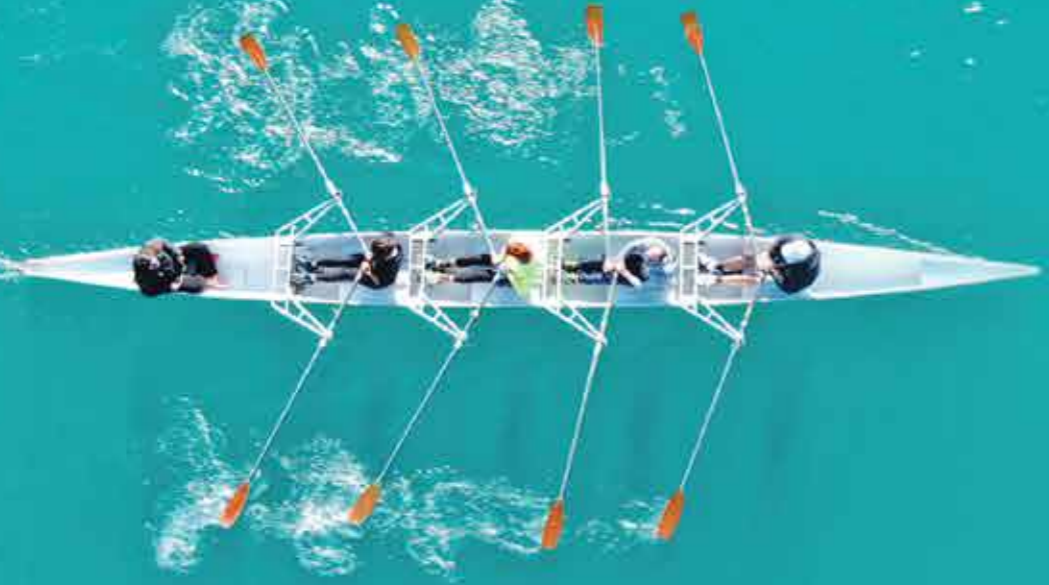


2022 ANNUAL  
REPORT



30 YEAR

HIGHWAY - HAPPY JOURNEY



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# GENERAL INFORMATION

## GENERAL INFORMATION

### Business name

**AN BINH COMMERCIAL JOINT STOCK BANK**

### Abbreviation

**ABBANK**

### Business registration


**0301412222, registered for the 28th amendment on the 28<sup>th</sup> of February 2022 by Ha Noi Department of Planning and Investment.**



### Stock code



**ABB**

Charter capital as of the  
31<sup>st</sup> of December 2022:  
VND

**9,409,470,820,000**


 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> Floor, No. 36 Hoang Cau Street,  
O Cho Dua Ward, Dong Da District, Hanoi


 **(84-24) 37 612 888**  [www.abbank.vn](http://www.abbank.vn)


 [www.facebook.com/nganhanganbinh/](https://www.facebook.com/nganhanganbinh/)  **ABBANK - Ngân hàng An Bình**


# BUSINESS FIELDS


Commercial bank-based operations are initiated by ABBANK in accordance with the regulations of the laws and the State Bank of Vietnam, including:


 Receiving call deposits, term deposits, saving deposits and others


 Organizing internal payment, participating in national inter-banking payment system


 Issuing certificates of deposit, promissory notes, bills and bonds to mobilize capital for capital mobilization in accordance with the Law on Credit Institutions, Law on Securities, Government regulations and SBV's guidelines

 Entrusting, undertaking entrustment, acting as an agent in banking, insurance, and asset management in accordance with the laws and the SBV's guidelines


 Loan-based facilities: loan, discount, rediscount of transferable instruments and other valuable papers; bank guarantee; credit card issuance; domestic factoring


 Providing cash management, banking and financial consultancy services; services of management, asset preservation, safe-deposit box leasing

 Getting loans from SBV in the form of refinancing as prescribed in the SBV's regulations guidelines


 Trading and providing foreign exchange services in the domestic market and the international market within the scope stipulated by the SBV


 Opening current account for customers


 Giving corporate finance, M&A, merging and investment consultancy


 Borrowing, lending, depositing and accepting deposits from credit institutions, foreign bank branches, domestic and foreign financial institutions in accordance with the laws and the SBV's guidelines


 Securities depository


 Offering domestic payment services: Providing payment facilities; performing check payment services, payment orders, collections, encashment order, collection orders, letters of credit, bank cards, collection and payment services


 Participating in bidding, buying and selling Treasury Bills, transferable instruments, Government bonds, SBV bills and other valuable papers in the monetary market


 Capital contribution and share purchase in accordance with the laws and the SBV's guidelines

 Electronic wallet

 Opening accounts at SBV, other credit institutions and foreign bank branches

 Currency brokerage services

 Debt purchase

 Investing in Government future bond contracts

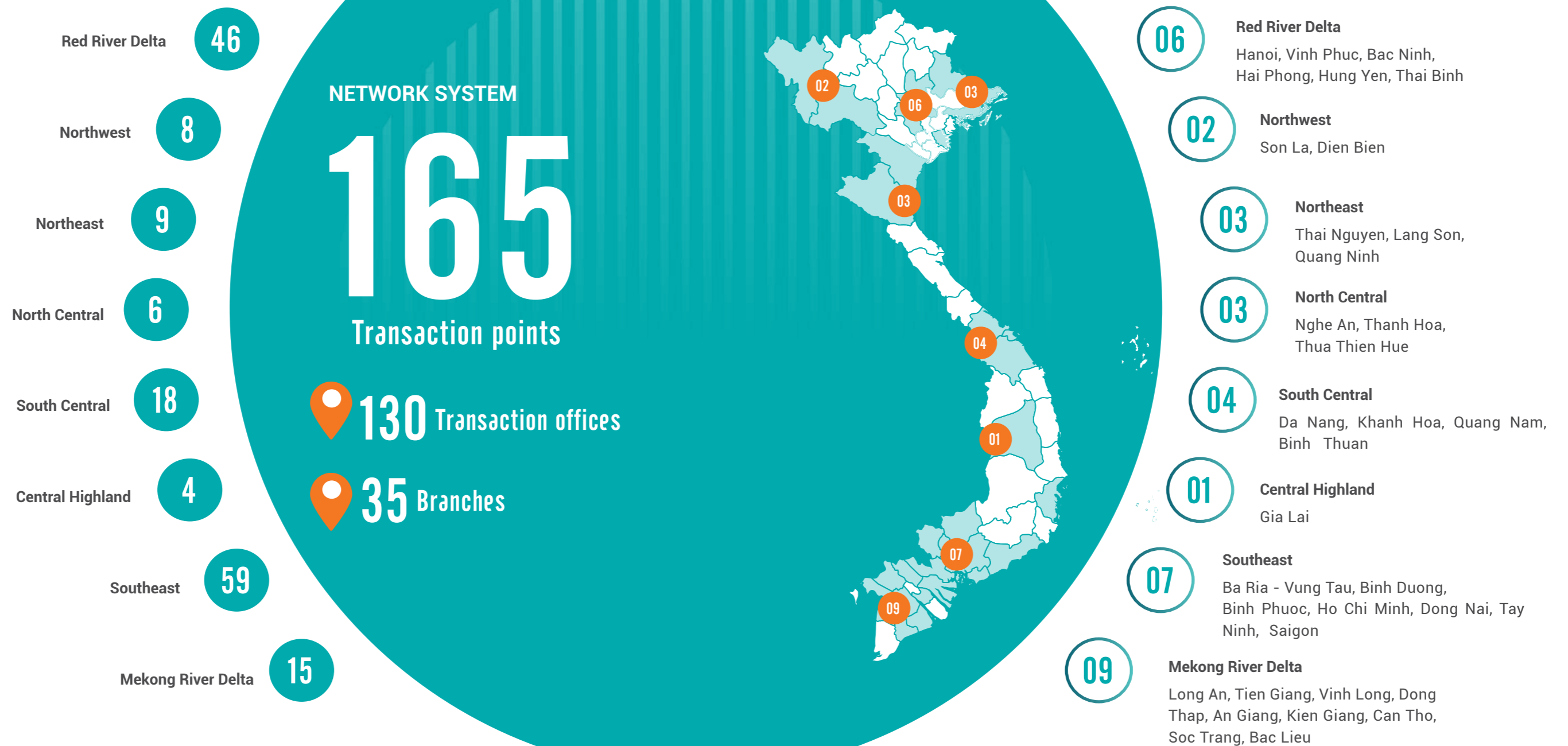
# MARKET AREA

By the end of 2022, ABBANK network was extended up to 165 transaction points (35 branches and 130 transaction offices) in 34 provinces and cities nationwide, located in 8 geographic areas.

## 35 branches allocated by geographic area

In 2022, ABBANK continued to improve facilities, install signs with the most state-of-the-art materials at its transaction points to enhance brand recognition and customer service quality. With respect to the development of transaction point network, ABBANK oriented to expand to major areas, especially the provinces and cities in the Northwest where having good growth rate and highly appreciated business and investment environment.

### Allocation chart of 165 transaction points



## VISION — MISSION — CORE VALUES



### VISION

To become one of the leading joint stock commercial banks in Vietnam, focusing on retail banking.



### MISSION

To provide financial solutions which are Effective, Fast and Satisfactory to customers' demand.



### 05 CORE VALUES

Customer-centric

Human resources are assets

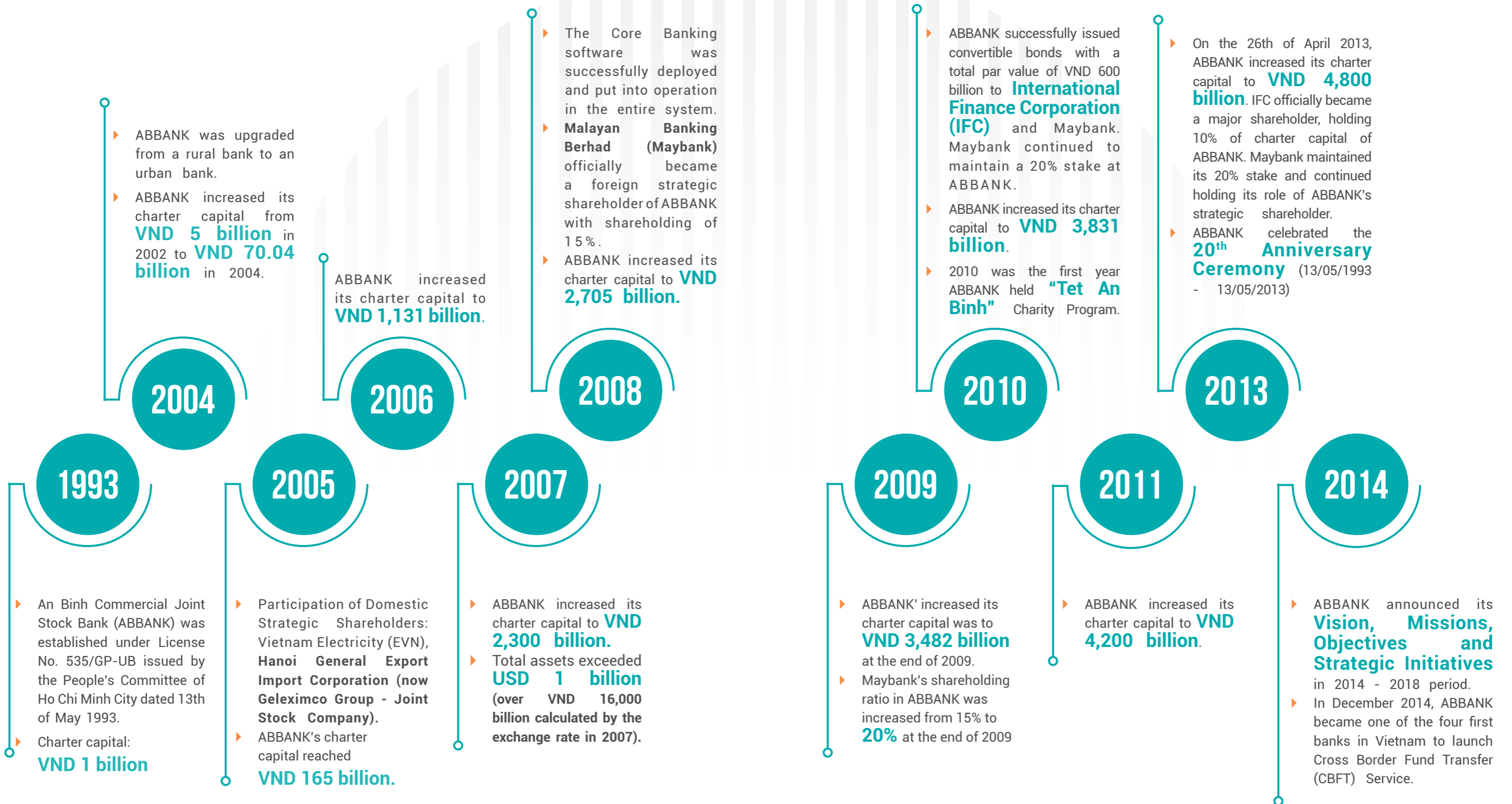
Collaboration for development

Flexibility and adaptability

Discipline to win



## KEY MILESTONES





- ▶ On the 15th of October 2015, ABBANK was affirmed among Vietnam's joint stock commercial banks with highest ratings by Moody's for the first time, in terms of 03 critical indicators: Baseline Credit Assessment (B3), Local and Foreign Currency Deposit Ratings (B2) and Issuer Credit Ratings (B2). ABBANK's prospect was also assessed as stable.
- ▶ ABBANK was the first bank in Vietnam to provide EVN bill payment service in the ATM/POS system for VISA cardholders.

2015

2016

- ▶ ABBANK increased its charter capital to **VND 5,319 billion**.
- ▶ In May 2016, ABBANK was honored as the Best Retail Bank in Vietnam 2016 by Global Banking & Finance Review.
- ▶ ABBANK's credit ratings were upgraded by Moody's. ABBANK continued to be among the Joint Stock Commercial Banks with highest ratings.
- ▶ The network was expanded to **159 transaction points** in 33 provinces and cities.

- ▶ The second consecutive year ABBANK was honored as the Best Retail Bank in Vietnam 2017 by Global Banking Finance Review. ABBANK's rating outlook was also raised by Moody's, continuing to be in Top 5 private joint stock commercial banks in Vietnam with highest credit ratings.
- ▶ ABBANK's network reached **165 transaction points** covering 34 provinces and cities nationwide.
- ▶ It was the first time ABBANK was awarded **Best SME Product in Vietnam 2017** by International Finance Magazine (IFM).

2017

2018

- ▶ ABBANK celebrated its 25th Anniversary (13<sup>th</sup> of May 1993 - 13<sup>th</sup> of May 2018).
- ▶ ABBANK continued to be assessed as positive and upgraded by Moody's, to be specific, Baseline Credit Assessment (BCA) was upgraded from B2 to B1; Long-term Counterparty Risk Rating (CRR) was upgraded to Ba3; Foreign currency ratings, Local currency ratings and issuance partner were raised to B1 - a positive rank among Vietnamese banks. ABBANK's prospect was also assessed as stable.
- ▶ ABBANK was awarded Best SME Product in Vietnam 2018 for the second year in a row by International Finance Magazine (IFM).
- ▶ ABBANK was awarded Best Retail Bank in Vietnam 2018 for the 3<sup>rd</sup> year in a row and Best Customer Service Bank in Vietnam 2018 by Global Banking and Finance Review.
- ▶ ABBANK Family Day was launched and organized for the first time.

- ▶ ABBANK increased its charter capital to **VND 5,713 billion**.
- ▶ On the 28<sup>th</sup> of May 2019, ABBANK became one of the first 7 banks successfully converting Domestic Magnetic Cards into Domestic Chip Cards according to the VCCS specification issued by the SBV.
- ▶ Tet An Binh Charity Program was held for the 10th consecutive year.
- ▶ ABBANK Family Day also made a good impression in the community.
- ▶ ABBANK successfully deployed Risk- Weighted Asset (RWA) Basel II.
- ▶ ABBANK continued to maintain its generic rating at B1 assessed by Moody's.

2019

2020

- ▶ ABBANK announced Strategic objectives for the period of 2021 - 2025.
- ▶ ABBANK was honored to be recognized as one of the Best Companies to Work for in Asia 2020 by HR Asia.
- ▶ ABBANK successfully implemented big projects in Information Technology and Risk Management according to Basel II standards as stipulated in Circular No. 13/2018/TT-NHNN and Circular No. 41/2016/TT-NHNN of the SBV.
- ▶ ABBANK shares were concentratedly traded on UPCoM with the stock code of ABB.
- ▶ ABBANK continued to maintain its generic rating at B1 assessed by Moody's.

- ▶ ABBANK increased its charter capital to **VND 6,970 billion**.
- ▶ ABBANK was honored to be recognized as one of the Best Companies to Work for in Asia 2021 by HR Asia for the second year in a row.
- ▶ Recognized as **"fully compliant"** with all 3 main pillars of **Basel II**, including: Capital adequacy ratio (CAR) regulation; Internal Assessment of Equity (ICAAP); Market Principles (Transparency and Discipline).
- ▶ ABBANK was ranked in Top 10 banks with highest brand development index (BrandIndex) by YouGov.

2021

2022

- ▶ ABBANK increased its charter capital to **VND 9,409 billion**.
- ▶ ABBANK announced 5 new Core Values and corresponding behavioral standards in the new development period, with the **customer-centric** strategy for all business activities.
- ▶ ABBANK's brand health ranks among top 9 banks in Vietnam. ABBANK's Brand Image Understanding Index 2022 reached 35%, increasing by 20% compared to 2021 (According to Mibrand's Brand Health Assessment Report 2022).
- ▶ The 13th Tet An Binh with the theme **"Sowing green seeds of hope"** was successfully held.
- ▶ ABBANK was honored to be recognized as one of the Best Companies to Work for in Asia 2022 by HR Asia for the third year in a row.

# 2022

## MAJOR EVENTS

2022 was the second year ABBANK has implemented the 5-year strategic objectives for the period of 2021 – 2025. Transformation in a difficult market environment is a big challenge, but ABBANK has prepared a good foundation and is ready for greater challenges. Accordingly, the Bank focuses on promoting digital transformation, refining the organizational structure and unifying mentality for action for its 5-year growth goals.



## OUTSTANDING ACTIVITIES

The charter capital was increased to VND **9,409** billion

By late 2021 and early 2022, by offering additional shares to existing shareholders, issuing shares under ESOP Scheme and issuing shares to increase share capital from equity (bonus shares), ABBANK's charter capital was increased from more than VND5,713 billion to over VND9,409 billion, raising CAR index from 9% to 12.8%.

Take strong action in refining the organizational and operational structure, towards the realization of its growth goals of 2021 - 2025



### In February 2022

- ▶ ABBANK streamlined its organizational structure and issued 5 new core values characterized by customer-centric value for all of its business operations.
- ▶ The bank officially established Sales & Service Division, organized by areas and 3 operational functions with orientations: Centralization, Specialization and Digitization.



### From August 2022

The Leader Talk series was held every 2 months, giving employees the opportunity to have a dialogue with the Bank's leaders on various topics related to business plans, corporate culture and operational mechanisms/policies of ABBANK.

## VARIOUS ASPECTS OF EMPLOYEES' LIVES CARE



### ABBANK CARE

ABBANK care is the treatment and welfare scheme for ABBANK employees in addition to the annual salary and bonus policy. In 2022, the program was added with many new and more attractive benefits compared to 2021, bringing more benefits to employees and their families during their working time at ABBANK.



### In May 2022

The Potential Managers Program was launched to identify, foster and develop a contingent of competent staff for the position of Level 3 and Level 4 Business Unit Director.

ABBANK issued the May Star policy to show gratitude to its senior employees of the Bank. At the same time, ABBANK also implemented honoring and awarding activities for employees with "Excellent" achievements for 2 consecutive years or more.

## COOPERATION AND BUSINESS PROMOTION ACTIVITIES

### In April 2022

ABBANK accompanied the 2<sup>nd</sup> Vietnam Card Day organized by Tien Phong Newspaper, with the participation of the SBV and the Banking Association. In just 2 days of the event (16<sup>th</sup> – 17<sup>th</sup> April 2022), ABBANK's booth attracted more than 10,000 visitors; more than 6,000 AB Ditizen accounts have been opened and successfully activated.

### On 25 April 2022

ABBANK and Genetica® Testing Company signed a strategic cooperation agreement to provide gene sequencing services for ABBANK's customers.

### In July 2022

ABBANK officially signed a cooperation agreement with Bao Viet to promote the development of Bancassurance services.

### From 11 November 2022

ABBANK was one of four Vietnamese banks to officially put into operation the SWIFT Payment Pre-validation application, helping to eliminate problems and conflicts in internationally payments through verification of beneficiary information.

### In December 2022

ABBANK signed a strategic cooperation agreement with Dai-ichi Life, providing customers with utilities..



## SOCIAL SECURITY

### Sowing green seeds of hope

On 15 January 2022, the 13<sup>th</sup> Tet An Binh journey with the theme "Sowing green seeds of hope" donated 25,000 trees to the people and the Government of Duong Quy commune, Van Ban district, Lao Cai province. At the same time, 30 scholarships with a total value of VND 450 million were awarded to children who lost their parents during the Covid-19 epidemic in Ho Chi Minh City.

