in Vietnam.

BIDV is the market leader in green financing with outstanding loans of about USD2.7 billion (as of 31 December 2022), accounting for 4.3 percent of BIDV's total loans and 13 percent of the total outstanding loans to the green sector of the economy. 

LINH ANH

# Investment opportunities for FDI enterprises in Vietnam

On 11 April 2023, BIDV collaborated with Thai Chamber of Commerce and Industry in Vietnam (ThaiCham) to organize a seminar on themed “Vietnam Economy: Achievements and Challenges” with the participation of over 60 FDI enterprises from Thailand, Malaysia, Taiwan (China), Canada, India, and Korea. The seminar provided a new perspective on investment opportunities in Vietnam.

Vietnam has been a favorable destination for FDI investors thanks to its attractive investment environment, stable political background, high and sustainable economic growth potential. In recent years, investments of Thai enterprises in Vietnam have continuously increased with the presence of many large enterprises, corporations, along with high-value investment projects covering retail, urban real estate, resorts, renewable energy, plastics, chemicals, animal feed, etc. Many Thai leading enterprises have been partnering with BIDV, such as SCG Group, Thai Beverage, C.P. Group, Central Retail, etc.

In recognition of the results and efforts in serving and supporting FDI enterprises investing in Vietnam over the years, in 2022 BIDV was the first Vietnamese commercial bank to be honored as “Vietnam Domestic FDI Bank of the Year 2022” by The Asian Banking & Finance (ABF), which affirmed BIDV’s reputation and pioneering position in serving FDI enterprises. 2023 is forecast to be a challenging year for the world in general and Vietnam in particular.



Representatives of BIDV and FDI enterprises join the seminar

The global economic recession and the continued tightening of monetary policy are likely to have negative impacts on domestic and foreign businesses. Therefore, enterprises need to make decisions, orientations, and strategies to overcome the current difficult and challenging period.

In collaboration with foreign business associations in Vietnam, BIDV has jointly organized many workshops and seminars to exchange and share experiences regarding difficulties and issues facing FDI enterprises as well as supporting them in doing business in Vietnam.

Dr. Can Van Luc – Chief Economist of BIDV, the main speaker of the seminar, shared information regarding

Vietnam’s macroeconomic situation in 2022, economic trends in 2023 and the following years. He also mentioned contents related to GDP, CPI, import and export, interest rate, exchange rate, inflation, situation of FDI attraction into Vietnam, market forecast, etc. During the seminar, Dr. Can Van Luc also addressed questions and concerns from the participants. The multi-dimensional information shared by Dr. Can Van Luc was highly appreciated by ThaiCham members and the partners, helping businesses get a specific and detailed view of business opportunities, challenges, and prospects for Vietnam economy in the coming period in order to develop an appropriate business strategy. 📌

HAI BINH

# A challenging journey for economic growth

Vietnam's economy started 2023 slower than previous years as GDP in the first quarter was quite low compared to that in more than 10 years. Many other indicators including import and export, industrial production, FDI, etc. also declined. Therefore, to achieve the target GDP of 6.5 percent, great efforts are required in the remaining 3 quarters.

## CHALLENGES ARE GETTING BIGGER AND BIGGER

Unlike previous years, favorable conditions for Vietnam's economy in 2023 have declined; while the "headwinds" are getting stronger, heavily affecting the economy of Vietnam.

Firstly, the external "headwinds" have become more severe, including: (i) prolonged geopolitical conflicts and increased strategic competition among major countries; (ii) although global prices and inflation cool down but are still quite high; central banks continue to raise interest rates to curb inflation; and (iii) finance-banking market risks increase after the collapse of a number of banks in the U.S. and Switzerland; etc. These external challenges are persistent, unpredictable and will negatively affect Vietnam's economy in the coming time. Secondly, the industry and construction growth decreased by 0.4 percent year over year. Purchasing Managers' Index (PMI) in March also fell to 47.7 points from 51.2 points in February.