### The couple of leaves of love

2022 was the 7<sup>th</sup> year in a row that ABBANK participates in the program "The couple of leaves of love" organized by the Center for Digital Content Development and Production (VTV Digital). As a "Great Leaf", in 2022 ABBANK has accompanied the journey of "giving the opportunity to go to school, offering the opportunity to change life", providing "Unhealed leaves" across the country with scholarships valued at VND 500 million.

### An Nghiep project scholarship fund

Starting from April 2022, ABBANK's An Nghiep project scholarship fund has awarded scholarships to 3<sup>rd</sup> and 4<sup>th</sup> year students at 8 universities across the country with a total cost of more than VND 400 million, in order to accompany excellent disadvantaged students to prepare for their career, firmly step into the future.

### Volunteer activities

Besides annual programs, in 2022, ABBANK also spent a large budget to participate in charity activities such as: donating VND 2 billion to the Central Crime Prevention Fund; funding nearly VND 650 million for health services, building gratitude houses in Son La, as well as funding social security and study promotion activities in provinces such as Dien Bien, Gia Lai.



## AWARDS

In March 2022, ABBANK was honored as one of the 100 typical enterprises across the country to receive the Vietnam Gold Star Award 2021.

In September 2022, ABBANK was honored to receive “**Trade Deal of the Year**” award by the Asian Development Bank (ADB) for having the most outstanding transaction record in import and export finance.

For the third year in a row, ABBANK received the award as one of the “**Best Workplaces in Asia 2022**”.

ABBANK received the award “**Bank with the highest card sales growth rate in 2022**” by VISA International Card Organization. To achieve this, ABBANK’s card revenue in the first 9 months of 2022 alone achieved an impressive growth - an increase of more than 278% compared to the same period in 2021.



# GOVERNANCE AND ORGANIZATIONAL STRUCTURE

Governance model: According to the charter of ABBANK and the laws, ABBANK operates under the form of a joint stock company, to be specific

- .....  
General Meeting of Shareholders  
.....
- .....  
Board of Directors (BOD)  
.....
- .....  
Supervisory Board  
.....
- .....  
General Director (CEO)



## GENERAL MEETING OF SHAREHOLDERS (GMS)

GMS includes all shareholders holding voting rights and is the highest decision-making body of ABBANK. GMS's major rights and obligations include: Approving the Bank's development orientation and Charter; Electing and dismissing members of BOD and Supervisory Board; Approving annual financial statements; Approving profit distribution plan after taxes and other financial obligations; Making decisions on investing, buying and selling assets valued at 20% of charter capital and above; Making decision on merger, demerger, transformation, dissolution or bankruptcy; and so on.

GMS approves decisions within its competence by voting at the meeting or consulting opinions in writing in compliance with the provisions of the laws and the Bank's Charter.

Decisions of GMS are passed by at least 51% of total votes of the shareholders present at the meeting, except for other cases where 65% of total votes is required such as changing charter capital; amending the Bank's Charter; making investment, buying and selling assets valued at 20% of charter capital and above; restructuring or terminating the Bank's activities; changing business industries; changing the Bank's organizational structure; and electing members of BOD and Supervisory Board. Decisions of GMS are passed in form of consulting opinions in writing by a number of Shareholders owning at least 71 % of the total votes.

### Details are as follows:

- ▶ GMS is organized annually, within 4 months from the ending date of fiscal year. ABBANK's Annual General Meeting of Shareholders (AGM) 2022 took place on the 20th of April 2021 in Hanoi.
- ▶ Shareholders are entitled to attend GMS in pursuant to Article 40 of the Bank's Charter.
- ▶ Shareholders eligible to participate in GMS have been notified via mail, website and national press in accordance with the regulations on AGM organization procedures.
- ▶ The disclosure of meeting agenda to shareholders and the way to get related materials are stipulated in the Bank's Charter and announced on ABBANK's website at [www.abbank.vn](http://www.abbank.vn).
- ▶ AGM agenda, voting cards, voting results and minutes of meeting are published on the Bank's website at [www.abbank.vn](http://www.abbank.vn). Besides, the related materials are sent as an attachment to the agenda (or provided to the shareholders eligible to participate in GMS).

## BOARD OF DIRECTORS (BOD)

**Roles of BOD:** BOD is the governing body of ABBANK. BOD has fully rights to make decisions, exercise rights and obligations of the Bank, except for the matters under GMS' competence, and ensure all the Bank's activities are complied with the laws, the Charter and the internal regulations of ABBANK.

**Members of BOD:** ABBANK's BOD for the term 2018 - 2022 has been elected since the 25th of April 2018 and was additionally elected on the 12th of June 2020. At present, BOD consists of 07 members who are all non-executive, including 02 independent members.

### List of BOD members and their ownership rate of shares with voting rights (\*):

Full name and position	Executive	Non-executive	Inependet	Become BOD members since	Ownership rate of shares with voting rights
<i>Chairman:</i> <b>Mr. Dao Manh Khang</b>		x		27/5/2011	0.801%
<i>Vice Chairman:</i> <b>Mr. Vu Van Tien</b>		x		10/6/2003	Individual ownership: 0.366%; Representing 100% of shares owned by Geleximco Group - Joint Stock Company at ABBANK: 12.779%
<i>Member:</i> <b>Mrs. Iris Fang</b>		x		28/4/2016	0%
<i>Member:</i> <b>Mr. Soon Su Long</b>		x		25/4/2018	Representing 50% of shares owned by Maybank at ABBANK: 8.197%
<i>Member:</i> <b>Mr. Jason Lim Tsu Yang</b>		x		12/6/2020	Representing 50% of shares owned by Maybank at ABBANK: 8.197%
<i>Independent member:</i> <b>Mr. Nguyen Danh Luong</b>		x	x	25/4/2018	0.024%
<i>Independent member:</i> <b>Mr. Luu Van Sau</b>		x	x	25/4/2018	0.014%

(\* ) There are no other securities issued by ABBANK.

Non-executive BOD members (hereinafter referred to as non-executive members) are those who are not General Director (Director), Deputy General Director (Deputy Director), Chief Accountant and other executive members in pursuant to the Bank's Charter (based on Article 3 of Decree No.155/2020/ND - CP dated 31st of December 2020 of the Government giving in details the implementation of some provisions of the Law on Securities).

An Binh Commercial Joint Stock Bank

## BOARD OF DIRECTORS (2018 - 2022 TERM)



**MR. DAO MANH KHANG**

*Year of birth 1969*

- ▶ **Chairman**
- ▶ **Chairman of Strategy Committee**
- ▶ **Member of Risk Management Committee**
- ▶ **Member of Human Resource Committee**
- ▶ **Chairman of Debt Settlement Council**

**Doctor of Economics - University of Commerce**

Mr. Dao Manh Khang has 29 years of experience in Finance and Banking and 17 years working at ABBANK's BOD and Supervisory Board.

**Positions in other organizations: None**



**MR. VU VAN TIEN**

*Year of birth 1959*

- ▶ **Vice-Chairman - Permanent member**
- ▶ **Chairman of Digital Banking and Transformation Committee**
- ▶ **Chairman of Human Resource Committee**
- ▶ **Member of Strategy Committee**

**Bachelor of Economics - National Economics University**

Mr. Vu Van Tien is one of the most successful and prestigious entrepreneurs in Vietnam. He has been honored to receive many awards and medals from the State and the Government for his great contribution to Vietnam's economic development such as Third-class Labor Medal, Medal "For the Young Generation", Certificate of Merit from the Prime Minister, Certificate of Merit from the People's Committee of Hanoi, Red Star Award, Elite citizen of the capital in 2015, etc. He has continuously held the highest positions in ABBANK's BOD since 2003.

**Positions in other organizations:**

- ▶ **Chairman cum General Director of Geleximco Group - Joint Stock Company**
- ▶ **Chairman of ABBANK Asset Management One Member Company Limited - ABBANK's subsidiary**
- ▶ **Chairman of Thang Long Thermal Power Joint Stock Company**
- ▶ **Chairman of An Hoa Paper Joint Stock Company**
- ▶ **Chairman of Vigeba International Investment and Construction Joint Stock Company**
- ▶ **BOD member of Vietnam Automobile & Motorcycle Parts Manufacturing Co., Ltd.**







**MR. SOON SU LONG**  
Year of birth 1968

- ▶ Member of BOD
- ▶ Member of Strategy Committee

Bachelor of Accounting and Finance, London School of Economics and Political Science

Member of Institute of Chartered Accountants in England and Wales. Mr. Soon Su Long has been working as a CEO of Maybank Vietnam since 2012 and has been elected as a Member of AB BANK's BOD since 2018.



**MR. JASON LIM TSU YANG**  
Year of birth 1983

- ▶ Member of BOD
- ▶ Member of Strategy Committee

Mr. Jason Lim Tsu Yang is the Head of Strategy and Business Development Division and Head of Strategy for International Division of Maybank. He has been with the bank since 2013. He is a certified Chartered Banker and has a Bachelor of Science (BSc. Honors) in Business Mathematics and Statistics from London School of Economics and Political Science. He has been elected as a member of ABBANK's BOD since the 12th of June 2020.



**MR. NGUYEN DANH LUONG**  
Year of birth 1957

- ▶ Independent Member of BOD
- ▶ Chairman of Risk Management Committee
- ▶ Member of Strategy Committee

Doctor of Economics, with a major in Finance and Banking, Banking Academy

Mr. Nguyen Danh Luong has 35 years of experience in accounting, finance, business administration, and risk management. He has held key positions at Vietcombank such as Deputy Director of Transaction Office, Director of Transaction Office, Vietcombank's Deputy General Director and member of BOD. He has been elected as a member of ABBANK's BOD since the 25th of April 2018.

Positions in other organizations: None



**MRS. IRIS FANG**  
Year of birth 1952

- ▶ Member of BOD
- ▶ Member of Strategy Committee

Master of Business Administration - Georgia University, USA

Mrs. Iris Fang has 45 years of experience working for international financial institutions in the United States and Asia such as American Express, Bank of America, Chase Bank, and Standard Chartered Bank and used to be a member of BOD of Vietnam Holding Limited. Not only being a trainer at Banking Academy of Vietnam and a visiting lecturer at RMIT Vietnam, she is also a consultant for the projects of IFC and SECO. She has been elected as a ABBANK's Member of BOD since 2016. On 27 October 2022, Mrs. Iris Fang submitted her resignation letter as a BOD member. Accordingly, Mrs. Iris Fang has not participated anymore as BOD member since 28th October 2022.

Positions in other organizations: None



**MR. LUU VAN SAU**  
Year of birth 1955

- ▶ Independent Member of BOD
- ▶ Member of Strategy Committee

Master of Finance - Banking, National Economics University, Hanoi

Mr. Luu Van Sau is a senior expert of 5/6 grade in economic management, with a wide range of qualifications and 37 years of intensive experience in the fields of credit, foreign exchange, economic analysis, research and economic management. He has held some key positions such as Deputy Director of Economic Research Department under the State Bank of Vietnam, Deputy Director acting as Director of General Economic Department under Government Office. He has been awarded many Medals and Certificates of Merit by the State and the Government such as 01 Third-Class Labor Medal in 2010, 02 Second-Class Labor Medals in 2015, Certificates of Merit from the Prime Minister in 2002, 2003, 2006, and 2010, Certificate of Merit from the President in 2012, Certificate of Merit from the Minister of Finance in 2010, Certificate of Merit from the Minister of Defense in 2011, Badge for dedication to the banking industry. He has been elected as a member of ABBANK's BOD since the 25th of April 2018.

Positions in other organizations: None

## BOARD OF DIRECTORS' ACTIVITIES

BOD held 04 meetings in 2022. In addition, pursuant to the Regulations on approving BOD's decisions, ABBANK's BOD has discussed and voted via email to approve many policies and internal regulations.

Attendance of BOD members in the meetings are as follows:

Full name and position	Meetings already attended	Meetings not attended	Meetings eligible to attend
<i>Chairman:</i> Mr. Dao Manh Khang	4	0	4
<i>Vice Chairman:</i> Mr. Vu Van Tien	2	2 (*)	4
<i>Member:</i> Mrs. Iris Fang	3	0	3
<i>Member:</i> Mr. Soon Su Long	4	0	4
<i>Member:</i> Mr. Jason Lim Tsu Yang	4	0	4
<i>Independent member:</i> Mr. Nguyen Danh Luong	4	0	4
<i>Independent member:</i> Mr. Luu Van Sau	4	0	4

(\*) Mr. Vu Van Tien was absent from 02 BOD meetings due to business trips and authorized the Chairman of the BOD to attend and vote.

Voting in writing of BOD members

Full name and position	Number of voting cards delivered	Not participate in voting	Participate in voting
<i>Chairman:</i> Mr. Dao Manh Khang	86	0	86
<i>Vice Chairman:</i> Mr. Vu Van Tien	84	0	84
<i>Member:</i> Mrs. Iris Fang	75	11	64
<i>Member:</i> Mr. Soon Su Long	98	11	87
<i>Member:</i> Mr. Jason Lim Tsu Yang	98	27	71
<i>Independent member:</i> Mr. Nguyen Danh Luong	98	0	98
<i>Independent member:</i> Mr. Luu Van Sau	98	0	98

**BOD'S assessment:** BOD members conduct assessment and self-assessment according to the Operational Regulations of ABBANK's BOD and the provisions of the laws.



## SUB-COMMITTEES UNDER BOD

Sub-committees under BOD include Risk Management Committee, Human Resource Committee, Strategy Committee, Transformation and Digital Banking Committee. In addition, Risk Treatment Committee and Debt Settlement Committee are also under BOD.



### Strategy Committee

Strategy Committee is established to give advice and support BOD in building, monitoring and supervising the development strategies of ABBANK.



### Risk Management Committee (RMC)

RMC is established to help BOD with exercising its rights and obligations in making decisions on risk management policies and monitoring the implementation of risk prevention solutions (except for the matters under GMS' competence).



### Human Resource Committee (HRC)

HRC is established to help BOD with exercising its rights and obligations in making decisions on human resource management and structure of the Bank (except for the matters under GMS' competence).



### Transformation and Digital Banking Committee (TDC)

TDC is established with the main duties of giving advice and making decisions on the implementation of the policy on provision for credit risk in accordance with the laws and the ABBANK's regulations.



### Risk Treatment Council (RTC)

RTC is established with the main duties of giving advice and making decisions on the implementation of the policy on provision for credit risk in accordance with the laws and the ABBANK's regulations.



### Debt Settlement Council (DSC)

DSC is established with the main duties of giving advice and supporting BOD in debt settlement.



## SUPERVISORY BOARD

Supervisory Board is the operational supervision body of ABBANK in order to give exact assessment on business activities and financial situation of the Bank. Supervisory Board undertakes internal audit, supervision and assessment on the Bank's compliance with the laws, the Charter, the internal regulations and the resolutions and decisions of GMS and BOD.

List of Supervisory Board's members and their ownership rate of shares with voting rights

No.	Full name	Position	Ownership rate of shares with voting rights
1	Nguyen Thi Hanh Tam	Chief Supervisor	0.002%
2	Pham Thi Hang	Member of Supervisory Board	0.009%
3	Nguyen Thi Thanh Thai	Member of Supervisory Board	0.007%



## SUPERVISORY BOARD (2018 - 2022 TERM)



**MRS. NGUYEN THI HANH TAM**

*Chief Supervisor*

- ▶ Year of birth 1972
- ▶ Bachelor of Finance and Credit
- ▶ Bachelor of Accounting
- ▶ Master of Business Administration
- ▶ Chief Accountant Certificate

Mrs. Nguyen Thi Hanh Tam has 30 years of experience in accounting and auditing in banking and finance. She has held the positions of Financial Accounting Manager - Vietcombank Leasing and Head of Finance and Accounting Department - Bao Viet Commercial Joint Stock Bank. She has been holding the position of Head of Supervisory Board of ABBANK since 2010.

**MRS. PHAM THI HANG**

*Member of Supervisory*

- ▶ Year of birth 1971
- ▶ Board Bachelor of Finance and Credit
- ▶ Bachelor of Law
- ▶ Master of Banking and Finance

Mrs. Pham Thi Hang has 26 years of experience in investigation and supervision at the SBV and internal audit at the banks and financial institutions. She has joined ABBANK's Supervisory Board since 2016.



**MRS. NGUYEN THI THANH THAI**

*Member of Supervisory Board*

- ▶ Year of birth 1963
- ▶ Bachelor of Finance and Credit

Mrs. Nguyen Thi Thanh Thai has 37 years of experience in Finance - Banking industry, formerly holding key positions in business, credit appraisal and business unit management at Agribank. She has joined ABBANK's Supervisory Board since the 25th of April 2018.



## BOARD OF MANAGEMENT AND CHIEF ACCOUNTANT

General Director manages ABBANK's operations. General Director is responsible to the law for his management of ABBANK's daily activities and exercises his rights and obligations in pursuant to the laws and the Bank's Charter. Deputy General Directors and some Division Directors who are assigned as members of BOM (collectively referred to as BOM), Chief Accountant and Committees under BOM are responsible for assisting General Director.

### MR. NGUYEN MANH QUAN

*Deputy General Director - The person who takes the responsibilities and rights of the General Director*

- ▶ Year of birth 1973
- ▶ Bachelor of Finance and Accounting
- ▶ Bachelor of Foreign Language
- ▶ Master of Business Administration

Mr. Nguyen Manh Quan has more than 28 years of experience in banking sector, formerly holding key positions at VID Public Bank, CitiBank, HSBC, SeAbank, HDBank, and MDBank. He has been assigned to be the Deputy General Director of ABBANK since June 2015. Mr. Nguyen Manh Quan was assigned to take responsibilities and rights of ABBANK's General Director from the 3<sup>rd</sup> of March 2022.





**MRS. LE THI BICH PHUONG**

*Deputy General Director*

- ▶ Year of birth 1977
- ▶ Bachelor of Economics

Mrs. Le Thi Bich Phuong has 20 years of experience in Banking industry, formerly taking key roles for Techcombank. She has been assigned as ABBANK's Deputy General Director since the 02<sup>nd</sup> of December 2022."



**MRS. NGUYEN THI HUONG**

*Deputy General Director*

- ▶ Year of birth 1973
- ▶ Bachelor of Commercial Business - National Economics University.
- ▶ Master of Development Economics - International Institute of Social Studies (ISS) of Erasmus University Rotterdam, Netherlands.

Mrs. Nguyen Thi Huong has more than 28 years of experience in Finance - Banking industry, including 13 years working for the SBV and 15 years working for ABBANK. She has been holding the position of ABBANK's Deputy General Director since January 2016.



**MR. DO LAM DIEN**

*Deputy General Director*

- ▶ Year of birth 1973
- ▶ Bachelor of Finance and Credit
- ▶ Bachelor of English
- ▶ Master of Financial Economics

Mr. Do Lam Dien has more than 27 years of experience in Finance - Banking industry, formerly holding key positions at Techcombank, Vietcombank, ACB, MSB, and SHB. He has been appointed as Deputy General Director of ABBANK since the 8<sup>th</sup> of August 2017.



**MR. KHUONG DUC TIEP**

*Deputy General Manager*

- ▶ Year of birth: 1981
- ▶ Master of Business Administration

Mr. Khuong Duc Tiep has more than 17 years of experience in the Banking and Finance industry. He used to hold key positions at Vietcombank, Techcombank. He was recruited into ABBANK and appointed as Deputy General Director from April 19, 2022.



**MR. LAI TAT HA**

*Deputy General Director*

- ▶ Year of birth 1978
- ▶ Master of Finance

Mr. Lai Tat Ha has 17 years of experience in banking sector, formerly holding key positions at SeABank and Techcombank. He has held the position of ABBANK's Deputy General Director since the 8<sup>th</sup> of October 2019.



**MR. TRAN VIET THANG**

*Member of BOM*

- ▶ Year of birth 1967
- ▶ Master of Microelectronics

Mr. Tran Viet Thang has more than 31 years of experience in information technology and has held management positions in several years. He has been appointed as a member of Board of Management cum Director of Banking Technology Division since the 2<sup>nd</sup> of March 2018.



**MR. NGUYEN HONG QUANG**

*Member of BOM*

- ▶ Year of birth 1977
- ▶ Bachelor of Business Administration

Mr. Nguyen Hong Quang has 24 years of experience in banking and finance industry, including 21 years working for ABBANK. He has been appointed as Member of BOM cum Director of SME Customer Division since the 20<sup>th</sup> of April 2019.



**MR. NGUYEN KHANH PHUC**

*Member of BOM*

- ▶ Year of birth 1980
- ▶ Bachelor of Economics - Foreign Trade University.

Mr. Nguyen Khanh Phuc has more than 19 years of experience in banking sector, formerly holding key positions at Techcombank, Maritime Bank, SeAbank. He has been appointed as a member of BOM cum Director of Individual Customer Division of ABBANK since the 4<sup>th</sup> of March 2021.



**MRS. NGUYEN NGOC DUE**

*Member of BOM*

- ▶ Year of birth 1972
- ▶ Bachelor of Foreign Languages

Ms. Nguyen Ngoc Due has over 27 years of experience in banking and finance sector, managing and implementing many Human Resource Management projects at organizations such as Citibank, Techcombank. Ms. Nguyen Ngoc Due has been appointed as a member of BOM cum Head of Human Resource Management Division of ABBANK since the 3<sup>rd</sup> of March 2022.



**MR. LE MANH HUNG**

*Member of BOM*

- ▶ Year of birth 1979
- ▶ Bachelor of Economics - Major in Business Administration

Mr. Le Manh Hung has more than 21 years of experience in Finance - Banking sector. He has been appointed as Member of BOM cum Director of Wholesale Banking Division since the 9<sup>th</sup> of August 2017.

**MR. BUI QUOC VIET**

*Chief Accountant*

- ▶ Year of birth 1975
- ▶ Master of Business Administration

Mr. Bui Quoc Viet has 6 years working as general accountant for Southern Power Corporation and Binh Phu Power Company under Ho Chi Minh City Power Corporation and has nearly 5 years working as Leader of Inspection Team of Chi Minh City Power Corporation. He has nearly 16 years working for Finance - Accounting Division of ABBANK, including more than 12 years holding the position of Director of Finance - Accounting cum Chief Accountant.

## OWNERSHIP RATE OF SHARES WITH VOTING RIGHTS OF BOM AND CHIEF ACCOUNTANT (\*)

No.	Full name	Position	Ownership rate of shares with voting rights
1	Nguyen Manh Quan	Acting General Director	0.022%
2	Le Thi Bich Phuong	Deputy General Manager	0.002%
3	Nguyen thi huong	Deputy General Manager	0.016%
4	Do Lam Dien	Deputy General Manager	0.014%
5	Lai Tat Ha	Deputy General Manager	0.012%
6	Khuong Duc Tiep	Deputy General Manager	0.000%
7	Nguyen Ngoc Due	Member of BOM	0.007%
9	Nguyen Hong Quang	Member of BOM	0.014%
10	Tran Viet Thang	Member of BOM	0.007%
11	Nguyen Khanh Phuc	Member of BOM	0.011%
12	Bui Quoc Viet	Chief Accountant	0.018%

(\*) There are no other securities issued by ABBANK.

### Changes in BOM in 2022

In 2022, Mr. Le Hai - General Director, Mr. Tran Trung Kien - Deputy General Director and Mrs. Pham Thi Hien - Deputy General Director submitted resignation letters for individual reason, so ABBANK terminated the labor contracts with the above 03 members of BOM in accordance with regulations. After Mr. Le Hai submitted resignation letter, the BOD appointed Mr. Nguyen Manh Quan - Deputy General Director to assume the responsibilities

and rights of General Director (Acting General Director), as well as recruited and appointed Mr. Khuong Duc Tiep and Mrs. Le Thi Bich Phuong as Deputy General Directors to supplement the staff of the BOM to meet the development requirements of the Bank. In addition, with its powers, the Chairman of the BOD appointed Mrs. Nguyen Ngoc Due - Director of Human Resource Management Division as a member of the BOM.

## COMMITTEES UNDER BOM

Asset-Liability Committee (ALCO): ALCO is mainly responsible for developing, performing and reviewing regulations, strategies and policies related to the management of balance sheet, capital and liquidity risk. ALCO is established to manage liquidity risk and market risk.

# ALCO

Executive Risk Committee (ERC): ERC is assigned to supervise levels of risk, review all risk issues and submit to RMC for measures and decision-making on matters beyond ERC's competence.

# ERC

Credit Committee (CC): CC is established to ensure safe and effective credit granting activities throughout ABBANK system.

# CC

Data Governance Committee (DGC): DGC is established to closely lead and supervise data management activities in ABBANK system.

# DGC

Capital Management Committee (CMC): CMC is established to supervise internal assessment on capital adequacy at ABBANK in line with SBV's regulations and the Bank's internal regulations.

# CMC



## TRANSACTIONS, REMUNERATION AND BENEFITS OF BOD, SUPERVISORY BOARD AND GENERAL DIRECTOR

Salaries, remuneration and other benefits of BOD, Supervisory Board and General Director in 2022 are conducted in compliance with the provisions in the Charter, Resolutions of GMS and other internal regulations of ABBANK

(Unit: Million dong)

<b>Remuneration of BOD</b>	<b>21,061</b>
▶ Chairman	6,667
▶ Vice Chairman	5,833
▶ 03 members	4,881
▶ 02 independent members	3,680
<b>Remuneration of Supervisory Board</b>	<b>4,080</b>
<b>Remuneration of General Director</b>	<b>3,000</b>

Beside remuneration/salary, other allowances and bonuses (if any) can be given depending on the business performance or/and internal regulations of ABBANK in each period.

## Share transactions of insiders and related persons in 2022

No.	Transaction person	Relationship with insider	Number of shares owned at the beginning of the period		Number of shares owned at the end of the period		Reason for increase/decrease (buying, selling, converting, rewarding, etc.)
			Number of shares	Rate (%)	Number of shares	Rate (%)	
1	Nguyen Danh Luong	Independent member of BOD	132,166	0.014	232,166	0.024	Buying
2	Nguyen Thi Thanh Lan	ABBANK's insider's wife	0	0	10,000	0.001	Buying



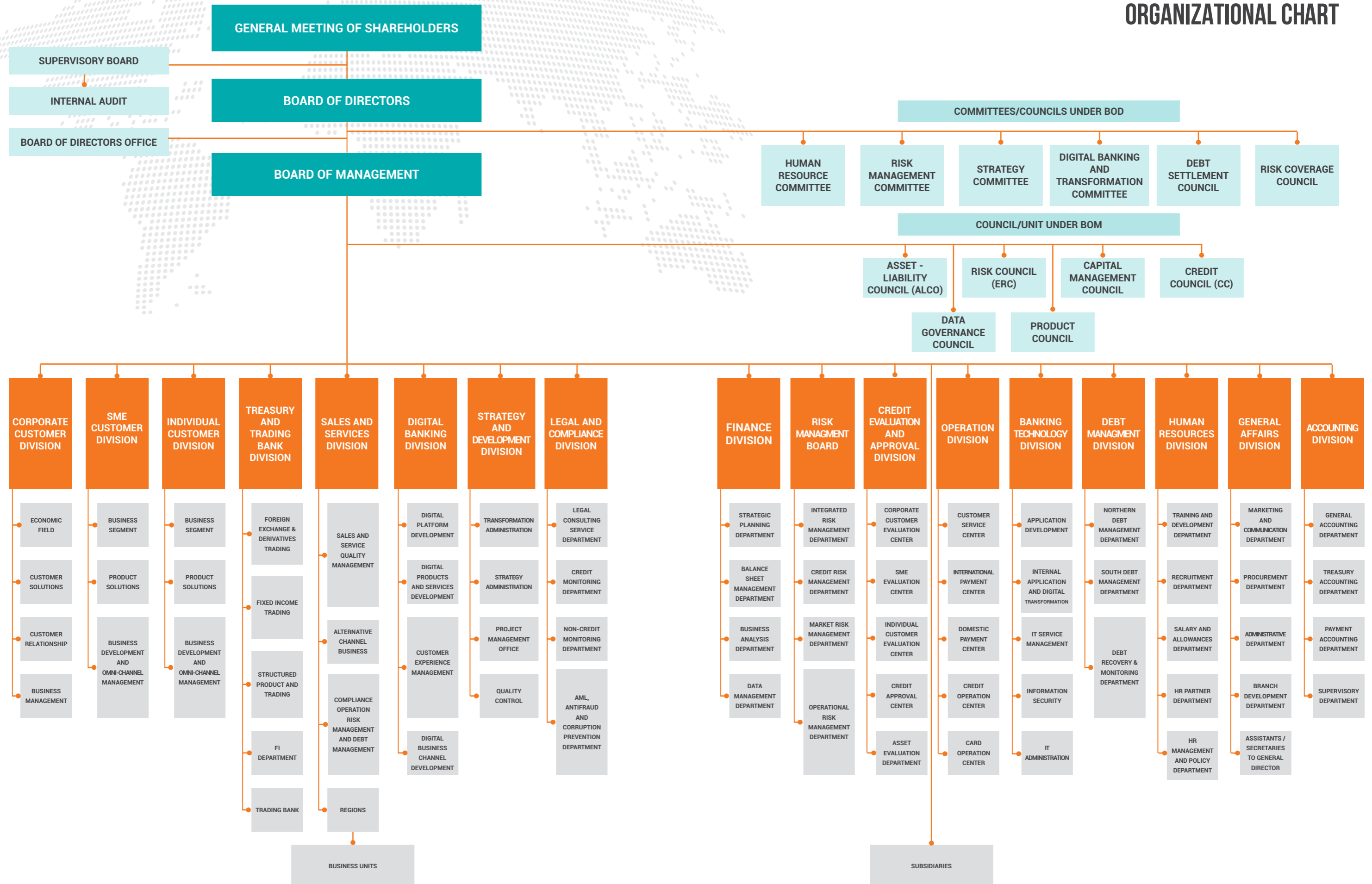
## Contracts or transactions with insiders

No.	Name of organizations/ individuals	Relationship with the Bank	NSH* certificate ref. No., date of issuance, place of issuance	Head office address/ contact address	Transaction date	Content, quantity, total transaction value
1	An Binh Securities Joint Stock Company (ABS)	Related company of major shareholder – Geleximco and ABBANK's insider	16/UBCK-GPHBKD dated 29 <sup>th</sup> of September 2006 granted by the State Securities Commission	16th Floor, Geleximco Building, 36 Hoang Cau, O Cho Dua Ward, Dong Da District, Hanoi	3/2022	Cooperation contract with ABS in providing pre-sale and margin lending services to ABS customers
2	Nguyen Quoc Huy	Deputy General Director of major shareholder – Geleximco	011818295, issue date 10/4/2010, Hanoi	8th Floor, Geleximco Building, 36 Hoang Cau, O Cho Dua Ward, Dong Da District, Hanoi	3/2022	Granting overdraft limit
3	Geleximco Group – Joint Stock Company	Major shareholder of ABBANK	011514947 registered for the 19th amendment on 14/6/2019, place of issue: Hanoi Department of Planning and Investment	8 <sup>th</sup> Floor, Geleximco Building, 36 Hoang Cau, O Cho Dua Ward, Dong Da District, Hanoi	6/2022	Leasing commercial floor of Southern Star Geleximco Apartment Building as the new headquarters of Dai Kim Transaction Office.
4	An Binh Securities Joint Stock Company (ABS)	Related company of major shareholder – Geleximco and ABBANK's insider	16/UBCK-GPHBKD dated 29 <sup>th</sup> of September 2006 granted by the State Securities Commission	16th Floor, Geleximco Building, 36 Hoang Cau, O Cho Dua Ward, Dong Da District, Hanoi	6/2022	Supplementing the signing of a cooperation contract between ABBANK and ABS related to the deployment of bond trading software ABS Bond.
5	Vu Thi Huong	Person in charge of corporate governance ABBANK			7/2022	Credit card limit
6	Nguyen Quoc Huy	Deputy General Director of major shareholder – Geleximco			8/2022	Overdraft limit renewal

7	Vu Chau Tue Anh	Related person of ABBANK's insider			8/2022	Credit card limit
8	Do Huong Giang – Vu Van Hau	Related person of ABBANK's insider			8/2022	Granting credit
9	An Binh Securities Joint Stock Company (ABS)	Related company of major shareholder – Geleximco and ABBANK's insider	16/UBCK-GPHBKD dated 29 <sup>th</sup> of September 2006 granted by the State Securities Commission	16th Floor, Geleximco Building, 36 Hoang Cau, O Cho Dua Ward, Dong Da District, Hanoi	12/2022	Re-grant and increase credit limit
10	Geleximco Group – Joint Stock Company	Major shareholder of ABBANK	011514947 registered for the 19th amendment on 14/6/2019, place of issue: Hanoi Department of Planning and Investment	8th Floor, Geleximco Building, 36 Hoang Cau, O Cho Dua Ward, Dong Da District, Hanoi	10/2022	Changing the plan use scheme at the Southern Star Geleximco Apartment Building
11	Vu Thi Nhung – Nguyen Van Hoe	Related persons of ABBANK's insider			10/2022	Granting credit to Mrs. Vu Thi Nhung and Mr. Nguyen Van Hoe
12	Vu Thi Nhung – Nguyen Van Hoe	Related persons of ABBANK's insider	-		12/2022	Granting credit to Mrs. Vu Thi Nhung and Mr. Nguyen Van Hoe
13	Huynh Thi Huong Thao	Related person of ABBANK's insider			12/2022	Granting credit to Ms. Huynh Thi Huong Thao

In addition, ABBANK, subsidiaries of ABBANK and members of BOD, Supervisory Board, General Director, Deputy General Director, Chief Accountant and related persons have signed contracts and transactions relating to the such operations as depositing, withdrawing savings, receiving interest on deposits and granting credit card limits (if any), etc. in compliance with the provisions of the law - According to the audited financial statements for 2022.

# ORGANIZATIONAL CHART



## SUBSIDIARIES AND ASSOCIATES



## ABBANK ASSET MANAGEMENT ONE MEMBER COMPANY LIMITED (ABBA)

- ▶ **Relationship with ABBANK:** Subsidiary.
- ▶ **Address:** 2<sup>nd</sup> Floor, Geleximco Building, No. 36 Hoang Cau Street, O Cho Dua Ward, Dong Da District, Hanoi.
- ▶ **Core business:** Selling collaterals; Restructuring outstanding debts; Enforcing collaterals: renovation, repair and rehabilitation for sales, lease, and business operation, etc.; Trading outstanding debts of Credit Institutions and debt management and asset operation companies; Trading real estates; Hotel business; Leasing machinery and equipment; Leasing motor vehicles; Leasing personal and household appliances; Providing financial support services: Entrustment and supervisory services on fee and contract basis; Debt trading intermediary; Warehousing and storage services; Leasing machinery, equipment and other tangible assets.
- ▶ **Charter capital actually contributed (VND million):** 260,000
- ▶ **ABBANK's ownership rate:** 100%

ABBANK's ownership rate  
**100%**

Charter capital actually contributed  
VND million  
**260**

## ABBA SECURITY SERVICES ONE MEMBER COMPANY LIMITED (ABBAS)

- ▶ **Relationship with ABBANK:** An ABBANK's subsidiary indirectly invests via ABBA.
- ▶ **Address:** 2<sup>nd</sup> Floor, Geleximco Building, No. 36 Hoang Cau Street, O Cho Dua Ward, Dong Da District, Hanoi.
- ▶ **Core business:** Personal protection activities - Trading in security services.
- ▶ **Charter capital actually contributed (VND million):** 2,000
- ▶ **ABBANK's ownership rate:** 100%

ABBANK's ownership rate  
**100%**

Charter capital actually contributed  
VND million  
**2**



## SHAREHOLDER STRUCTURE, CHANGE IN OWNER'S EQUITY

Total number of outstanding shares	Types of outstanding shares	Number of freely transferable shares	Number of transfer restricted shares according to laws, ABBANK's charter or owner's commitment
940,947,082	Common shares	589,341,332	351,605,750

### Shareholder structure (As of 31<sup>st</sup> December 2022)

No.	Classification basis	Number of shareholders	Number of shares owned (shares)	Ownership rate
<b>I</b>	<b>Ownership rate</b>	<b>24,448</b>	<b>940,947,082</b>	<b>100%</b>
1	Shareholders owning from 5% of charter capital	3	351,657,978	37.373%
2	Shareholders owning under 5% of charter capital	24,445	589,289,104	62.627%
<b>II</b>	<b>Types of shareholders</b>	<b>24,448</b>	<b>940,947,082</b>	<b>100%</b>
1	Institutional shareholders	44	413,341,639	43.928%
2	Individual shareholders	24,404	527,605,443	56.072%
<b>III</b>	<b>Domestic and overseas</b>	<b>24,448</b>	<b>940,947,082</b>	<b>100%</b>
1	Domestic shareholders	24,430	709,354,364	75.387%
2	Overseas shareholders	18	231,592,718	24.613%
<b>IV</b>	<b>State shareholders and other shareholders</b>	<b>24,448</b>	<b>940,947,082</b>	<b>100%</b>
1	State shareholders	0	0	0
2	Other shareholders	24,448	940,947,082	100%
<b>V</b>	<b>Maximum foreign ownership ratio at ABBANK is 24.6%</b>			

## SHAREHOLDER STRUCTURE, CHANGE IN OWNER'S EQUITY (CONTINUED)

### Change in owner's equity

ABBANK's charter capital initially registered as of the 15<sup>th</sup> of April 1993 was VND 1,000,000,000 (In words: One billion Vietnamese dong). As of the 31<sup>st</sup> of December 2022, ABBANK's charter capital was VND 9,409,470,820,000 (In words: Nine thousand four hundred and nine billion, four hundred and seventy million, eight hundred and twenty thousand dong). The increase of ABBANK's charter capital is as follows:



### The increase of ABBANK's charter capital is as follows:

Time	Issuance completion time	Charter capital increased (thousand dong)	Post-issuance charter capital (thousand dong)	Issuance form	Legal basis
Establishment	1993	-	1,000,000	Founding shareholders and common shareholders contributing capital to establish ABBANK	<ul style="list-style-type: none"> <li>Establishment license No.535/GP-UB dated 17<sup>th</sup> of May 1993 issued by HCMC People's Committee;</li> <li>Business registration certificate No.059066 dated 17<sup>th</sup> of May 1993 granted by HCMC Economic Arbitration;</li> <li>Operating License No.0031/NH-GP dated 15<sup>th</sup> of April 1993 granted by SBV.</li> </ul>
1 <sup>st</sup> time	03/1998	200,000	1,200,000	Issued to existing shareholders	<ul style="list-style-type: none"> <li>Decision No.102/1998/QB-NHNN5 dated 21<sup>st</sup> of March 1998</li> </ul>
2 <sup>nd</sup> time	10/2001	3,800,000	5,000,000	Issued shares to new shareholders	<ul style="list-style-type: none"> <li>Official letter No.986/NHTP.2001 dated 12<sup>th</sup> of October 2001 from SBV - HCMC Branch;</li> <li>The 2<sup>nd</sup> amended Business registration certificate No.059066 dated 17<sup>th</sup> of May 2002.</li> </ul>
3 <sup>rd</sup> time	06/2003	21,804,000	26,804,000	Issued shares to existing shareholders and new shareholders	<ul style="list-style-type: none"> <li>Meeting minutes of GMS dated 21<sup>st</sup> of February 2002 of An Binh Rural Commercial Joint Stock Bank;</li> <li>Official letter No.494/NHTP2003 dated 5<sup>th</sup> of May 2003 from SBV - HCMC Branch;</li> <li>The 3<sup>rd</sup> amended Business registration certificate No.059066 dated 2<sup>nd</sup> of June 2003.</li> </ul>
4 <sup>th</sup> time	12/2003	9,300,000	36,104,000	Issued shares to existing shareholders and new shareholders	<ul style="list-style-type: none"> <li>Meeting minutes of GMS dated 20<sup>th</sup> of June 2003;</li> <li>GMS Resolution No.227/NHAB-03 dated 20<sup>th</sup> of June 2003 of An Binh Rural Commercial Joint Stock Bank;</li> <li>Operational Plan for 2003 attached to Resolution and Meeting Minutes of GMS dated 20<sup>th</sup> of June 2003;</li> <li>Official letter No.1338/NHNN-HCM02 dated 26<sup>th</sup> of December 2003 from SBV - HCMC Branch;</li> <li>The 4<sup>th</sup> amended Business registration certificate No.059066 dated 31<sup>st</sup> of December 2003.</li> </ul>
5 <sup>th</sup> time	08/2004	33,940,000	70,044,000	Issued shares to existing shareholders and new shareholders	<ul style="list-style-type: none"> <li>Resolution and Meeting minutes of GMS dated 9<sup>th</sup> of March 2004 of An Binh Rural Commercial Joint Stock Bank accompanied by Operational Plan for 2004;</li> <li>Official letter No.967/NHNN-HCM02 dated 22<sup>nd</sup> of June 2004 from SBV - HCMC Branch;</li> <li>The 6<sup>th</sup> amended Business registration certificate No.059066 dated 5<sup>th</sup> of August 2004.</li> </ul>

Since the 1<sup>st</sup> and the 2<sup>nd</sup> charter capital increases were done a very long time ago (i.e., in 1998 and 2001 respectively) and have spent many changes in operation, personnel and head office address, the related dossiers (such as Resolution, minutes of meeting on approval of charter capital increase, SBV's approval, issuance result report, etc.) currently filed at the Bank are not sufficient.