Thirdly, export - import saw a significant drop. In the first quarter, the total import-export turnover of Vietnam was estimated at USD154.3 billion, a 13.3 percent year-over-year decrease. Both exports and imports decreased markedly by 11.9 percent and 14.7 percent respectively due to a sharp decline in purchase orders from traditional partners.

Fourthly, FDI attraction and disbursement is less positive as investors become cautious amidst the slow global economy. As at 20 March 2023, the total registered and disbursed FDI capital was estimated at USD5.45 billion and USD4.32 billion respectively, down 38.8 percent and 2.2 percent year-over-year, which were largely due to the caution by investors and cumbersome administrative procedures. Fifthly, the economic recovery program and three national target programs are still slow and underachieved. By January 2023, public investment disbursement reached nearly VND81 trillion (USD3.4 billion, ~23.2 percent of the total program volume). This requires more aggressive implementation and appropriate and feasible adjustments.

Sixthly, business operations become more challenging when both inputs and outputs are negatively affected, which is mainly due to the export market shrink and order reduction. In the first quarter, there were 33,900 newly established enterprises, with VND310.3 trillion of total registered capital and 212,300 employees, marking a decrease in number of enterprises (-2 percent), registered capital (-34.1 percent) and number of employees (-12.8 percent) year over year. Meanwhile, the number of temporarily suspended enterprises was 42,900, increasing by 20.1 percent; nearly 12.8 thousand enterprises were pending for dissolution, reaching an increase of more than 13 percent; 4,600 enterprises completing dissolution,

increasing by 6.5 percent. Seventhly, credit growth was low, bad debt increased due to low credit demand and high lending interest rates in spite of recent reduction. As of 28 March 2023, credit growth reached 2.06 percent, much lower than the increase of 5.97 percent in the same period in 2022. Meanwhile, by the end of 2022, bad debt at 27 listed banks was over VND136 trillion (USD5.8 billion), 35 percent higher than at the beginning of the year.. It is forecast that bad debts may increase in 2023 when business operations become more challenging, especially the corporate bond and real estate markets are still difficult and slowly recover.

## GROWTH DRIVERS

Although the GDP growth of 3.32 percent in Quarter 1/2023 was quite low amidst post-Covid recovery and reopening of other countries, it was still remarkable in the context of the unfavorable global economy and potential risk of the technical recession. This partly reflects the macro enablers and stable drivers of the economy. Firstly, the Government has made drastic efforts to maintain macroeconomic stability and promote economic growth through the promulgation of important documents, which provide for orientation towards the entire economy from objectives, solutions for the socio-economic development plan in 2023 to remove difficulties and bottlenecks in important sectors and areas.



Secondly, the good service recovery is the main driver for economic growth. The service sector was the main driver for economic growth in the first quarter of 2023, contributing 2.96 percentage points, accounting for 89 percent of GDP growth. Accordingly, the total retail sales in this period were estimated to increase by 13.9 percent year over year. Thirdly, inflation is properly controlled. Inflation showed signs of cooling down and passed its peak when the average CPI increased by 4.18 percent year over year, demonstrating the effectiveness of the control measures along with the decline in global commodity prices, while global inflation has cooled down but still remains high.

Fourthly, disbursement of public investment has been significantly promoted and improved. Realized investment capital from the State Budget is estimated at VND91.5 trillion (USD3.9 billion), meeting 13.4 percent of the year plan and increasing by 18.1 percent year over year. Public investment has been an important driver for Vietnam's economic growth.

Fifthly, State Budget revenue maintains a positive trend. State budget revenue in the first quarter reached VND491.5 trillion (USD21 billion), achieving 30.3

percent of the year plan, increasing by 1.3 percent year-over-year; while state budget expenditure reached VND363.4 trillion, achieving 17.5 percent of the year plan and increasing by 7.2 percent year-over-year. This makes the State Budget surplus of VND128.1 trillion (USD5.5 billion). In addition, the revenue structure is more sustainable when the domestic revenue accounted for 83.8 percent of the total State Budget revenue, while the import-export revenue accounted for 13.1 percent; unsustainable revenues remained low (accounting for 12-15 percent).