2[See Note 2]

## SHAREHOLDER STRUCTURE, CHANGE IN OWNER'S EQUITY (CONTINUED)

Time	Issuance completion time	Charter capital increased (thousand dong)	Post-issuance charter capital (thousand dong)	Issuance form	Legal basis
6 <sup>th</sup> time	07/2005	94,956,000	165,000,000	Issued shares to existing shareholders and new shareholders	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 5<sup>th</sup> of April 2005 of An Binh Rural Commercial Joint Stock Bank accompanied by Business Plan for 2005;</li> <li>▶ Official letter No.1513/NHNN-HCM.02 dated 13<sup>th</sup> of July 2005 from SBV - HCMC Branch;</li> <li>▶ The 7<sup>th</sup> amended Business registration certificate No.059066 dated 25<sup>th</sup> of July 2005.</li> </ul>
7 <sup>th</sup> time	06/2006	335,000,000	500,000,000	Issued to existing shareholders and new shareholders, bonus shares for existing shareholders	<ul style="list-style-type: none"> <li>▶ Decision and Meeting minutes of GMS dated 17<sup>th</sup> of February 2006 of An Binh Commercial Joint Stock Bank</li> <li>▶ Official letter No.677/NHNN-HCM.02 dated 2<sup>nd</sup> of June 2006 from SBV - HCMC Branch;</li> <li>▶ The 10<sup>th</sup> amended Business registration certificate No.059066 dated 20<sup>th</sup> of June 2006.</li> </ul>
8 <sup>th</sup> time	10/2006	490,000,000	990,000,000	Offered shares to existing shareholders and employees, bonus shares to existing shareholders	<ul style="list-style-type: none"> <li>▶ Resolution and Minutes of vote counting dated 20<sup>th</sup> of July 2006 of An Binh Commercial Joint Stock Bank on collecting shareholders' written opinions in charter capital increase and plan for charter capital increase;</li> <li>▶ Official letter No.1254/NHNN-HCM.02 dated 15<sup>th</sup> of September 2006 from SBV - HCMC Branch;</li> <li>▶ The 11<sup>th</sup> amended Business registration certificate No.059066 dated 5<sup>th</sup> of October 2006.</li> </ul>
9 <sup>th</sup> time	11/2006	141,950,500	1,131,950,500	Bonus to existing shareholders	<ul style="list-style-type: none"> <li>▶ Decision of GMS and Minutes of vote counting dated 30<sup>th</sup> of September 2006 on collecting shareholders' written opinions;</li> <li>▶ Official letter No.1517/NHNN-HCM.02 dated 6<sup>th</sup> of November 2006 from SBV - HCMC Branch;</li> <li>▶ The 12<sup>th</sup> amended Business registration certificate No.059066 dated 15<sup>th</sup> of November 2006.</li> </ul>
10 <sup>th</sup> time	10/2007	1,168,049,500	2,300,000,000	Issued to existing shareholders and employees, paid dividends to existing shareholders in form of shares, issued to existing shareholders	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 2<sup>nd</sup> of February 2007 of An Binh Commercial Joint Stock Bank accompanied by Business Plan for 2007;</li> <li>▶ Resolution of GMS dated 2<sup>nd</sup> of June 2007 accompanied by Plan to increase charter capital in 2007;</li> <li>▶ Official letter No.863/NHNN-HCM.02 dated 13<sup>th</sup> of June 2007 from SBV - HCMC Branch;</li> <li>▶ Decision No.133b/QB-HBQT dated 14<sup>th</sup> of June 2007 on charter capital increase in 2007 accompanied by Plan to increase charter capital;</li> <li>▶ Report No.79/BC-NHAB.07 dated 31<sup>st</sup> of October 2007 to Securities Commission on the result of share issuance to public;</li> <li>▶ The 14<sup>th</sup> amended Business registration certificate No.059066 dated 24<sup>th</sup> of October 2007.</li> </ul>
11 <sup>th</sup> time	09/2008	405,882,350	2,705,882,350	Issued private shares to Maybank	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 31<sup>st</sup> of March 2008 accompanied by Business Plan for 2008;</li> <li>▶ Official letter No.875/NHNN-HCM.02 dated 2<sup>nd</sup> of June 2008 from SBV - HCMC Branch;</li> <li>▶ Report on share issuance result attached to Announcement No.122/BC-NHAB.08 dated 30<sup>th</sup> of September 2008 sent to Securities Commission;</li> <li>▶ The 15<sup>th</sup> amended Business registration certificate No.059066 dated 2<sup>nd</sup> of October 2008.</li> </ul>
12 <sup>th</sup> time	08/2009	144,256,130	2,850,138,480	Issued private shares to Maybank and bonus to existing shareholders	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 26<sup>th</sup> of March 2009, accompanied by Business Plan for 2009 and Plan to increase charter capital in 2009;</li> <li>▶ Official letter No.1553/NHNN-HCM.02 dated 22<sup>nd</sup> of July 2009 from SBV - HCMC branch;</li> <li>▶ Report on share issuance result attached to official letter No.80/CV-HBQT.09 dated 15<sup>th</sup> of September 2009 of BOD;</li> <li>▶ Announcement posted on SSC's website on the 25<sup>th</sup> of August 2009 that SSC fully received documents related to ABBANK's share issuance.</li> <li>▶ The 17<sup>th</sup> amended Business registration certificate No.0301412222 dated 1<sup>st</sup> of September 2009.</li> </ul>

## SHAREHOLDER STRUCTURE, CHANGE IN OWNER'S EQUITY (CONTINUED)

Time	Issuance completion time	Charter capital increased (thousand dong)	Post-issuance charter capital (thousand dong)	Issuance form	Legal basis
13 <sup>th</sup> time	12/2009	632,374,480	3,482,512,960	Issued private shares and bonus shares for existing shareholders	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 26<sup>th</sup> of March 2009, accompanied by Business Plan for 2009 and Plan to increase charter capital;</li> <li>▶ Official letter No.8611/VPCP-KHTH dated 2<sup>nd</sup> of December 2009 from the Government Office;</li> <li>▶ Office letters No.9598/NHNN-TTGSNH and No.9699/NHNN-TTGSNH dated 8<sup>th</sup> of December 2009 from SBV;</li> <li>▶ Office letters No.2657/NHNN-HCM02 and No.2658/NHNN-HCM02 dated 10<sup>th</sup> of December 2009 from SBV - HCMC branch;</li> <li>▶ Posts on SSC's website on the 11<sup>th</sup> of December 2009 and announcement that SSC fully received documents related to ABBANK's share issuance on the 21<sup>st</sup> of December 2009.</li> <li>▶ Official letter No.2864/UBCK-QLPH dated 11<sup>th</sup> of December 2009 from SSC;</li> <li>▶ Report on share issuance result attached to official letter No.99/CV-HBQT.09 dated 17<sup>th</sup> of December 2009;</li> <li>▶ The 18<sup>th</sup> amended Business registration certificate No.0301412222 dated 15<sup>th</sup> of December 2009.</li> </ul>
14 <sup>th</sup> time	01/2011	348,251,300	3,830,764,260	Bonus shares to existing shareholders	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 24<sup>th</sup> of March 2010, accompanied by Business Plan for 2010 and Plan to increase charter capital;</li> <li>▶ Official letter No.8731/NHNN-TTGSNH dated 10<sup>th</sup> of November 2010 from SBV;</li> <li>▶ Official letters no.3930/UBCK-QLPH dated 29<sup>th</sup> of November 2010 and No.3982/UBCK-QLPH dated 2<sup>nd</sup> of October 2020 from SSC;</li> <li>▶ Decision No.235/QB-HBQT.10 dated 2<sup>nd</sup> of December 2010 of ABBANK's BOD on plan to handle private shares;</li> <li>▶ Posts on SSC's website on the 6<sup>th</sup> of December 2010 and announcement that SSC fully received documents related to ABBANK's share issuance.</li> <li>▶ BOD's Decision No. dated 16<sup>th</sup> of December 2010 on charter capital increase;</li> <li>▶ Report on share issuance result attached to BOD's official letter No.04/CV-HBQT.11 dated 6<sup>th</sup> of November 2011;</li> <li>▶ The 19<sup>th</sup> amended Business registration certificate No.0301412222 dated 5<sup>th</sup> of January 2011.</li> </ul>
15 <sup>th</sup> time	11/2011	369,235,500	4,199,999,760	Issued to existing shareholders	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 27<sup>th</sup> of May 2011, accompanied by BOD's Report on business performance in 2010, Business plan for 2011 and Plan to increase charter capital;</li> <li>▶ Official letter No.7498/NHNN-TTGSNH dated 26<sup>th</sup> of September 2011 from SBV;</li> <li>▶ Official letter No.3732/UBCK-QLPH dated 9<sup>th</sup> of November 2011 from SSC;</li> <li>▶ BOD's Decision No.180/QB-HBQT11 dated 17<sup>th</sup> of November 2011;</li> <li>▶ Report on completion of charter capital increase attached to BOD's official letter No.07/TB-HBQT.11 dated 20<sup>th</sup> of December 2011;</li> <li>▶ The 20<sup>th</sup> amended Business registration certificate No.0301412222 dated 13<sup>th</sup> of December 2011.</li> </ul>



## SHAREHOLDER STRUCTURE, CHANGE IN OWNER'S EQUITY (CONTINUED)

Time	Issuance completion time	Charter capital increased (thousand dong)	Post-issuance charter capital (thousand dong)	Issuance form	Legal basis
16 <sup>th</sup> time	04/2013	598,000,000	4,797,999,760	Converted bonds of Maybank and IFC into shares	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 28<sup>th</sup> of May 2012, accompanied by Plan to increase charter capital;</li> <li>▶ BOD's Resolution No.19/NQ-HBQT.12 dated 29<sup>th</sup> of October 2012 on adjusting Plan to increase charter capital in 2012, accompanied by Plan to increase charter capital;</li> <li>▶ Official letter No.2567/NHNN-TTGSNH dated 12<sup>th</sup> of April 2013 from SBV;</li> <li>▶ Official letter No.1468/UBCK-QLPH dated 16<sup>th</sup> of April 2013 from SBV;</li> <li>▶ Decision No.37/QB-HBQT13 dated 15<sup>th</sup> of April 2013 on converting convertible bonds issued in 2010 into shares and Decision No.40/QB-HBQT13 dated 18<sup>th</sup> of April 2013 on increasing charter capital by converting convertible bonds;</li> <li>▶ Report on completion of charter capital increase attached to official letter No.17/CV-HBQT.13 dated 22<sup>nd</sup> of April 2013;</li> <li>▶ The 21<sup>st</sup> amended Business registration certificate No.0301412222 dated 26<sup>th</sup> of April 2013.</li> <li>▶ Decision No.1788/QB-NHNN dated 19<sup>th</sup> of August 2013 on amending operational license of An Binh Commercial Joint Stock Bank with charter capital of VND 4,797,999,760,000.</li> </ul>
17 <sup>th</sup> time	09/2016	521,496,530	5,319,496,290	Bonus shares to existing shareholders	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 27<sup>th</sup> of April 2015, accompanied by Plan to increase charter capital; Official letter No.5017/NHNN-TTGSNH dated 5<sup>th</sup> of July 2016;</li> <li>▶ Official letter No.6756/UBCK-QLCB dated 7<sup>th</sup> of October 2016 from SSC;</li> <li>▶ Report on completion of charter capital increase attached to BOD's official letter No.10-1/TB-HBQT16 dated 9<sup>th</sup> of September 2016;</li> <li>▶ The 23<sup>rd</sup> amended Business registration certificate No.0301412222 dated 4<sup>th</sup> of October 2016.</li> <li>▶ Decision No. dated 30<sup>th</sup> of March 2017 on amending Operational license of An Binh Commercial Joint Stock Bank with charter capital of VND 5,319,496,290,000.</li> </ul>
18 <sup>th</sup> time	07/2019	393,617,260	5,713,113,550	Paid dividends to existing shareholders in form of shares	<ul style="list-style-type: none"> <li>▶ Resolution and Meeting minutes of GMS dated 25<sup>th</sup> of April 2018, accompanied by Submittal in charter capital increase in 2018</li> <li>▶ GMS' Resolution and Minutes dated 30<sup>th</sup> of November 2018 on result of collecting shareholders' written opinions in Plan on share issuance to increase charter capital for dividend payment, accompanied by Plan to increase charter capital;</li> <li>▶ BOD's Resolution No.06/NQ-HBQT.19 dated 3<sup>rd</sup> of April 2019 on plan to issue shares to increase charter capital for dividend payment to shareholders;</li> <li>▶ Official letter No.2717/NHNN-TTGSNH dated 16<sup>th</sup> of April 2019 from SBV;</li> <li>▶ Official letter No.3709/UBCK-QLCB dated 18<sup>th</sup> of June 2019 from SSC;</li> <li>▶ Report on result of share issuance for dividend payment attached to official letter No.21/CV-HBQ.19 dated 10<sup>th</sup> of July 2019;</li> <li>▶ The 25<sup>th</sup> amended Business registration certificate No.0301412222 dated 22<sup>nd</sup> of July 2019.</li> <li>▶ Decision No.2137/QB-NHNN dated 16<sup>th</sup> of October 2019 on amending operational license of An Binh Commercial Joint Stock Bank with charter capital of VND 5,713,113,550,000.</li> </ul>

## SHAREHOLDER STRUCTURE, CHANGE IN OWNER'S EQUITY (CONTINUED)

Time	Issuance completion time	Charter capital increased (thousand dong)	Post-issuance charter capital (thousand dong)	Issuance form	Legal basis
19 <sup>th</sup> time	12/2021	1,256,884,980	6,969,998,530	Issued right to buy shares for existing shareholders (at the rate of 20%) and issued shares under ESOP (at the rate of 2%)	<ul style="list-style-type: none"> <li>▶ Resolution of GMS dated 29<sup>th</sup> of April 2021 and Submittal to GMS on Plan to increase charter capital;</li> <li>▶ BOD's Resolution No.05/NQ-HBQT.21 dated 26<sup>th</sup> of May 2021 on Plan to increase charter capital of ABBANK;</li> <li>▶ Official letter No.4963/NHNN-TTGSNH dated 8<sup>th</sup> of July 2021 from SBV on ABBANK's charter capital increase;</li> <li>▶ Certificate of registration on shares of-fering to public No.230/GCN-UBCK dated 26<sup>th</sup> of October 2021 issued by SSC;</li> <li>▶ Official letter No. 8628/UBCK-QLCB dated 16<sup>th</sup> of December 2021 from SSC confirming dossiers of share issuance under ESOP;</li> <li>▶ Official letters No.9108/UBCK-QLCB and No.9110/UBCK-QLCB dated 31<sup>st</sup> of December 2021;</li> <li>▶ The 27<sup>th</sup> amended Business registration certificate dated 19<sup>th</sup> of January 2022;</li> <li>▶ The 1<sup>st</sup> amended Certificate of securities registration No.78/2020/GCNCP-VSD-1 dated 24<sup>th</sup> of January 2022 granted by Vietnam Securities Depository Center.</li> </ul>
20 <sup>th</sup> time	02/2022	2,439,472,290	9,409,470,820	Issued shares to increase share capital from owners' equity	<ul style="list-style-type: none"> <li>▶ Resolution of GMS dated 29<sup>th</sup> of April 2021 and Submittal to GMS on Plan to increase charter capital;</li> <li>▶ BOD's Resolution No. 05/NQ-HĐQT.21 dated 26<sup>th</sup> of May 2021 on Plan to increase charter capital of ABBANK;</li> <li>▶ Official Letter No. 4963/NHNN-TTGSNH dated 8<sup>th</sup> of July 2021 from SBV on ABBANK's charter capital increase;</li> <li>▶ BOD's Decision No. 284/QĐ-HĐQT.21 dated 29<sup>th</sup> of December 2021 on the implementation of plan to issue shares to increase share capital from ABBANK's equity in 2021;</li> <li>▶ Official Letter No. 9151/UBCK-QLCB dated 31<sup>st</sup> of December 2021 from SSC confirming dossiers of share issuance to increase share capital from ABBANK's equity;</li> <li>▶ Official Letter No. 952/UBCK-QLCB dated 24<sup>th</sup> of February 2022 from SSC on Report on result of share issuance to increase capital from ABBANK's equity;</li> <li>▶ The 28<sup>th</sup> amended Business registration certificate dated 28<sup>th</sup> of February 2022;</li> <li>▶ The 2<sup>nd</sup> amended Certificate of securities registration No. 78/2020/GCNCP-VSD-2 dated 11<sup>th</sup> of March 2022 granted by Vietnam Securities Depository Center.</li> </ul>

**Transaction of treasury shares: ABBANK has no treasury shares and there was no transaction of treasury shares in 2022.**

**In addition, ABBANK had no other securities issuance in 2022. ABBANK also has no other currently circulating securities.**

# DEVELOPMENT ORIENTATION 2023

2023 is the third year in the banking transformation roadmap for the period 2021-2025, ABBANK has been gradually realizing its goal of becoming a leading commercial joint stock bank in the retail banking sector in a methodical manner, focusing on exploiting individual customers as well as SMEs.

With a customer-centric strategy, the Bank's executive board identified this as a key factor and strongly communicated about the necessary mindset shift in all aspects: Corporate culture, organizational structure, Human Resource, technology, operations, risks management, policies, products ... to aim at understanding Customers' expectations of service at high quality. Along with building awareness from each individual in innovating and improving service quality, accompanied by modern infrastructure, all activities of ABBANK are always directed towards the customer-centric principle, contributing to social development, ensuring the benefits and interests of customers, shareholders and employees of ABBANK.

The Bank continued boosting investment and development of high-quality human resources, accompanied by advanced technology, and develop products and solutions to suit the increasing needs of customers. Consistently implementing the transformation to optimize

business efficiency, ABBANK determined to focus on prioritizing resources to improve the quality of 03 main pillars: (i) Sales & services, (ii) Organizational Structure & Personnel; (iii) Operation & Technology, specifically:

#### SALES & SERVICES

In order to successfully implement the customer-centric strategy, ABBANK is initially implementing a sales model in the direction of specializing in each specific function and task. Accordingly, ABBANK adjusts its organizational structure in the direction of dividing it into two groups: units that directly implement business activities and departments that support business and monitor compliance.

#### ORGANIZATIONAL STRUCTURE & PERSONNEL

ABBANK has made important adjustments related to the centric planning of the dealer network, thereby helping to specialize the role of the frontline force, improve sales performance and optimize its customer service.

At ABBANK, human resources are considered as the most valuable asset that creates the Bank's success. Therefore, the recruitment, training and retention of talents is always the top focus of ABBANK. During the past year, ABBANK has developed and standardized a competency framework for key positions in order to evaluate, train and develop resources comprehensively and effectively. In addition, the Bank also focused on investing in building a team of potential successors, preparing resources for ABBANK's long-term development goals.

At the same time, ABBANK always tries to build and maintain a positive and creative working environment with emulation programs and internal activities to help encourage and engage all employees with appropriate attitudes and behaviors in light with the Bank's values.

#### OPERATION & TECHNOLOGY

Flexibly adapting to the new context, ABBANK constantly promoted research, innovation and application of state-of-the-art technologies through a series of projects and digital solutions being invested and deployed, helping to improve its business performance and service quality. Accompanying ABBANK are major domestic and foreign technology partners, helping to optimize digital transformation solutions throughout the system in an efficient and professional manner. In addition, building a digital culture, moving towards digitizing processes to improve operational efficiency and customer service is also the focal orientation of the Bank in this period.



# ABBANK



# RISK MANAGEMENT



## CONCENTRATING MEASURES FOR RISK MANAGEMENT IN 4.0 TECHNOLOGY ERA

In the face of the trend of the 4.0 technology revolution in general and the digital transformation of the banking industry in particular, proactive and effective risk management is an important foundation in ABBANK's transformation period. The Bank focuses on building a scientific internal control

system, ensuring compliance with the regulations of the State Bank, strengthening intelligent risk management associated with models, tools and data. At the same time, ABBANK's risk management policy continued to be consolidated, ensuring a comprehensive and adequate management of key risks

in the Bank's operations (credit risk, market risk, risk operations, interest rate risk, concentration risk, etc.); Risk management policy and risk appetite are periodically developed and updated in line with ABBANK's business strategy and operational practice.

### Credit risk management

In 2022, ABBANK reviewed, modified and completed its policies and internal regulations to ensure compliance with the regulations of SBV, the regulations on risk management pursuant to Circular No.13/2018/TT-NHNN (giving stipulations on risk management system of joint stock commercial banks and foreign bank branches) and other legal regulations and credit guidelines of ABBANK.

In order to improve its risk management capacity, ABBANK gradually applied customer behavior data analysis, understanding customers' needs to make and accurate business decisions quickly from administration to operations. ABBANK continued implementing projects to build models and risk measurement tools to connect business and management needs, ensuring diverse needs of the Bank. Of which, ABBANK completed the construction of credit rating scorecard model (A-score, B-score); PD

(Probability of default); LGD (Loss given default); EAD (Exposure at Default), Early Warning model for individual customer segment. ABBANK is completing the implementation of the above models on the Credit Engine system to soon apply it to the Bank's operations in order to optimize the credit approval time, and enhance the automation of the credit granting process for individual customers.

In addition to building risk models for the individual customers segment, ABBANK continues to plan to build risk models for corporate customers, helping the Bank to professionally manage risks on a strong foundation, improving its position in the market towards the readiness to calculate capital according to the F-IRB method. This will help to better measure the level of capital maintaining safe operation according to ABBANK's actual portfolio, and prepare financial statements under IFRS9 standards.

ABBANK also regularly and continuously monitored safety indicators and gave timely warnings about compliance with risk limits. The Bank fully provided information and credit risk reports to SBV, Maybank, IFC, BOD, RMC, BOM, etc. and promptly gave warnings to guarantee credit activities. The Bank also timely released regulations to remove difficulties and support customers affected by Covid-19 pandemic pursuant to Circular No.01/2020/TT-NHNN of SBV and its amendments and supplements.

### Operational risk management

Operational risk management was always paid attention and thoroughly implemented at ABBANK to ensure that all risks were under a strict control and human resources were appropriately allocated to maintain continuous risk control. Remote monitoring via system was also deployed and upgraded regularly to help the units better identify risks.

ABBANK also strongly improved its policies and regulations on operational risk by releasing a lot of new documents to strengthen risk management mechanism based on three lines of defense. Some new documents included Regulations on launching new products and operating in new market, Disease response process; Procedures for responding to fire and explosion incidents, Regulations on collection and management of risk events; amended Regulations on identification and assessment of major risks, etc.