Sixthly, major balances are guaranteed, interest rates are gradually reduced, and exchange rates remain stable. In the first quarter, the interbank and central exchange rates decreased by 0.65 percent and 0.04 percent, respectively, compared to the end of 2022. Meanwhile, deposit and lending interest rates tended to decrease by 0.5-1.5 percent year to date after the State Bank made two reductions in the policy interest rates.

## **EFFORTS AND SOLUTIONS**

To achieve the target GDP of 6.5 percent, great efforts and




determination are required for the entire economy. This includes the following specific solutions:

Continue to closely monitor the situation; pro-actively analyze and forecast the international financial and monetary markets to implement timely and appropriate solutions. Accelerate the implementation of recovery programs, national target programs and public investment disbursement, especially for key projects of national importance and infrastructure investment projects. Continue to operate monetary policy in a secured, proactive and flexible manner to stabilize exchange rates, reduce interest rates, and manage credit growth at an appropriate level in harmony with the focused expansionary fiscal policy. Implement solutions to support businesses which are negatively affected by the decline in exports and investments by leveraging FTAs, enhancing trade promotion, supply and demand connection, expansion and diversification of partnership, export and investment markets, etc. Continue to develop specific strategies and solutions to increase independence, self-reliance and improve the resilience of Vietnam's economy, sectors, areas and enterprises. 

MINH ANH

# Credit institutions allowed to reschedule repayment terms

Credit institutions and foreign bank branches are allowed to restructure the repayment terms to support customers struggling with production and business expenses.

-  The rescheduling of debt repayment terms for customers is effective from 24 April to the end of 30 June 2024.
-  The rescheduled terms will be decided by credit institutions but not exceed 12 months from the due date of the balances subject to the restructured repayment term.
-  The new circular, along with other supportive policies, is expected to contribute to removing difficulties for people and businesses.




Given the world's and domestic economic developments in the first three months of 2023 and difficulties and challenges in production and business activities of enterprises and people; following the Government's Resolutions 50/NQ-CP dated 8 April 2023 and No. 59/NQ-CP dated 23 April 2023, the Governor of the State Bank of Vietnam Nam issued Circular No. 02/2023/TT-NHNN allowing credit institutions and foreign bank branches to restructure debt repayment terms and keep the debt groups unchanged in order to support customers.

The rescheduling of debt repayment terms for customers is implemented from the effective date of this circular, starting from 24 April to the end of 30 June 2024.

Loans eligible for repayment term rescheduling are commercial loans and finance lease. SBV authorised credit institutions and foreign bank branches to take the initiative in reviewing and assessing the difficulties of borrowers to decide on the restructuring. The rescheduled terms will be decided by credit institutions but not exceed 12 months from the due date of the balances subject to the restructured repayment term.

The new circular, along with other supportive policies, will contribute to removing difficulties for people and businesses, extending the lending and repayment period, and creating conditions for continued capital turnover and access new loans for production and business activities, thereby promoting economic development.

Statistics showed that in the previous debt restructuring for customers affected by the pandemic, nearly 1.1 million debtors had their repayment terms restructured, keeping the debt group with an accumulated value of more than VND722 trillion (USD30.7 billion). 



MANH HAI

# BIC sets high targets for 2023

On 5 April 2023, BIDV Insurance Corporation (BIC) held an Annual General Meeting of Shareholders, setting high targets for the year.

Reports at the meeting showed that in 2022, with appropriate and innovative business solutions, BIC continued to have a successful year, excellently completing the assigned plan targets.

Total insurance revenue of the parent company BIC reached VND3,775 billion (USD161 million), an increase of 30.8 percent compared to 2021, fulfilling 110.7 percent of the year plan (of which, direct premium revenue reached VND3,597 billion (USD153 million), growing by 32.5 percent compared to 2021, twice the market's average growth rate, helping BIC maintain its 7th position in market share for direct insurance premium revenue. Consolidated pre-tax profit reached VND394 billion (USD16.8 million), completing 102.3 percent of the year plan. The dividend payout ratio was 13 percent, an increase of 1 percent compared to the figure set at the beginning of 2022.

In addition to efficient business operations, BIC also achieved many positive results in many aspects: financial strength rating at B++ (by A.M Best); was honored with many prestigious titles and awards such as Top 10 most prestigious non-life insurance companies in Vietnam, Top 25 leading financial brands in Vietnam, Top 15 enterprises with good financial management capacity, Top 500 largest



*BIC logo on an office building in Hanoi*

enterprises in Vietnam, Top 500 most profitable enterprises in Vietnam, Top 10 best workplaces among Vietnam's non-life insurers. In 2022, BIC's General Director was awarded the title of "Typical Vietnamese Entrepreneur" by Vietnam Chamber of Commerce and Industry (VCCI).

In 2023, in addition to pursuing operational efficiency, BIC will continue to strive to accelerate the growth rate of premium revenue. Specifically, BIC aims to achieve a premium revenue of VND4,585 billion (USD195 million), a growth of 22.3 percent compared to 2022;

consolidated pre-tax profit of VND480 billion (USD20.4 million), an increase of 21.9 percent.

To achieve these goals, BIC is set to focus on solutions, including: Continue to improve and expand the business network, establish more new subsidiary companies in key areas; Improve service quality; Enhance the application of information technology to all activities, accelerate the implementation of digital transformation projects; Research and develop new products, especially health, life and digital products. [B](#)

# Discovering Hoi An

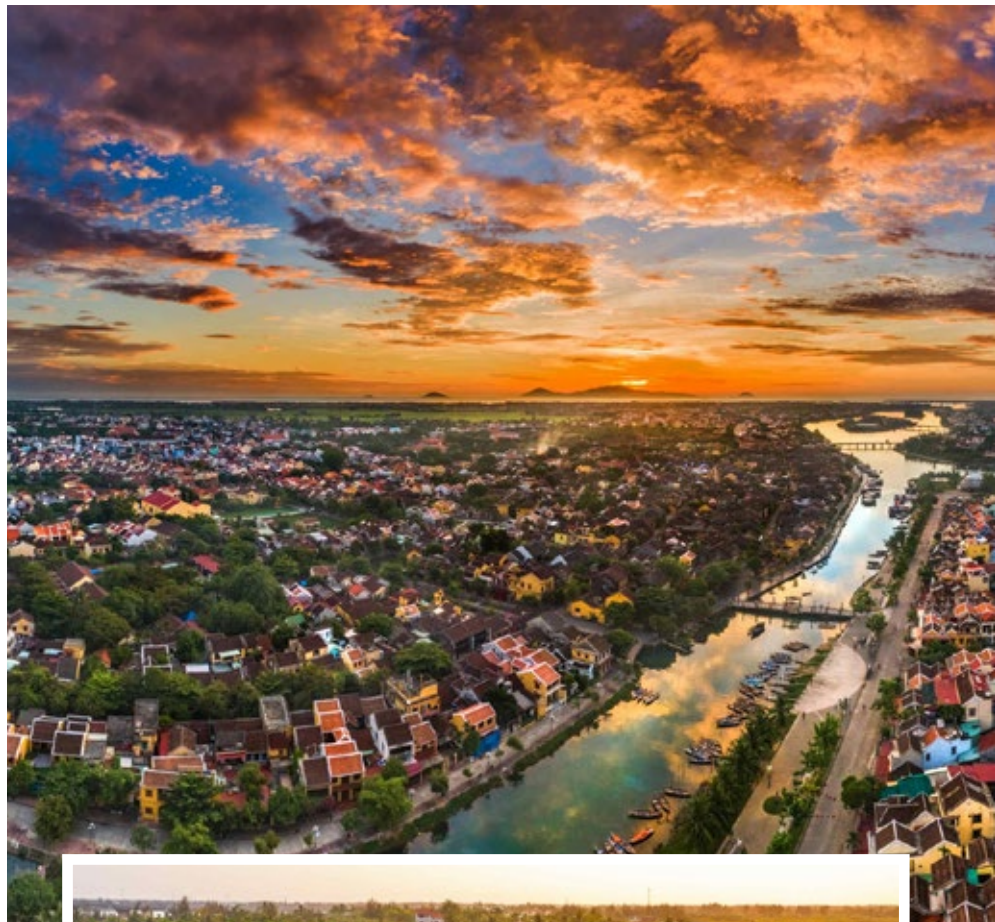
The ancient town of Hoi An is famous for its beautiful silk lanterns and charming ancient buildings. As well as the quaint streets, there are many stunning places around Hoi An ready to be explored.