In order to help employees improve risk management awareness in daily operations, in addition to regularly updated warning bulletins, operational risk management has developed a specialized communication page to update tricks for fake messages, impersonating the Bank's website, falsifying identity documents to defraud customers by criminals, providing a place to exchange queries and provide information about risks, helping to interact between operational risk management and employees throughout ABBANK system, ...

In 2022, although the Covid-19 pandemic was controlled, the situation of natural disasters, storms and floods in the Central region was quite serious, the maintenance of business activities is always ready to respond to support and advise business units in conducting business operations. At the same time, operational risk management has also completed the Robbery/Terrorist Response session at the Bank at 4 business units in the Central and Northern regions, which is expected to continue to be deployed in some other key areas in 2023. This helps the business units and employees better understand the importance of crime prevention and risk prevention for Customers and the Bank.

### Management of market risk, liquidity and interest rate risk on the Bank books

Implementing the requirements in Circular No.41/2016/TT-NHNN (stipulating capital adequacy ratio for banks and foreign bank branches), ABBANK timely applied Capital Adequacy Ratio (CAR) calculation system since the 01<sup>st</sup> of January 2019 under the consultancy and the software provided by PwC Vietnam. Thanks to that, ABBANK's CAR was always ensured to exceed the SBV's requirement, reaching more than 11.42% on average in 2021. ABBANK completed market risk management system by separating Trading book from Banking book and fully setting market risk limits, in accordance with Circular No.13/2018/TT-NHNN, Circular No.41/2016/TT-NHNN and relevant regulations.

Monitoring/measuring the market value in Trading book and the effectiveness of Trading book portfolio was daily conducted and controlled by using stop-pers/warnings and was supported by IT system.

ABBANK increasingly develops and completes measurement tools and sets market risk limits based on the business performance in each period.

In addition to fully complying with 3 pillars of Basel II, upgrading management for interest rate risk in Banking book (IRRBB) as per Basel II, ABBANK successfully deployed asset and liability management (ALM) with a system of methodology, policy framework and calculation tools for implementation in reality. ABBANK also followed up 2 indicators on liquidity risk management under Basel III, i.e., Liquidity Coverage Ratio (LCR) and Net Stable Funding Ratio (NSFR) in parallel with monitoring liquidity indicators as requested by SBV.

# PERFORMANCE IN 2022



## CHARTER CAPITAL INCREASING

Pursuant to the Resolutions of GMS and BOD on Plan to increase charter capital, the approval letter from SBV, the certificate of shares offering to public, and the documents certifying share issuance dossiers from SSC, ABBANK's charter capital was increased in early 2022 through the issuance of shares to increase share capital from owner's equity (dividing bonus shares) with the used source to issue bonus shares expected to include VND 2,256,094,620,000 extracted from undistributed profits and 183,404,860,000 VND from the Reserve Fund to supplement charter capital. Accordingly, the number of issued bonus shares is 243,947,229 ordinary shares, equal to 35% of the total number of owned shares on the closing date of the list. After completing capital increase in February 2022, ABBANK's charter capital reached VND 9,409,470,820,000.

ABBANK's charter capital increase has been implemented in compliance with the provisions of the laws, the written approvals from SBV and SSC and the approved charter capital increase plan.

## DIGITAL BANKING AND TRANSFORMATION

Recognizing the importance of digital transformation in the development trend of the banking industry, in 2022, ABBANK promoted the development and implementation of many solutions to serve the transformation goal.

In the first quarter of 2022, ABBANK cooperated with McKinsey to develop a digital transformation plan as well as a strategy for investing in technology in the short and long term. From this project, many banking digitization activities have been implemented throughout 2022, including 24 Strategic Initiatives, aiming to deploy information technology solutions and improve infrastructure capacity and technology systems serving banking business and digital transformation in the industry.

### Synchronization of technology infrastructure

Building Technology platforms is determined to put towards the general development trend of the global financial industry, ABBANK chose to cooperate with leading Technology partners such as Temenos, Google, SAS, BackBase... to develop deploying key digitization projects such as Cloud platform, LOS, Credit Engine, Omni-Channel...

In order to increase the level of automation and work efficiency, the Bank has invested in BPM (Business process modeling) and RPA (Robotic Process Automation). The results helped ABBANK save time, resources, costs and ensure customer experience.

At the same time, the Bank also deployed DevSecOps infrastructure and toolkits, which automate the programming process, software delivery and security integration at every stage of the product development lifecycle; Developed a plan to move the application to the Cloud; Designed Cloud architecture in accordance with the current status and future development needs of the Bank...

At the end of 2022, one of the Bank's key projects was also kicked off - deploying the Omni-Channel digital banking platform, to expand the digital channel's capabilities for corporate and individual customers. The project is expected to help customers more convenient in online transactions and increase the frequency of using ABBANK accounts, shorten the time to provide products and services on digital channels, and provide a seamless customer experience about simple to complex products and services on digital platforms, thereby increasing the percentage of customers using ABBANK accounts as the main transactional bank accounts.

### Achievements of digital bank AB Ditizen in 2022

- ▶ Integrating many user-friendly features: Electronic ID, Beautiful Digital Account - The first bank to deploy a Word Account, expanding the linking utilities...
- ▶ The number of customers increased by 3 times and the number of online transactions increased by 2.5 times compared to 2021 (the number of transactions on Internet Banking of SME customers also increased by 1.5 times compared to 2021).
- ▶ Contributing to sales with more than VND 230 billion for the Bank.

### Resources for digitization

To strengthen the focus on developing digital products and services among the different customer segments of Retail and Corporate Banking, the Digital Banking Division was established in order to increase the number of active customers of digital channels, design and develop digital products and services, increase sales of banking products via digital channels, and improve the quality of services provided by ABBANK remotely.

In order to promote the development of financial solutions for customers in a more flexible and modern way, ABBANK established and deployed cross-functional teams in a flexible working manner to deploy and promote activities to create value stream and enhance customer experience on digital channels.

Along with that, the Bank built a team focused on improving user experience on digital channels (UX/UI) towards customer-centricity. New capabilities will improve understanding of customers, current problems faced by customers and customer needs to create better financial solutions.

### Building a data warehouse

In the digital economy, data is an important asset that helps the Bank create solutions tailored to each individual's needs. In 2022, ABBANK built and exploited the data warehouse Customer Datamart for business operations and customer credit scoring, thereby improving the Bank's operational and governance efficiency, and better serving customer segments and target customers, following the Bank's strategy of "Customers are the focus".

In particular, rapidly promoting activities related to advanced data analysis, application of Machine Learning and culture of data usage have supported well in making effective business decisions. The bank prioritizes identifying business problems that have a high impact on business operations, such as customer segmentation analysis, predictive analysis of upselling/cross-selling

products, predictive analysis of insurance customers, predictive analysis of customers leaving... The successful research and implementation of Machine Learning helps to increase the level of understanding of customer needs, thereby providing customers with the most suitable and best quality solutions, improving customer experience and customer loyalty with ABBANK. In 2022, ABBANK initially built a modern data platform on cloud computing (Cloud) with the capacity to store, process and manage customer data that is not only large in volume but also diverse in structure.

### Data Management

The data governance strategy is effectively implemented with a variety of best practices in place:

- ▶ Completing the data governance operation model with clear assignment of roles and responsibilities
- ▶ Developing and updating policies and procedures on data governance in accordance with practice standards and actual implementation
- ▶ There is a metadata dictionary for the entire banking business
- ▶ Defining data quality rules, regularly evaluating data quality, and promptly remediating data quality issues when identified
- ▶ The culture of data governance continues to be popularized among customers

### Information Security Guarantee

Information security is constantly monitored, warned and handled quickly and promptly against sophisticated developments of fraudulent activities on the internet environment. ABBANK has deployed the data loss prevention system, targeted attack prevention system, the firewall system for the server system, core network equipment and network access monitoring, and security prevention for workstations.

ABBANK continues to improve and upgrade the firewall system, manage information safety configuration of servers and network devices, ensure enhanced information safety for applications, and detect and respond to advanced network attacks. high for server systems.

In addition to periodically performing security assessments of applications, monitoring and fixing detected vulnerabilities and re-evaluating standards on PCI DSS, ISO27001... ABBANK also built 24/7 Security Operation Center (SOC) and Network Operation Center (NOC).



## BRANDING

**ABBANK branding position is a friendly and socially responsible retail bank.**

### From a bank with responsibility to community...

Education and environment are also two fields paid attention by ABBANK. 2022 was the second year of the 5-year plan that ABBANK launched the project "Xanh An Binh - Xanh Viet Nam", a part of "Cap la yeu thuong" charity program, in response to the one billion tree initiative called for by Prime Minister in Directive No.45/CT-TTG in 2020.

This was also the consecutive 6<sup>th</sup> year ABBANK joined as the "Big Leaf" in "Cap la yeu thuong" and sponsored scholarships to the pupils in difficult circumstances. In addition, ABBANK donated **VND 2.7 billion** to the Central Crime Prevention Fund, medical funding, building houses of gratitude and social security activities in localities such as Dien Bien, Son La, Gia Lai...

During its nearly 30 years of development, ABBANK is proud to be a responsible bank with the community and also a dedicated companion of the customers. Therefore, ABBANK puts customers at the center to provide quality services with both Mind and Thought, enhancing the customer experience and improving the customer's perception of the brand.

### Diversifying media channels and contents

ABBANK's branding is diversified in different channels and rejuvenates contents to approach and understand young customers. ABBANK strengthens branding in social media platforms popular among young people including TikTok, Instagram, etc.

### Accompanying customers in products and services

ABBANK's branding is closely attached to product and service marketing programs such as Free all in (AB Ditizen), **Personalize your bank account numbers - Get your good fortune and peace in your mind, etc.** Thanks to that, ABBANK has step by step built its image as a modern digital bank, catching the trend and optimizing services provided to customers.

In 2022, ABBANK continued to carry out activities, build a brand image in customer perception, so that customers knew ABBANK more and also loved and increased the ability to introduce ABBANK to their friends and relatives. This is clearly shown in the report on Banking Brand Health published at the end of 2022 by Mibrand, ABBANK ranked 13 out of 30 non-state-owned banks in Vietnam.



## BUSINESS PERFORMANCE

**By the end of 2022, ABBANK had total assets of VND 130,065 billion and profit before tax of VND 1,686 billion.**

### Evaluation of some financial indicators in 2022

Items (billion dong)	Performed in 2021	2022	
		Actual	Plan
Total assets	120,862	130,065	138,250
Loans to Market 1 (including corporate bonds)	78,640	88,529	92,250
Deposits from Market 1 (including valuable papers)	79,255	91,837	94,081
Profit before tax	1,979	1,686	3,079

*Note: The mentioned figures are based on audited separate financial statements and are rounded*

To be specific, by the end of the 31st of December 2022, total profit before tax was **VND 1,686 billion**, reaching 58.4% of the plan and falling by 14.8% compared to 2021; total assets reached VND 130,065 billion, equal to **107.6%** of those in 2021.

Deposits from Market 1 (including valuable papers) reached **VND 91,837 billion**, up 15.9% compared to that of 2021. Loans to Market 1 (including corporate bonds) grew by 12.6% compared to 2021, reaching VND 88,529 billion. In which, ABBANK's two strategic customer segments, which are individual and SMEs customers, recorded good growth results at **19.0%** and **30.3%**, respectively, compared to 2021.

In 2022, net interest income was also affected by certain restrictions on credit room limit, but still increased by 23.0% compared to 2021 and reached VND 3,737 billion.

Non-performing loans on total loans at the end of 2022 is at 2.19%, 0.19% higher than the plan, mainly due to the difficulty of the economy, affecting

customers' ability to repay their loans. In addition, ABBANK's operational efficiency and safety in 2021 continued to be maintained through such indicators as before-tax **ROA** and **ROE**, reaching **1.08%** and **10.98%**, respectively.

Pursuing the retail banking strategy, ABBANK always focuses on individual customers and SMEs. Action plans to serve the needs of individual customers and SMEs have been prepared from the beginning of 2022 and especially as the Covid-19 outbreak.

The proactive development of appropriate products and credit policies in pandemic situation has helped ABBANK in new customer development. At the same time, the balance of medium-term and long-term capital sources with reasonable costs has helped the Bank provide loan packages with competitive interest rates for these two strategic customer segments, thereby contributing to credit growth.

## PERFORMANCE OF INDIVIDUAL CUSTOMER DIVISION

In the context of limited credit room as well as efforts to balance business activities after the SBV raised the operating interest rate in the second half of 2022, ABBANK actively and proactively implemented plans to accompany customers and maintain credit growth momentum. Specifically:

Items	Performed in 2021	Performed in 2022	% 2022 compared to 2021
Loans (VND billion)	33,174	43,216	130%
Deposits (VND billion)	32,091	55,641	173%
Net revenue before risk (VND billion)	1,396	2,140	153%
Active AB Ditizen (installation)	251,981	629,950	250%
Number of customers (person)	1,201,895	1,565,937	130%

### “Customer-centric” strategy

With the goal to become one of the leading joint stock commercial banks in Vietnam focusing on retail banking, ABBANK focused on researching and building payment solutions, developing digital solutions, credit, raising capital ... to connect with the lives of individual customers.

Defining the core value “Customers are the focus”, ABBANK pays attention to building products and services in the direction of diversification, simplification as well as packaging into specialized solution packages according to the needs of each target customer group.



### Diversifying payment solutions

In 2022, ABBANK constantly improved and adjusted payment solutions and utilities to make it convenient for customers to open and use the Bank's services:

- ▶ Constantly improving the online payment solution package through a series of powerful digital transformation activities. In 2022, ABBANK improved many convenient online transaction features such as online transfer, payment via QR code, etc., in order to bring users many conveniences of completely online transactions from opening an account to signing up, issuing and managing financial products such as online payment cards, online savings, etc. In particular, with eKYC (Electronic Know Your Customer) feature, customers can successfully open smart payment solution package with just a few minutes of operation on AB Ditizen application. This feature simplifies the customer verification process, helps customers reduce time and effort going to the counter and helps the Bank save and optimize operating costs.
- ▶ 2022 is considered a pivotal year for ABBANK in attracting new customers through digital banking. ABBANK successfully implemented the program “Download app now - Cash in hand”, which attracted more than 150,000 new customers to use ABBANK's services in just 3 months of deployment.
- ▶ With the card payment segment, in addition to actively building special incentives for customers from the Bank itself. ABBANK continuously coordinated with card partners such as Visa, Napas and technology partners, supermarkets, e-commerce, entertainment, tourism, etc. to deploy a variety of preferential programs for domestic debit card, international debit card, credit card, helping customers take full advantage of the privileges of payment via bank, thereby increasing their love and attachment to the Bank.

### Massive deposits from individual customers

- ▶ Deposits from individual customers in 2022 also witnessed outstanding growth in term capital deposits through a series of programs to promote mobilization throughout the year, diversifying online savings products with attractive incentives, and care policies for long-term customers, priority customers.
- ▶ In 2022, ABBANK also improved and adjusted term deposit products to ensure diversity, flexibility and convenience according to the purposes of each customer group... ABBANK also encouraged customers to use online savings service with many policies and preferential interest rate programs more attractive than savings at transaction counters.

### Credit division

To shape the segments and promote the value of each customer, ABBANK restructured all major credit products with the motto: Serving multiple purposes, diversifying segments; Shortening the application processing process; Minimizing credit risk for Banks & Borrowers while still ensuring the best competitiveness in the market. Thoroughly grasping the guiding spirit and macro-financial orientation of the SBV, ABBANK especially focused on promoting credit to business customers in priority areas, actively reducing lending interest rates to customers having production or business difficulties in industries prioritized to recover from the pandemic...

## PERFORMANCE OF SMALL AND MEDIUM-SIZED ENTERPRISE CUSTOMER DIVISION

With the strategic goal of becoming one of the leading joint-stock commercial banks in Vietnam in the retail banking sector, along with the change in ABBANK's five new core values, the SMEs segment in 2022 also drastically shifted its business orientation according to the core value "Customer-Centric" from service and payment solutions to mobilization and credit.

Items (billion dong)	Performed in 2021	Performed in 2022	% 2022 compared to 2021
Loans	16,609	19,289	116%
Deposits from Market 1	5,432	5,761	106%
Total service fee (including bonds)	124.3	140.5	113%
Net profit	555.1	645.0	116%
Net income after risk	615.6	748.2	122%



### Loans

- ▶ Although in the context of limited credit growth, ABBANK still made efforts to prioritize accompanying small and medium-sized enterprises. As a result, the outstanding balance at the end of the period increased by 16% compared to 2021.
- ▶ Continued improving tailor-made products to improve service quality and customer experience: simplify documents and procedures and shorten processing time.
- ▶ Focused on exploiting strategic sub-segments, focusing on promoting and developing solutions for each specific industry group and audience.
- ▶ Always developed solutions to support and accompany customers in financial cost management: interest rate incentive with a total limit of up to 9,000 billion VND.

### Deposits

- ▶ While the capital market in 2022 was volatile and challenging, ABBANK continuously adjusted and implemented flexible policies and solutions. As a result, the SMEs segment at the end of the period increased slightly by 6% compared to 2021, the average deposit increased by 22%, of which Current Account Savings Account (CASA) increased by 24%.
- ▶ In addition, ABBANK initially prepared for the policy of investing in a multi-channel transaction system, increasing convenience for customers.

### Service and payment:

- ▶ Continuing to increase the convenience of services and experiences for customers, ABBANK developed the feature of registering to open an account on the website for SME customers, fast money transfer 24/7 on Internet Banking, deploying parallel connection with the State Treasury and collection of seaport infrastructure fees, expected to be launched in early 2023.
- ▶ Increasing the rate of customers using digital banking channels, providing customer care incentives through solution packages: Free money transfer on Internet Banking, "Account incentive package for small and medium enterprises" with more than 9 discounted and free service fees within 6 months, free payroll service,...

In parallel with the growth orientation, ABBANK always maintained and pursued the goal of effective portfolio management and control. Therefore, net revenue after risk reached VND 748 billion, up 22% compared to 2021. In addition to implementing the business plan 2022, ABBANK always prepares and builds the foundations serving as the driving force to accelerate the development of the SME segment in 2023 and business strategy until 2025 in accordance with the core value "Customer-Centric".

## PERFORMANCE OF WHOLESALE BANKING DIVISION

**In 2022, the Wholesale Banking Division played a leading role in the Bank's business activities. Accordingly, the Wholesale Banking Division continued to maintain its role as a profit-generating unit with high performance and at the same time as the focal point to lead and develop the scale of the retail banking segment.**

Items (billion dong)	Performed in 2021	Performed in 2022	% 2022 compared to 2021
Loans	28,588	<b>26,024</b>	<b>91%</b>
Deposits from Market 1	41,732	<b>30,435</b>	<b>73%</b>
Earnings from profit	965	<b>1,210</b>	<b>125%</b>
Earnings out of profit	293	<b>362</b>	<b>124%</b>
Total income of Wholesale banking division	1,258	<b>1,572</b>	<b>125%</b>
Profit before tax	706	<b>914</b>	<b>130%</b>

### Loans

The loans of the wholesale banking division was actively maintained at a stable level, focusing on traditional customers, strategic customers and potential customers to develop retail activities. The core value of "flexibility and adaptability" was applied in credit growth management, in the first months of the year, the wholesale banking segment exploited unused resources from the system's credit room to maximize the scale of loans in order to increase income from loan interest and gradually shift to retail segment when needed. As a result, the average outstanding balance of the wholesale banking segment still achieved a growth of 13% over the same period, but the ending balance only reached 91% compared to 2021.

### Deposits

In 2022, the capital market faced many challenges, corporate customers increasingly used their own capital to reduce financial costs and implement policies to minimize risks in deposit activities. Therefore, at the end of the period, deposits balance from Market 1 of the wholesale decreased, reaching only 73% over the same period. However, the proportion of CASA remained at 25% of the total deposit. In this market context, ABBANK focused on building stable and sustainable business platforms and increasing convenience for customers to prepare for the next year's business plan, such as investing in Omni-channel transaction system, bilateral electronic payments with the State Treasury, enhancing the security of the electronic

transaction system (4-level approval), promoting service quality, as well as focusing on caring traditional customers.

### Earnings out of profit

Earnings out of profit from the wholesale banking segment in 2022 maintained a fairly good growth with an increase of 24% compared to 2021, accounting for 23% of total income because the wholesale banking segment focused on deeply exploiting such services as financial consulting, asset management agency services, insurance, money management services, etc.

With close credit portfolio management and compliance with regulations and effective control of operating costs, profit from the wholesale banking segment still maintained a

growth rate of 30% compared to 2021, reaching VND 914 billion. In addition, with the leading role, in 2022, the wholesale banking segment implemented business activities according to the Value Chains/Ecosystems of corporate

customers. Therefore, in addition to the direct effects brought by large corporate customers, the wholesale banking segment also contributed to the development of the retail segment including individual customers and SME

customers. This activity will continue to be one of the growth focus of the wholesale banking segment in 2023.

## PERFORMANCE OF SALES & SERVICE DIVISION (SSD)

**Along with ABBANK's 5-year development strategy, Sales & Service Division (SSD) was officially established in February 2022, ready for the transformation towards Centralization, Specialization and Digitization.**

**From the 1st of June, the Division officially came into operation with the mission of effectively implementing the Sales & Service model in a synchronous manner to give customers the best experience at ABBANK on the basis of:**

- ▶ Ensuring a consistent and seamless customer experience at all customer touchpoints with Digital Banking
- ▶ Ensuring sales productivity/effectiveness of sales force and employee satisfaction

In 2022, even though it was just established, SSD taken great actions, in line with the organization's development focus, In particular:

- ▶ Successfully implemented the "PCMshop" series Proactive business management – Building and implementing proactive processes throughout the system to achieve business results. The workshop series marked the first successful step in the synchronous and detailed implementation of the new business model down to the Division/Department/ and Region/Branch level, creating a steady pace and rhythm of business at the unit.
- ▶ **Regarding compliance:** building a successful compliance, communication and enforcement platform, helping the unit and employees raise compliance awareness, build a good compliance culture and improve compliance capacity continuously...
- ▶ **Regarding debt management:** strengthening proactive review and risk identification from customers, Successfully deploying debt management software and supporting debt reminders and centralized debt collection.

### ▶ Regarding service quality:

- » Consolidating the knowledge of basic service quality, step by step putting the "Customer-centric" mindset into sales consulting, and inspiring to improve customer experience through a series of "From heart to hearts" media bulletins.
- » Adjusting staff behavior to helps to improve the overall quality of service image throughout the system through camera assessment and daily reminders. Continuing to evaluate service quality through customer feedback surveys, which is the basis for implementing activities to improve service quality in 2023.
- ▶ Re-planning regulatory documents on measurement and evaluation of service quality. Laying out a new set of quality service standards to update behavioral standards to help enforce the core value "Customer-centric".
- ▶ Regarding customer relationship management (CRM) system: In November 2022, SSD deployed CRM system to business units, helping ABBANK effectively collect, analyze and manage all information customer interaction with the bank.
- ▶ Regarding alternative channel business: together with the establishment of SSD, alternative channel business was formed in order to accompany the Business Unit Support Division, meet the criteria of delivering a seamless customer experience. In 2022, individual customer telesale excellently achieved 120% of KPI; individual customer credit accomplished 295% of KPI.

## PROJECT INVESTMENT AND IMPLEMENTATION

### Major investments

In 2022, ABBANK continued to actively review and re-evaluate effectiveness of investment and capital contribution portfolio. At present, the largest investment of ABBANK is the capital contributed to a subsidiary valued at VND 260 billion with dividend of 10-15% per year.

In 2022, ABBANK continued to be a big trader in government bond market. ABBANK was in Top 4 members with highest trading volume in the market (according to statistics of the Hanoi Stock Exchange).

ABBANK Asset Management One Member Company Limited (ABBA): a subsidiary of which 100% charter capital owned by ABBANK. ABBA's main business operations are receiving and managing non-performing loans, outstanding debts and collaterals related to ABBANK's debts.

ABBA's profit before tax in 2022 reached VND 59.1 billion, approximately decreasing by VND 6.2 billion compared to 2021; ROE and ROA reached nearly 18% and more than 9.8%, respectively. This was a relatively positive outcome when the economy suffered from negative impacts of unpredictable fluctuations of the world economy in 2022.

### Activities and financial position of subsidiaries and associates



#### ABBA'S PROFIT BEFORE TAX

**VND 59.1**  
Billion

#### ABBA'S ROE

**18%**

#### ABBA'S ROA

**9.8%**

## FINANCIAL SITUATION

Unit: VND billion, %

SEPARATED FIGURES	(AUDITED)	(AUDITED)	
Items	2022	2021	% Change
<b>Total assets</b>	<b>130,065</b>	<b>120,862</b>	<b>8%</b>
Revenues	12,462	9,978	25%
Taxes and payable	472	490	-4%
Profit before tax	1,686	1,979	-15%
Profit after tax	1,353	1,588	-15%
Items			Remarks
<b>Capital sources</b>			
▶ Charter capital	9,409	6,970	
▶ Total assets	130,065	120,862	
▶ Capital adequacy ratio	12%	12%	Pursuant to Circular No. 41/2016/TT-NHNN
<b>Solvency</b>			
▶ Liquidity reserve ratio	22%	18%	Pursuant to Circular No. 22/2019/TT-NHNN

Unit: VND billion, %

CONSOLIDATED FIGURES	(AUDITED)	(AUDITED)	
Items	2022	2021	% Change
<b>Total assets</b>	<b>130,147</b>	<b>120,937</b>	<b>8%</b>
Revenues	12,499	9,973	25%
Taxes and payable	492	507	-3%
Profit before tax	1,702	1,959	-13%
Profit after tax	1,357	1,560	-13%
Items			Remarks
<b>Capital sources</b>			
▶ Charter capital	9,409	6,970	
▶ Total assets	130,147	120,937	
▶ Capital adequacy ratio	12%	12%	Pursuant to Circular No. 41/2016/TT-NHNN
<b>Solvency</b>			
▶ Liquidity reserve ratio	22%	18%	These are separated figures. Consolidation is not required according to Circular 22.

## BUILDING AND MANAGING HUMAN RESOURCES

In 2022, the recruitment contributed to satisfying the demand for human resources of entire system, especially for Business Units and key operations at Head Office. ABBANK implemented a centralized recruitment program nationwide in 2022. Consequently, ABBANK approached and recruited qualified, well-trained candidates, built a clear career development roadmap to increase the candidates' level of commitment to the bank.

For HR development, in addition to participating in some career fairs according to the annual schedule, in 2022, ABBANK launched the Career Program at 08 universities/colleges across the country to sponsor scholarships for students who overcome difficulties with good academic achievements. The program received positive feedback from the schools and ABBANK's recruitment brand was closer to the students.

In addition, ABBANK also implemented the ABBANK Tour Program to provide students with opportunities to practice, access a professional and proactive working environment, immerse themselves in working atmosphere and seize the opportunity to become ABBANK's full-time staff in the future. ABBANK's recruitment brand in 2022 was also improved by increasing reach rate on social networks such as Facebook, LinkedIn, Instagram, etc.

For HR management and organization, ABBANK focuses on assigning right people to right positions and meeting business objectives. Accordingly, service-level agreements (SLAs) in HR management are the commitment for a comprehensive HR service, meeting the requirements of HR service in general and HR organization in particular.

In 2022, ABBANK completed transformation and centralized some works related to treasury, credit operation, credit appraisal and debt settlement to implement the project "Improve ABBANK's organizational and operational efficiency". Accordingly, arranging redundant personnel at Business Units was the key for effective HR restructure.



## NUMBER OF EMPLOYEES AS OF THE 31<sup>ST</sup> OF DECEMBER 2022



**3,924** people

### AVERAGE MONTHLY SALARY:

**VND 21,434,621**  
/person

### EMPLOYMENT BY QUALIFICATION LEVEL:

- ▶ Postgraduate: 5.2%.
- ▶ Undergraduate: 83.8%.
- ▶ College, Vocational education, High School: 10.6%

## EMPLOYEE RELATION

ABBANK always focuses on a working environment with friendliness, efficiency, transparency and high sense of responsibility from all employees in order to meet customer needs and customer satisfaction in line with the Bank's commitment to 05 Core Values.

ABBANK aims to develop staff in the spirit of solidarity and timely encouragement and reward, promoting capabilities of each ABBANKer to make valuable contributions to the Bank's development.

At ABBANK, each member is given opportunities to experience the works suitable to their capabilities. They are also encouraged to contribute their initiatives to continuously improve performance, contributing to enhance productivity and foster the Bank's business.

In addition, the Bank highly appreciates professional standards. All efforts and achievements of employees are recognized in a transparent manner by amending entire system. Job descriptions and employee performance assessment to determine the most important roles and accountabilities of employees in different positions, thereby developing scientific and consistent work flows, enhancing collaboration and coordination among employees, creating engagement between employees and system and gaining high labor productivity.

ABBANK aims to improve HR quality by applying information technology in HR management as well as improving the quality of professional human resources, training and raising HR management capacity of managers at all levels. Instruments for providing HR services at ABBANK are increasingly improved and completed such as developing new HR software, streamlining dossier procedures and approval process to facilitate the employees to access HR services more easily, there by the connection between the management and the employees at ABBANK is more open and more multidimensional.

## TRAINING AND DEVELOPMENT OF HUMAN RESOURCES

**ABBANK focuses on the goals of digital transformation; therefore, re-training and advanced training in skills for employees are an extremely important task, especially when many fluctuations and drastic changes from both the external market and the transformation from within ABBANK.**

During the last year, based on the key tasks assigned by the Bank's management team, to be specific, "Vietnam's leading joint stock commercial bank focusing on retail", and the selection of 05 new Core Values as the guideline for the Bank's entire operations, training and development gradually inherited and perfected certain foundations for applying digital transformation and information technology in teaching, learning, and curriculum development, management and implementation, and more for faster and more efficient process improvement. In order to adapt to the "new normal" after Covid-19 and encourage continuous learning, Training and Development Center has applied Microsoft ecosystem (Teams, SharePoint, Forms, Outlook, Stream, etc.) in holding online classes, E-learning, exams, tests and practices. The application of Microsoft in managing and implementing training activities has brought a new wave for employees who

participate in training, renewing their experience as well as optimally using available resources of ABBANK.

In addition, enhancing quality of personnel in both qualification and skill is the key task of HR development at ABBANK. ABBANK organized more than 670 training courses for 88,000 trainees and provided 219,360 training hours in 2022. In 2022, the training activities were structured and covered in general for levels, with more details to different levels, ranging from newcomers to seniors, from superior legal to subordinate level and potential employees.

Besides, the communication on training is paid attention and implemented regularly to build an active learning community through diverse and multi-dimensional communication channels.

**Some activities, programs and projects implemented in 2022 include:**

- ▶ Building Learning Management System (LMS) for data administration in training management, improving accuracy and timeliness, and maximizing automation in training data management.
- ▶ Building, issuing & applying updated training regulations.
- ▶ Building and developing Training Portal on SharePoint platform to help employees actively search information about training programs, classes and events.

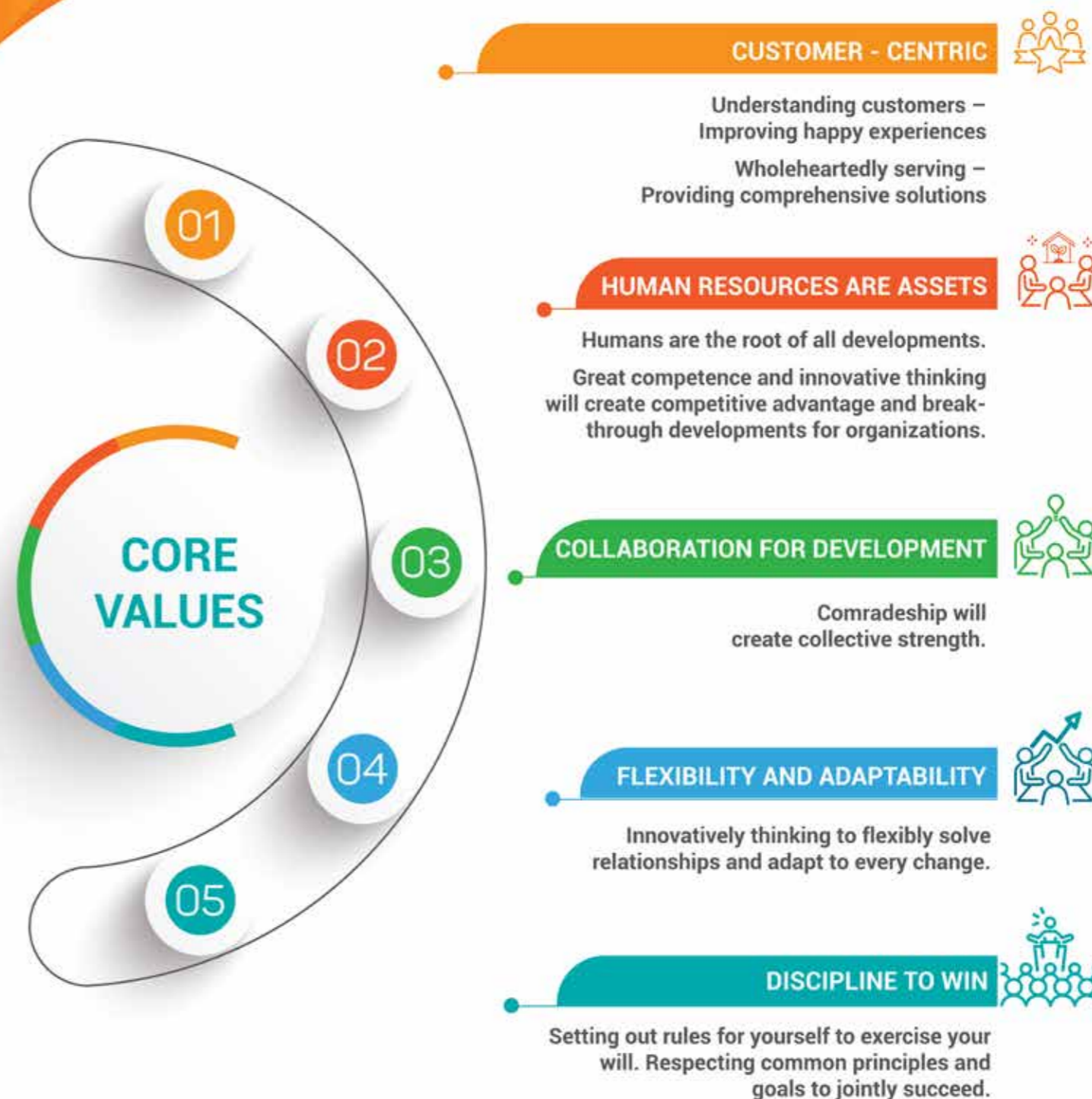
▶ Publishing monthly Training Newsletters via email to summarize monthly training activities as well as motivate participation through the such categories as Typical Trainer and Typical Trainee.

Training and development at ABBANK are always strongly promoted to give employees the best support in their task fulfillment. New hires at ABBANK are also welcomed and easily adapt to the Bank's working environment thanks to integration training - a multi-modal training program. During their employment at ABBANK, employees have opportunities to exchange and improve capabilities with many training classes on professional knowledge and skills.

All projects on the transformation journey involved and closely linked to training. With a year of strong transformation with the participation of inter-block projects, the changes are outstanding from process, structure, system.

Training with the determination of digital transformation accompanied by the management team and employees also gradually changed their thinking about technology application to work. This shows that the BOM took great care and investments in employees, demonstrating the Core Value "Human Resources are Assets".

## 05 | NEW CORE VALUES FOR ABBANK'S COMMON VALUES AND BELIEFS



# ENVIRONMENTAL AND SOCIAL REPORT





## ACCOMPANYING COMPANIES AND CUSTOMERS

**In 2022, the SBV determines that removing difficulties for production and business activities of enterprises and people affected by the COVID-19 pandemic is a key task of the industry. Accordingly, ABBANK always actively implements the policy of the Government and the State Bank to contribute to the economic recovery. With the development orientation as a retail bank, focusing on customers, the Bank also pays special attention to building credit solutions and specialized products for production and business.**

The total outstanding balance of customers in the science and technology segment/individual household business at ABBANK as of December 31, 2022 reached VND 10,551 billion, accounting for 12.47% of ABBANK's total outstanding loans and accounting for 24.42% of the outstanding balance. debt of the science and technology segment. For SME customers, the total outstanding loans with interest rate reduction as of December 31, 2022 are VND 1,629 billion, accounting for 8% of the total outstanding loans of SMEs.

In the past year, ABBANK launched the program "Loan interest incentives - Peace

of mind in production" with a total limit of VND 16,000 billion (equivalent to 19.3% of ABBANK's total outstanding loans) to serve customers in the science and technology segment. /Individual business households need to borrow additional short-term working capital with preferential interest rates from only 6.86%/year; The program "Gold interest - Thousand incentives" with a total limit of VND 15,500 billion (equivalent to 18.7% of ABBANK's total outstanding balance) is to serve customers in the science and technology segment/individual household business needs. Loan to buy fixed assets/Build a factory with preferential interest rate from only 7.79%/year. Receiving the contents of Decree 31/2022/ND-CP and Circular 03/2022/TT-NHNN on interest rate support for people and businesses severely affected after the COVID-19 Pandemic, ABBANK has expeditiously plan the implementation of the policy. Accordingly, ABBANK has reviewed the list of existing customers who are eligible for interest rate support, industries and fields to notify and guide customers on dossiers and procedures for interest rate support as prescribed. At the same time, communicate to each branch and transaction office in ABBANK's system about identifying this as a key political

task, which needs to be urgently, drastically, promptly implemented with high spirit and responsibility. best. ABBANK also built its own hotline to answer questions and quickly respond to customers' content related to this Program. By the end of 2022, there were 107 loans supported at ABBANK with a total supported loan turnover of more than VND 215 billion.

Along with that, from October 25, 2022, ABBANK also started lending to SME, scientific and technological customers who are business households and cooperatives who need short-term loans in VND for production and business activities of the following groups: professional fields such as: Serving the field of agricultural and rural development; Producing - trading in export goods; Supporting industry development; Enterprises apply high technology; ... with a maximum loan interest rate of only 5.5%/year and apply to loan contracts with a maximum term of 12 months. The implementation period is until December 31, 2023 with a maximum total limit of VND 350 billion, equivalent to 0.5% of ABBANK's total outstanding loans. As of December 31, 2022, the total outstanding loans supported by 5.5% interest rate is 108 billion VND.

UU DAI LAI VAY -  
AN TAM SAN XUAT PROGRAM

**VND 16,000**  
Billion

LAI SUAT VANG -  
NGAN UU DAI PROGRAM

**VND 15,500**  
Billion

## ENVIRONMENTAL AND SOCIAL IMPACT REPORTING

**ABBANK is always well aware of its role and responsibility in promoting the trend of sustainable development, green transition, and response to climate change in accordance with the United Nations Framework Convention on Climate Change (COP26 Conference) which the Government has set out in Decision No. 896/QĐ-TTg dated July 26, 2022 on approving the national strategy on climate change for the period to 2050.**

On December 29, 2022, right after the State Bank issued Circular 17/2022/TT-NHNN on "Guiding the implementation of environmental risk management in credit granting activities of credit institutions, bank branches foreign banks", ABBANK approved the issuance of regulations on environmental and social risk management in credit extension activities at ABBANK in accordance with the contents of the Circular and international standard practices, including: 08 Standards environmental and social sustainability performance standards and the IFC's Environmental - Health - Safety

General Guidelines; Guidelines for environmental and social risk assessment for 15 basic business sectors issued by the SBV with technical support from IFC. The promulgated regulation will ensure that all credit facilities of ABBANK are identified, classified, assessed and managed for environmental and social risks.

Banking activities in general have a very important role in allocating capital for activities in the economy. Aware of that responsibility, ABBANK always ensures compliance with Directive No. 03/2015/CT-NHNN (2015) "On promoting green credit growth and managing environmental and social risks in credit granting activities." to actively participate in contributing comments to the Prime Minister's Draft Decision on "Promulgating regulations on environmental criteria and certification for projects that are granted green credit and issued green bonds".

ABBANK understands that environmental and social risk management in credit extension and green credit provision will help reduce the risk of bad debt, policy risk, protect the Bank's reputation as well as protect the Bank's reputation. like

other customers in the market. ABBANK is actively developing an internal draft on criteria and fields to identify green credit, following the content of the Prime Minister's Draft Decision, aiming to implement the practice of Green Credit Principles of banks. issued by international organizations, in order to improve the ability to identify green credit in credit granting activities, increase the proportion of green assets in the total asset structure of the Bank. From there, promote sustainable development and implement the Prime Minister's national strategy on climate change to 2050.



## POLICIES FOR EMPLOYEES

Beside fully complying with the State's regulations on welfare for employees, ABBANK has been making efforts to develop better and better compensation policies for employees. Annual ABBANK CARE program is always expected by ABBANKers. This is the unique compensation policy for ABBANKers by continuously building and developing benefits for employees during the past years.

In particular, facing complicated developments of Covid-19 pandemic, ABBANK has had timely support policies for employees to ensure their health and peace of mind such as supporting income during their infection with Covid-19, organizing vaccination for employees, etc.

The pandemic has caused negative effects to almost organizations and enterprises in the country; however, ABBANK still considers periodical salary increase for employees, issues ESOP shares and gives preferential loans to recognize their contributions and dedication during the past difficult period.

### SOCIAL SECURITY ACTIVITIES

**VND 116**  
Billion

## REPORT ON RESPONSIBILITY TO LOCAL COMMUNITY

A total of more than VND 116 billion has been invested by ABBANK for social security activities during the past time. More than VND 15 billion has been spent by ABBANK to bring warm Tet holidays to thousands of households nationwide during the past 13 years through Tet An Binh charity program.

With the orientation to become a friendly retail bank which is responsible to the community, ABBANK always focuses on social security activities beside ensuring efficient and sustainable business operations. In 2022, ABBANK paid special attention to education, at the same time, supporting people to overcome difficulties after the pandemic through social security projects and policies for customers.



In 2022, when the economy was gradually recovering after the pandemic, ABBANK also continued supporting customers and businesses affected by the epidemic such as: actively participating in the 2% interest rate support program for businesses affected by the Covid-19 pandemic according to Decree 31/2022/ND-CP dated the 20th of May 2022 of the Government and Circular 03/TT-NHNN dated the 20th of May 2022 of the SBV; implementing many promotions, upgrading and encouraging customers to use digital banking products and applications to increase convenience and reduce face-to-face contact... For employees, ABBANK offered employee protection policy in order to ensure health and safety as well as always had plans and scenarios to respond in case of a resurgence of the pandemic to ensure continuous business operations.