## BAY MAU COCONUT FOREST

Bay Mau coconut forest is a special place in the heart of Hoi An. The coconut forest is located in Cam Thanh commune, just 5 km from Hoi An old town. Visitors can access the forest via road or river. “Bay Mau” means seven acres as when the forest was named it extended to about seven acres of free-growing coconut trees. Since then, the forest has grown to cover more than 100 hectares.

Gliding through the peaceful waterways by basket boat, visitors have the chance to admire the extensive lush green coconut groves and listen to the traditional folk-songs of the men and women paddling the boats.

The local people enjoy displaying their strength and talent in the basket boat through performing a special ‘basket dance’ where they use their oars to spin the boat in rapid circles. Adventurous types can join them for a thrilling and rather wet experience.






### AN BANG BEACH

About 3 km from Hoi An town, An Bang beach is a smooth stretch of fine sandy beach backed by palm trees that remains relatively unspoiled, although it has seen much development in recent years. The beach is popular with visitors and locals alike and a string of restaurants and bars can be found just behind the beach, offering a



### THANH HA POTTERY VILLAGE

For visitors with time to spare time in Hoi An, a 15-minute bike ride to Thanh Ha Pottery village is a pleasant way to spend a morning immersed in the rustic scenes and peaceful village life.

Thanh Ha pottery is special and distinctive, made from highly adhesive clay that is brown, yellow or crimson in colour. One special product of the village is its yin-yang tiles. The tiles are made from yellow clay that is mixed with sand and turns dark red or purple when it has been fired. Houses in Hoi An with yin-yang clay roof tiles made by Thanh Ha village are easily recognisable. 

fantastic array of Vietnamese and international fare. The town's main live music venues are also found here and feature regular line-ups of local and international talent.

Visitors to An Bang can relax and soak up the sun or get active with an array of seaside sports. Amongst the most popular activities at An Bang Beach are swimming, paddle boarding, and surfing. The road along the beach is home to traditional fishing villages and is a great place for a sunrise or sunset jog to observe the local people's way of life.

NGUYEN LE

# *Magical beauty of Ta Phin monastery*



Travelling to Sa Pa town in Lao Cai province is always a rewarding journey full of special experiences and Ta Phin monastery is becoming a popular spot amongst visitors to the town..

Located in Ta Phin village, about 12 kilometres away from Sa Pa town, Ta Phin monastery is easily recognised due to its colonial French architecture. The monastery was constructed in October 1942, however

just three years later the nuns who had been residing in it left for Hanoi and the building fell into disrepair.

Nowadays, Ta Phin monastery is a ruined, desolate building often shrouded in fog. Surrounded by dense trees, it reminds one of scenes from fairy tales. The beauty of the ruined monastery lies in its period architecture, nostalgia and mystery.

The part that has not been lost to the ravages of time captures the imagination of visitors to the former religious building, with architectural features in the old European style.

The gate of the monastery is built of stellar stone with an arched gate in the French style. The outer wall is a laterite layer. Going deep inside, visitors will see the walls and mossy windows in several layers that are still solid and firm. Each wall is imprinted with time.

The monastery has three floors including an underground basement and a west-facing horizontal house with five chambers and a staircase. In addition, the right side of the monastery has a vertical house connected to the horizontal house. Here, food and other items were stored and the monastery kitchen was



housed. Today, the entire roof has gone and only the old moss-covered walls remain. In front of the monastery, there is a large and long corridor in partial ruins.

Although it has been abandoned for over half a century, the architectural features and serene ambience of the monastery are a major attraction. It seems that at any angle and in any location throughout the monastery, visitors can create a unique scene. Opportunities abound for photography enthusiasts, who render images of faded colours mixed with the wilderness of time and a dash of nostalgia. Ta Phin village itself attracts visitors with the unique cultural characteristics of the Red Dao ethnic people. Unlike the Mong and Giay

people, the Red Dao have a very small population and are less well known. Their villages are often located in remote valleys and on mountain slopes.

Many villages in Sa Pa today have been modernised but Ta Phin village is different and is one of the few villages in Sa Pa that still retains its cultural identity. The road leading to Ta Phin village winds through mountain scenery, magnificent clouds and the splendid colours of terraced fields. The locals here are friendly and often invite visitors into their homes.

Ta Phin is a brocade village where visitors can find brocades made by ethnic minority people. These days the brocades are mainly produced for shops in Hanoi and Ho Chi Minh

City as well as for export. Due to their lifestyle of inhabiting valleys at the foot of high mountains, the Red Dao have extensive knowledge and experience of plants. The people are known for their bath remedies made from hundreds of different plants. Among them are 10 principal and most important medicinal plants used for creating valuable medicines of the Red Dao people in Ta Phin.

Today, Red Dao herbal baths - a cultural and unique identity of every family in the Dao ethnic community - have become famous throughout the country as a trusted remedy from the Red Dao. Experiencing a Red Dao herbal bath is a great reason to go to Ta Phin village - the source of the unique remedies. [R](#)



# Safe shelters for people

BIDV and its strategic shareholder - Hana Bank, inaugurated 03 flood-resilient community houses on 22 April 2023.

The flood-resilient community house in Cam Xuyen and Duc Tho districts are funded by BIDV and Hana Bank, each costs about USD110,000. Each house in uniform architectural design features 2 floors with a total floor area of 500 m<sup>2</sup>, accommodating about 150 people. Under normal conditions, the houses serve as places for meeting, cultural, physical training activities of local people. In case of flooding, storm, and disaster, the first floor will be a shelter for livestock while the second floor will be used as a shelter to ensure the safety of people, thereby helping minimize damages caused by natural disasters.

Mr. Tran Phuong – Senior Executive Vice President of BIDV - said: “Ha Tinh is a heroic locality in the resistance war against the U.S. It is also a province that is often adversely affected by natural disasters, storms and floods every year. Implementing corporate social responsibility, BIDV and the strategic shareholder - Hana Bank have coordinated to build flood-resilient community houses in Ha Tinh as well as in other central provinces to improve the lives of the local people. This is a series of houses built following the model of the first community house in Cam Due commune, Cam Xuyen district”

Speaking at the inauguration ceremony in Duc Tho district, Mr. Hoang Trung Dung - Member of the



A flood-resilient community house funded by BIDV

Party Central Committee, Secretary of the Ha Tinh Provincial Party Committee - acknowledged and spoke highly of the efforts and contributions and social security programs of BIDV and Hana Bank to the socio-economic development and to the community in Ha Tinh province over the past time. He expressed his we hope that BIDV will continue to accompany and shoulder with Ha Tinh province for the stability and development of local people's lives.

Mr. Hoang Xuan Hung - Vice Chairman of Duc Tho District People's Committee commented: “People in localities which are often affected by natural disasters and floods appreciate the support of BIDV and Hana Bank. This is the gift

that encourages the local people to stabilize their lives and improve production. From now on, the local people are no longer worried about finding a shelter in the flooding season. At the same time, it is a place for cultural exchange, training, exchanging knowledge and production experience for people, thereby strengthening and promoting the spirit of solidarity among people.

At the event, the Central Trade Union of BIDV donated a community library worth VND50 million (USD2,100) to the flood-resilient community house in Duc Tho district. BIDV Ha Tinh branch donated 30 sets of gifts with a total value of VND30 million to people in difficult circumstances in the two districts. 📖



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