Education is also an area that ABBANK always pays attention and gives priority to with many activities such as sponsoring scholarships and supporting building facilities. 2021 was the 7th year in a row that ABBANK participated in the program "Couple of loving leaves" organized by VTV Digital. In the role of a "Big Leaf", ABBANK accompanied the journey of "Give opportunity to go to school, give opportunity to change the life", providing scholarships totally valued at more than VND 500 billion to the "Not Healed Leaves" across the country. With the motto "charity from heart", ABBANK wishes to help more

and more students with difficult circumstances, give them more motivation to rise up, nurture their dreams to become useful citizens, circumstances.

2022 was also the first year ABBANK had implemented "An Nghiep" project nationwide. This project is to sponsor scholarships for final year students who have good academic achievements and wish to participate in the banking sector, in addition to activities such as admission counseling, participation in job fairs and organization of ABBANK Tour – creating opportunities for students to have a day to visit the office and learn about jobs at ABBANK. In 2022, the An Nghiep project was implemented by ABBANK at 8 universities across the country with a total cost of more than VND 400 million, including:

- ▶ **Hanoi:** Academy of Finance, Banking Academy, University of Economics - VNU
- ▶ **Da Nang:** Duy Tan University, Danang University of Economics
- ▶ **HCMC:** University of Finance and Marketing, Open University, University of Economics

In particular, at the beginning of 2022, the 12th year Tet An Binh charity program with the topic "Sowing green seeds of hope" was organized by ABBANK in collaboration with the Center for Communication of Natural Resources and Environment under the Ministry of Natural Resources and Environment. This was also the 2nd year in a row in the 5-year project "Green An Binh - Green Vietnam" that ABBANK collaborated with the Center

for Communication of Natural Resources and Environment under Ministry of Natural Resources and Environment to implement in order to contribute to realizing the goal of planting 1 billion trees for Vietnam within 5 years according to the call of the Prime Minister in 2020. The program has awarded 25,000 trees cinnamon trees for 23 households in 2 villages of Duong Quy commune, Van Ban district, Lao Cai province; 20 scholarships valued at VND 1 million each for students with difficult family circumstances in the commune. At the same time, 30 scholarships with a total value of VND 450 million were awarded to children who lost their parents during the Covid-19 epidemic in Ho Chi Minh City.

**Within 14 years from 2008 to the end of 2022, ABBANK has spent VND 116.5 billion for social security activities, in which nearly VND 12.2 billion was spent in 2022. In general, ABBANK's social security activities in 2022 were aimed at the sustainable development of society, bringing positive effects and long-term values. This work will continue to be focused more and more with practical projects and activities, contributing to creating a sustainable ecosystem and a better future for the whole society.**

## REPORT ON GREEN CAPITAL MARKET UNDER SSC'S GUIDANCE

ABBANK is aware of the importance and significant benefits of green credit such as reducing NPLs, enhancing financial stability and protecting the Bank's reputation in the market. Currently, ABBANK is step by step developing green credit program and policy to gradually increase the proportion of green credit in its credit portfolio as well as expand new business opportunities.

In addition, ABBANK will coordinate with domestic and foreign organizations to deploy and evaluate the implementation of environmental and social risk management in credit granting activities, developing solutions to promote green credit, supporting businesses in green growth.



# REPORT AND ASSESSMENT OF BOM



## ASSESSMENT ON BUSINESS PERFORMANCE

By the end of 2022, ABBANK's profit before tax gained VND 1,686 billion, reaching 54.8% of the plan, down 14.8% compared to 2021.

With the orientation of focusing on retail banking together with appropriate solutions and mechanisms, ABBANK's business performance in 2022 recorded the following achievements:

- ▶ By the end of 2022, loans given to corporate customers and individual customers gained VND 88,529 billion, reaching 96.0% of the plan for 2022, increasing by 12.6% from 2021. Deposits from corporate customers and individual customers gained VND 91,837 billion, reaching 97.6% of the target for 2022, increasing by 15.9% from 2021.
- ▶ Total income of 2022 reached VND 4,514 billion, down 1.8% compared to 2021.
- ▶ By the end of 2022, ABBANK's profit before tax was valued at VND 1,686 billion, reaching 54.8% of the plan assigned by GMS and recorded a down rate of 14.8% compared to 2021.

TOTAL CREDIT BALANCE

**VND 88,529**  
Billion



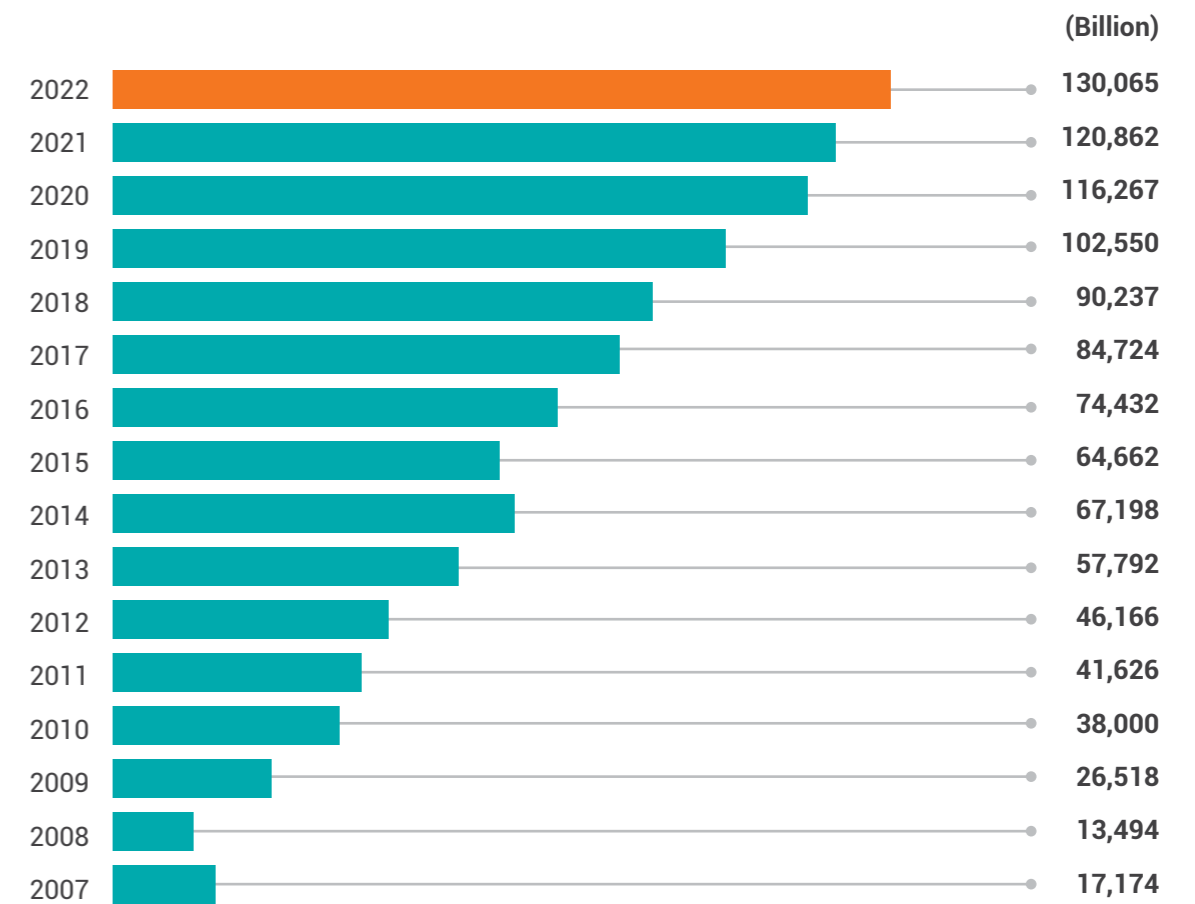
## TOTAL ASSETS

Total assets as of the 31st of December 2022 reached VND 130,065 billion, increasing by VND 9,203 billion (up 7.6%) from the end of 2021 and completing 94.1% of the plan for 2022. The increase of total assets was mainly come from the loan growth which was occupied for 63.9%

in total assets. In parallel with scale growth, in 2022, ABBANK increased its charter capital by VND 2,439 billion and controlled asset quality. Therefore, the Bank ensured to maintain its minimum CAR at more than 8% as regulated by SBV.

### TOTAL ASSETS

**VND 130,065**  
Billion



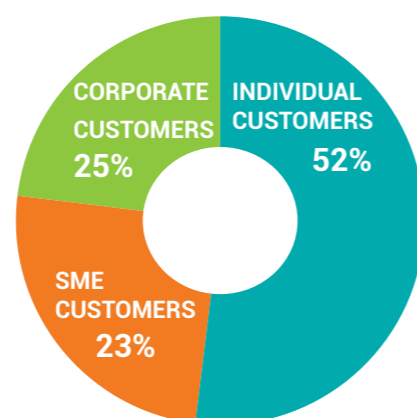
Note: According to the figures in the unaudited separate finance statements

## LOANS

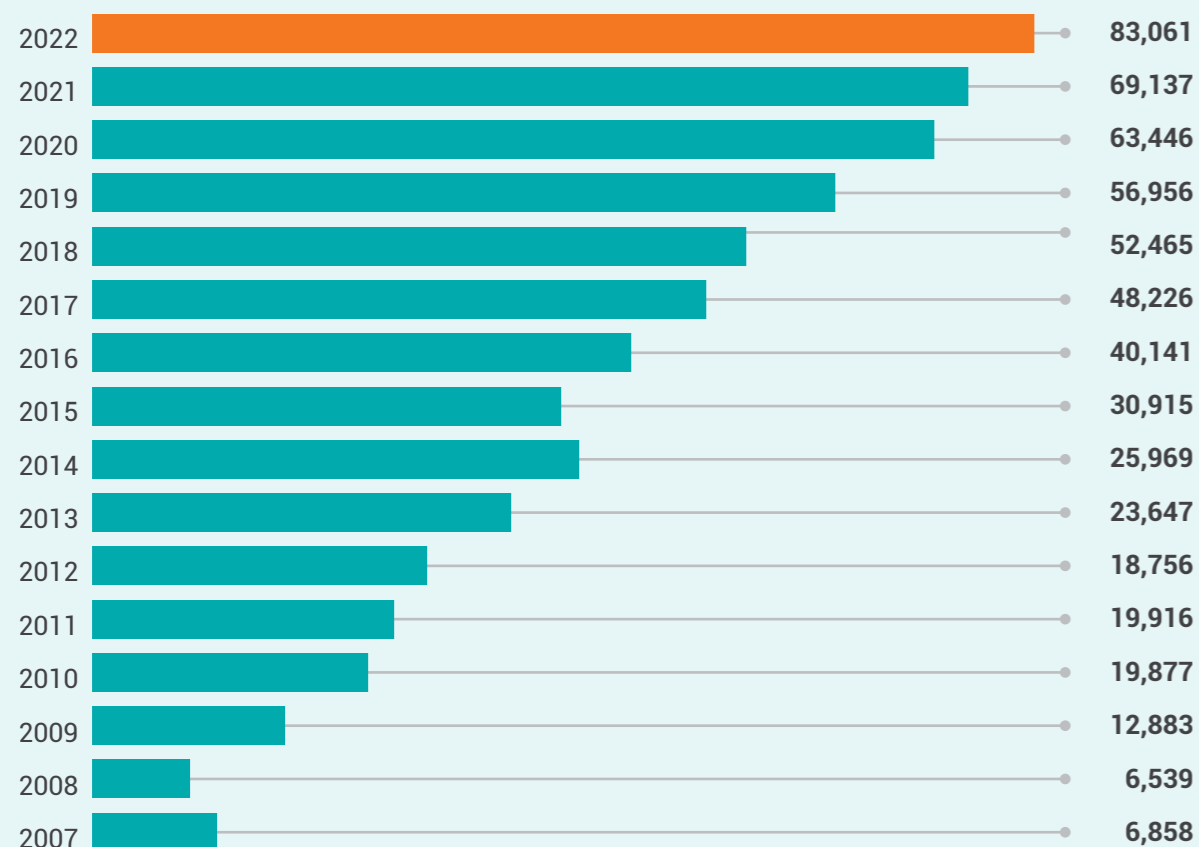
Proportion of retail banking has increased, contributing nearly 75% of ABBANK'S loans in 2022.

With the orientation of focusing on retail banking, during the past years, ABBANK has operated a flexible credit system with many supporting policies and preferential programs for customers. As a result, by the end of the 31st of December 2022, total loans reached VND 83,061 billion, increasing by 20.1% compared to the end of 2021. In which, loans given to individual customers reached a growth rate of 30.3%, numbered at VND 43,216 billion. Loans given to SMEs reached 19.0% of growth rate. Retail banking was accounted for 75% in total loan balance of 2022.

LOAN BALANCE CHART



### LOANS (Billion)



Note: According to the figures in the unaudited separate finance statements

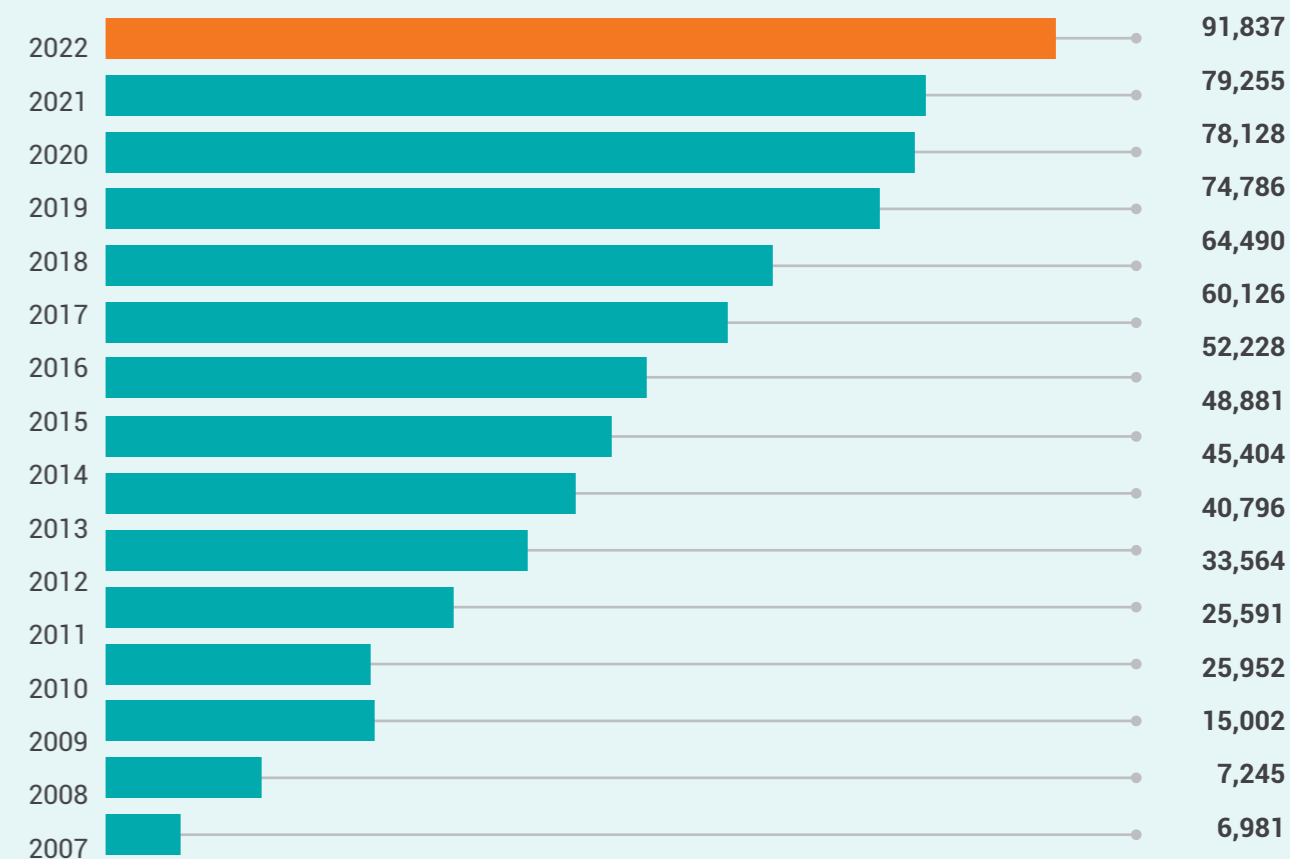
## DEPOSITS

ABBANK'S deposit from individual customers and SME customers was accounted for 66.9% in total deposits. This has shown the shift to retail banking in similar to credit activity.

Deposits continued to maintain an uptrend in 2022, reaching VND 91,837 billion, up 15.9% compared to the end of 2021. At the same time, deposits continued to play a key role in the Bank's capital structure when keeping its proportion of 70.6% in the past year.

Making good use of traditional sales channels, developing new channels in combination with appropriate sales and interest rate policies for each period are the factors that promote mobilization activities throughout the system. In particular, similar to other activities, mobilization activities of the individual and SME segments were also focused on expanding with a high proportion in the structure of deposits from customers, at 66.9% by the end of 2022.

### DEPOSITS (Billion)

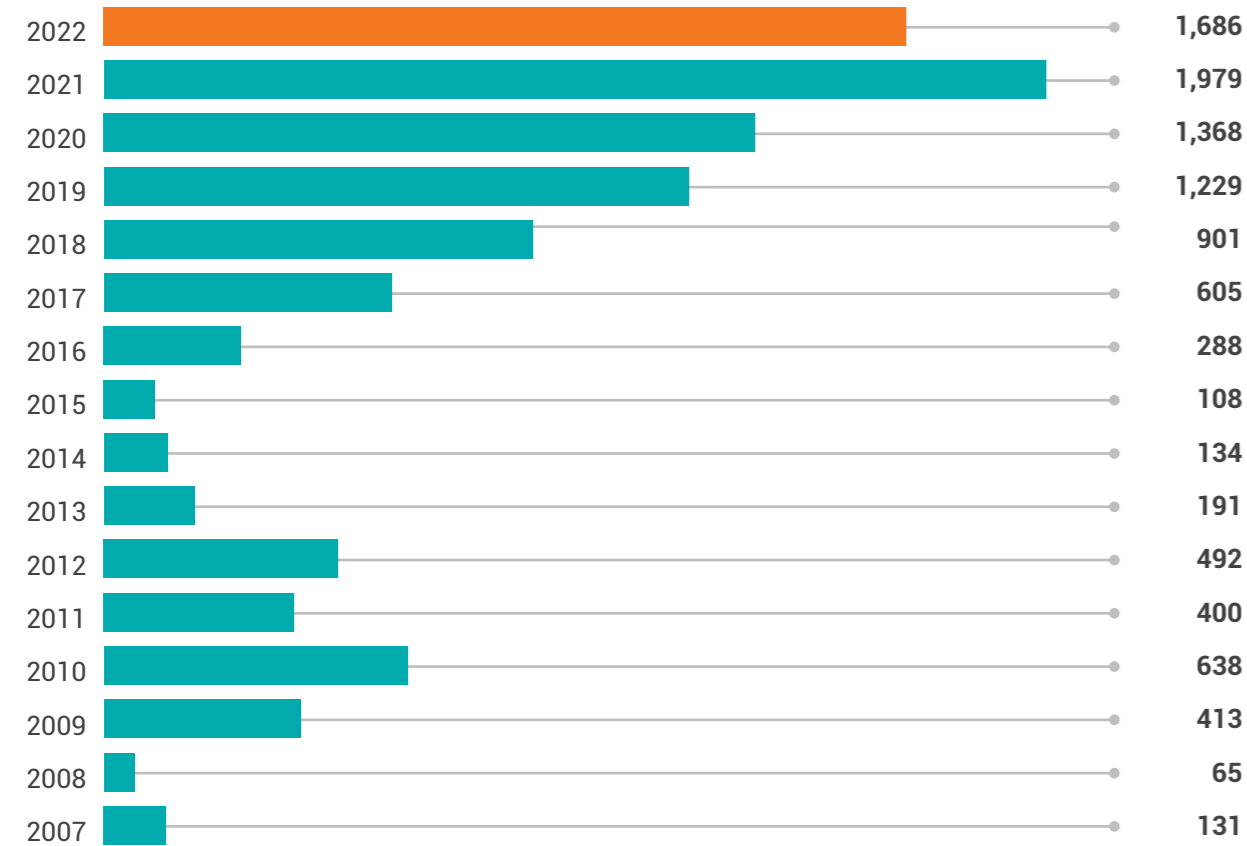


Note: According to the figures in the unaudited separate finance statements

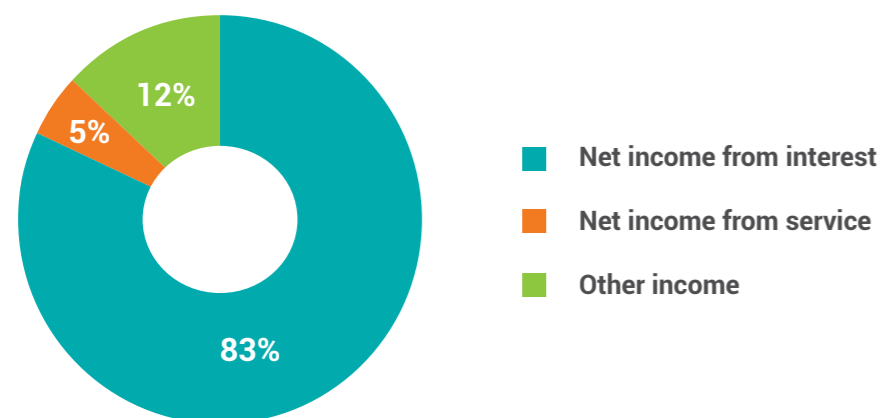
## PROFIT BEFORE TAX

By the end of 2022, profit before tax of the Bank reached VND 1,686 billion, decreasing by VND 293 billion, down 14.8% from 2021, completing 54.8% of the plan.

### PROFIT BEFORE TAX (Billion)



### INCOME STRUCTURE



Note: According to the figures in the unaudited separate finance statements

## ASSESSMENT ON YOUR FINANCIAL SITUATION

### Assets

Total assets at the end of 2022 reached VND 130,065 billion, increasing by VND 9,203 billion, up 7.6% from the end of 2021 thanks to the increase in loans, by VND 13,923 billion, correspondingly, loans of Market 1 increased by VND 9,889 billion. Deposits from individual customers and economic organizations increased by VND 12,582 billion, equivalent to an increase of 15.9% compared to 2021, bringing a capital source for credit growth. This has shown flexibility in capital use, creating higher efficiency and a great profit for the Bank.

### Liabilities

ABBANK has actively increased deposits and loans from credit institutions to meet the demand for capital. However, the Bank's capital structure is still ensured in accordance with the SBV's orientation. The supplementation of capital mobilized from interbank market aims to raise working capital, serving the use of short-term capital, creating capital turnover and bringing higher profit for the Bank.

### LOANS TO CUSTOMERS

Increase  
**VND 13,923**  
Billion

### MOBILIZATION FROM SCIENCE AND TECHNOLOGY AND ECONOMIC ORGANIZATIONS

Increase  
**VND 13,923**  
Billion



## EVALUATION OF IMPROVEMENTS IN ORGANIZATIONAL STRUCTURE, POLICIES AND MANAGEMENT

### Towards centralized management to enhance service quality and improve business processes.

In 2022, ABBANK actively deployed and applied technology in most of human resource management, performance evaluation system, online training, etc. to improve efficiency and accuracy and reduce human resource costs. In addition, human resource management policies such as recruitment, compensation and benefit, emulation and reward, work management, labor discipline management, training and development have been also gradually improved, systematized and closely linked with business activities, contributing to improving organizational management capacity.

ABBANK continued to implement a centralized management orientation towards improving service quality and business processes. Accordingly, the organizational structure of Business Units was gradually completed in the alignment of focusing on sales and simplifying operation towards transparency and professionalism in operation.

## ASSESSMENTS ON HUMAN RESOURCE MANAGEMENT

ABBANK has increasingly improved salary policy, especially for positions of direct sales teams such as productivity-based salary to motivate and recognize performance of each employee. Career paths for key positions as well as supporting to develop personal career development plan have been effectively developed. Frameworks and standards of succession records for key positions has been also developed and released to timely prepare succession resources to serve the demand for the Bank's development.

ABBANK regularly has organized training programs on professional knowledge, ABBANK's culture, soft skills, leadership and management skills, etc. for employees and managers of all levels. To have a fairer and more transparent assessment system for employees' performance, ABBANK has applied modern assessment methods according to Balanced Scorecard, adjusting and standardizing key performance Indicators (KPIs) to get consistent in employee assessment. KPI system has been built and applied from the highest level of leadership to each employee. This is a basis to assess performance and labor productivity of each individual.



## DEVELOPMENT PLAN IN THE FUTURE

### ABBANK's sustainable development objectives in the period 2021 - 2025:

#### Top 8 ROE

Top 8 private joint stock commercial banks in terms of ROE



Revenue from retail (Individual and SME customers) accounts for at least 70% of total net income from Market 1. Domestic and international revenue from services reaches at least 20% of total net income



Attracting and reaching 2 million individual customers with transactions

2.000.000



Average number of products used by one customer is at least 3 products



Modern corporate governance according to international standards

### Major plans in 2023:

- ▶ Building a Financial Model following a customer-centric strategy
- ▶ Deploying technology initiatives, under the advice of McKinsey
- ▶ Focusing on CASA growth through developing optimal payment solutions for individual and corporate customers...
- ▶ Training and self-training skills and expertise to increase professional capacity, sales capacity and sales organization
- ▶ Applying information technology to banking activities, including:
  - » **Sales:**
    - Upgrading & developing advanced modules of Customer Relationship Management system (CRM)
    - Developing a high-end multiplex digital platform (Omni Channel)
    - Integrating the risk forecasting model into the loan origination system
    - Promoting sales through digital channels and applications (AB Ditizer)
  - » **Operation:**
    - Developing process automation solution
    - Improving Smartform system

Accelerating service fee collection by promoting the existing platforms, developing and promoting the types of service fee collection with untapped potential such as insurance solutions for individual customers through partners, or international payment solutions for corporate customers. Growing in both loans and deposits.



# BOD'S ASSESSMENT ON THE BANK'S OPERATION



## ASSESSMENT ON CORPORATE GOVERNANCE

Committing to implementing the highest corporate governance standards towards professionalism in all activities, during the year 2022, ABBANK has:

- a) Fully implemented the Resolutions of GMS and BOD, ensuring that the Bank's corporate governance was complied with the provisions of the laws as well as the sustainable development orientation and the strategic objectives of ABBANK.
- b) More sufficiently and regularly updated the performance on the Bank's website, IDS and HNX portals and in Annual Report in compliance with the regulations on information disclosure in securities market stipulated by the Ministry of Finance.
- c) Strengthened preparation, promulgation, regular review and completion of internal regulations and policy framework serving governance activities and the Bank's operation.
- d) Paid close attention to and taken high responsibility for governance and management such as continuing to accelerate the implementation of the Bank's strategic orientations, adjusting the 5 core values, completing organizational structures of Head Office and Business Units in order to meet the Bank's development demand.



## BOD'S ASSESSMENT ON THE BANK'S OPERATION

ABBANK maintained its stable and safe operation despite the financial - monetary - banking market declined and the society faced difficulties after the Covid-19 pandemic.

In 2022, the global economy recessed, inflation rose, the Russia-Ukraine conflict affected energy and food security, the global supply chain disrupted, the world's major economies all decelerated. Although Vietnam was considered as a bright spot in the region and compared to the world's gray picture in terms of economic growth, in fact, Vietnam's economy faced many challenges and obstacles and its growth has slowed since the fourth quarter of 2022. In particular, the financial - monetary - banking sector, bonds and securities fluctuated and lost confidence. These difficulties profoundly impacted the real estate market, capital market and liquidity of credit institutions, contributing to pushing up interest rates.

Due to objective difficulties strongly affecting the banking industry and some subjective reasons, ABBANK failed to achieve its profit before tax target approved by GMS. However, ABBANK proposed many solutions to adapt to market fluctuations, such as ensuring operational safety, maintaining business and system stability, accompanying customers, enhancing the retail segment in line with its business strategy, effectively handling debt, strictly managing risks, saving costs, preserving and attracting talents. Thanks to stable deposits and liquidity, improved asset quality, ABBANK continued to be listed among joint stock commercial banks with high credit in the market and was upgraded by Moody's in terms of security, risk management index.



## BOD'S PLANS AND ORIENTATIONS

The BOD has closely directed the BOM in planning and orienting medium and long-term operations. The BOM has basically completed business plan targets for 2023 based on the medium-term growth plan of 2021 – 2025.

BOD directs the implementation of business targets for profit growth with action plans focusing on the following areas:

- ▶ Transforming the organizational structure towards customer-centricity. Improving leadership and change management capacity
- ▶ Strongly deploying digital banking platform development projects to increase operational efficiency, reduce costs and increase customer experience
- ▶ Continuing to adjust its business model towards growth of individual customer base and shifting to SME segment. Focusing on increasing loan balance from home loan, business loan and services (i.e., insurance, international remittance, and bonds). Deploying priority customer segmentation model with focusing on mass customers
- ▶ Building solutions to effectively exploit chain customers, cross-sell products from corporate to individual customers
- ▶ Improving sales efficiency and service quality, increasing non-interest revenue
- ▶ Conducting cost management, credit quality management
- ▶ Attracting talents, continuously training, improving the efficiency of the application of salary based on labor productivity
- ▶ Raising automated reporting capacity in risk management.



# FINANCIAL STATEMENTS



## SUMMARY SEPARATE FINANCIAL STATEMENTS

For the year ended 31 December 2022

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Summary separate statement of financial position	126 - 128
Summary separate income statement	129
Summary separate statement of cash flows	130 - 131

## GENERAL INFORMATION

### THE BANK

An Binh Commercial Joint Stock Bank ("the Bank") is a commercial joint stock bank incorporated in the Socialist Republic of Vietnam.

The Bank was established under the Establishment and Operation License No.535/GP-UB issued by the People's Committee of Ho Chi Minh City on 15 March 1993, Banking Operation License No. 0031/NH-GP issued by the State Bank of Vietnam ("the SBV") dated 15 April 1993 which was replaced by License No.120/GP-NHNN dated 12 December 2018 (updating, amending content of charter capital following Decision No. 672/QD-NHNN dated 12 April 2022 and amending content of the head office's address following Decision No. 2575/QD-NHNN dated 13 December 2019 of the SBV). The Bank's operation period is 99 years from 15 April 1993.

Business Registration Certificate No. 0301412222 was issued by the Department of Planning and Investment of Ho Chi Minh City for the first time on 17 May 1993 and its amendments 28th was issued by the Department of Planning and Investment of Hanoi on 28 February 2022.

The current principal activities of the Bank include:

- ▶ Monetary intermediate activities including: To mobilise funds in the form of demand deposits, term deposits, saving deposits; to issue certificate of deposits, bonds and valuable papers; to borrow on a short-term basis from the SBV in the form of refinancing; to borrow from other credit institutions and finance companies; and to entrust, to be trusted, to provide agency services related to banking, insurance, and assets management in accordance with SBV's regulations;
- ▶ To grant short-term, medium and long-term loans, finance leases and bank guarantees;
- ▶ Other financial services: to provide domestic, international settlement services and other banking services allowed by the SBV and international financial services;
- ▶ Other credit activities: to issue credit cards, to discount, re-discount financial instruments and valuable papers; to invest in equities; and
- ▶ Financial support activities: to provide banking financial advisory; to trade Government bonds, corporate bonds; to trade gold; to participate in bidding treasury bills; to trade financial instruments, treasury bills, the SBV's notes and other valuable papers on the monetary market.

The Bank's Head Office is located at 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup> Floor, Geleximco Tower, 36 Hoang Cau Street, O Cho Dua Ward, Dong Da District, Ha Noi. As at 31 December 2022, the Bank had one (1) Head Office, thirty-five (35) branches, one hundred and thirty (130) transaction offices located in cities and provinces throughout Vietnam.

## THE BOARD OF DIRECTORS

Members of the Board of Directors during the year and at the date of this report are:

Name	Position	Date of appointment
Mr. Dao Manh Khang	Chairman	25 April 2018
Mr. Vu Van Tien	Vice Chairman	25 April 2018
Mr. Luu Van Sau	Independent Member	25 April 2018
Mr. Nguyen Danh Luong	Independent Member	25 April 2018
Mr. Soon Su Long	Member	25 April 2018
Ms. Iris Fang (*)	Member	25 April 2018
Mr. Jason Lim Tsu Yang	Member	12 June 2020

(\*) Ms. Iris Fang submitted her resignation letter on 27 October 2022 and is waiting for approval from the General Meeting of Shareholders.

## THE BOARD OF SUPERVISION

Members of the Board of Supervision during the year and at the date of this report are:

Name	Position	Date of appointment
Ms. Nguyen Thi Hanh Tam	Chief Supervisor	25 April 2018
Ms. Pham Thi Hang	Full-time member	25 April 2018
Ms. Nguyen Thi Thanh Thai	Part-time member	25 April 2018

## THE BOARD OF MANAGEMENT AND CHIEF ACCOUNTANT

Members of the Board of Management, Director of the Finance Department and Chief Accountant during the year and at the date of this report are:

Name	Position	Date of appointment/re-appointment/resignation
Ms. Le Thi Bich Phuong	Acting General Director Deputy General Director	Appointed on 30 January 2023 Appointed on 2 December 2022
Mr. Nguyen Manh Quan	Acting General Director Deputy General Director	Resigned on 30 January 2023 Appointed on 3 March 2022 Appointed on 21 June 2021
Mr. Le Hai	General Director	Resigned on 3 March 2022
Mr. Do Lam Dien	Deputy General Director	Re-appointed on 9 August 2020
Ms. Nguyen Thi Huong	Deputy General Director	Re-appointed on 22 January 2022
Mr. Lai Tat Ha	Deputy General Director	Re-appointed on 5 July 2021
Mr. Khuong Duc Tiep	Deputy General Director	Appointed on 19 April 2022
Ms. Pham Thi Hien	Deputy General Director	Resigned on 3 November 2022
Mr. Tran Trung Kien	Deputy General Director	Resigned on 30 June 2022
Ms. Nguyen Ngoc Due	Director of Human Resources Management Division, member of the Board	Appointed on 3 March 2022
Mr. Le Manh Hung	Director of Corporate Banking Division, member of the Board	Re-appointed on 4 April 2022
Mr. Tran Viet Thang	Director of Banking Technology Division, member of the Board	Re-appointed on 3 March 2021
Mr. Nguyen Hong Quang	Director of SME Division, member of the Board	Re-appointed on 23 April 2022
Mr. Nguyen Khanh Phuc	Director of Personal Banking Division, member of the Board	Re-appointed on 5 March 2022
Ms. Nguyen Diep Anh	Director of Finance Department	Re-appointed on 30 June 2021
Mr. Bui Quoc Viet	Chief Accountant	Re-appointed on 29 June 2020

## LEGAL REPRESENTATIVE

The legal representative of the Bank during the year and at the date of this report is Mr. Dao Manh Khang, Chairman of the Board of Directors.

Ms. Le Thi Bich Phuong - Acting General Director is authorised to sign the accompanying summary separate financial statements for the financial year ended 31 December 2022 in accordance with Letter of Authorization No. 06/UQ-HDQT.22 dated 3 March 2022 by Chairman of the Board of Directors.

## AUDITORS

The auditor of the Bank is Ernst & Young Vietnam Limited.

## INDEPENDENT AUDITORS' REPORT ON THE SUMMARY SEPARATE FINANCIAL STATEMENTS

60752689/22994583-R-BCTT

To: The Shareholders An Binh Commercial Joint Stock Bank

The summary separate financial statements prepared on 28 March 2023 and set out on pages from 5 to 10, which comprise the summary separate statement of financial position as at 31 December 2022, the summary separate income statement and the summary separate statement of cash flows for the year then ended, which are derived from the audited separate financial statements of An Binh Commercial Joint Stock Bank ("the Bank") for the year ended 31 December 2022. We have expressed an unmodified opinion on the separate financial statements in our report dated 30 March 2023. Those separate financial statements and the summary separate financial statements do not reflect the effects of events that occurred subsequent to the date of our report on those separate financial statements.

These summary separate financial statements do not comprise all disclosures as required by the Vietnamese Accounting Standards, Vietnamese Accounting System for credit institutions and the statutory requirements relevant to the preparation and presentation of the separate financial statements. Accordingly, reading the summary separate financial statements is not a substitute for reading the separate financial statements of the Bank.

### Management's responsibility

The Bank's management is responsible for the preparation and fair presentation of these summary separate financial statements, which comprise the summary separate statement of financial position as at 31 December 2022, the summary separate income statement and the summary separate statement of cash flows for the year then ended for the purpose of publishing the financial statements in accordance with Paragraph 11, Article 1, Circular No. 49/2014/TT-NHNN dated 31 December 2014 on modification and supplementation to certain articles of the Financial Reporting Regime for credit institutions promulgated in Decision No. 16/2007/QĐ-NHNN dated 18 April 2007 and Chart of Accounts for credit institutions promulgated in Decision No. 479/2004/QĐ-NHNN dated 29 April 2004.

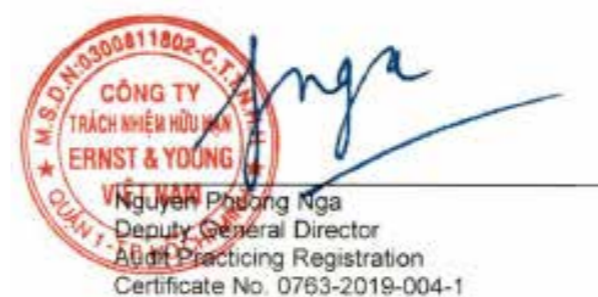
### Auditors' responsibility

Our responsibility is to express an opinion on these summary separate financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standard on Auditing No. 810 - "Engagements on summary financial statements".

### Opinion

In our opinion, the summary separate financial statements - derived from the audited separate financial statements for the year ended 31 December 2022 of the Bank - are consistent, in all material respects, in compared with the audited separate financial statements in accordance with Paragraph 11, Article 1, Circular No. 49/2014/TT-NHNN dated 31 December 2014 on modification and supplementation to certain articles of the Financial Reporting Regime for credit institutions promulgated in Decision No. 16/2007/QĐ-NHNN dated 18 April 2007 and Chart of Accounts for credit institutions promulgated in Decision No. 479/2004/QĐ-NHNN dated 29 April 2004.

Ernst &amp; Young Vietnam Limited



Ho Chi Minh City, Vietnam  
30 March 2023

Huynh Nhat Hung  
Auditor  
Audit Practicing Registration  
Certificate No. 5040-2019-004-1

**SUMMARY SEPARATE STATEMENT OF FINANCIAL POSITION**

as at 31 December 2022

	Ending balance VND million	Beginning balance VND million
<b>ASSETS</b>		
<b>Cash on hand</b>	<b>480,517</b>	<b>485,554</b>
<b>Balances with the State Bank of Vietnam</b>	<b>2,705,647</b>	<b>4,400,485</b>
<b>Due from and loans to other credit institutions</b>	<b>20,405,942</b>	<b>21,331,338</b>
Due from other credit institutions	20,405,942	16,841,544
Loans to other credit institutions	-	4,489,794
<b>Securities held for trading</b>	<b>-</b>	<b>4,875,651</b>
Securities held for trading	-	4,876,884
Provision for securities held for trading	-	(1,233)
<b>Derivatives and other financial assets</b>	<b>440,445</b>	<b>115,879</b>
<b>Loans to customers</b>	<b>80,984,119</b>	<b>68,173,079</b>
Loans to customers	82,010,652	68,983,999
Provision for loans to customers	(1,026,533)	(810,920)
<b>Purchased debts</b>	<b>1,042,125</b>	<b>152,085</b>
Purchased debts	1,050,000	153,234
Provision for purchased debts	(7,875)	(1,149)
<b>Investment securities</b>	<b>17,437,307</b>	<b>17,011,398</b>
Available-for-sale securities	16,820,211	15,346,848
Held-to-maturity securities	659,385	1,981,370
Provision for investment securities	(42,289)	(316,820)
<b>Long-term investments</b>	<b>376,936</b>	<b>376,936</b>
Investments in subsidiaries	260,000	260,000
Other long-term investments	116,936	116,936
<b>Fixed assets</b>	<b>1,074,384</b>	<b>913,863</b>
<i>Tangible fixed assets</i>	<i>583,336</i>	<i>551,507</i>
Cost	1,242,104	1,160,728
Accumulated depreciation	(658,768)	(609,221)
<i>Intangible fixed assets</i>	<i>491,048</i>	<i>362,356</i>
Cost	800,899	639,707
Accumulated amortization	(309,851)	(277,351)
<b>Other assets</b>	<b>5,117,273</b>	<b>3,025,825</b>
Receivables	3,211,347	1,389,820
Interest and fees receivable	1,044,763	765,402
Other assets	1,023,726	1,044,566
Provision for other assets	(162,563)	(173,963)
<b>TOTAL ASSETS</b>	<b>130,064,695</b>	<b>120,862,093</b>

**SUMMARY SEPARATE STATEMENT OF FINANCIAL POSITION**

as at 31 December 2022 (continued)

	Ending balance VND million	Beginning balance VND million
<b>LIABILITIES</b>		
<b>Due to and borrowings from other credit institutions</b>	<b>22,181,282</b>	<b>27,415,045</b>
Due to other credit institutions	19,401,424	19,894,693
Borrowings from other credit institutions	2,779,858	7,520,352
<b>Due to customers</b>	<b>84,136,944</b>	<b>67,849,375</b>
<b>Grants, entrusted funds and loans exposed to risks</b>	<b>214,756</b>	<b>558,561</b>
<b>Valuable papers issued</b>	<b>7,700,000</b>	<b>11,405,930</b>
<b>Other liabilities</b>	<b>2,853,456</b>	<b>1,975,723</b>
Interest and fees payable	2,055,835	1,426,154
Other payables	797,621	549,569
<b>TOTAL LIABILITIES</b>	<b>117,086,438</b>	<b>109,204,634</b>
<b>OWNERS' EQUITY</b>		
<b>Capital</b>	<b>9,443,750</b>	<b>7,004,278</b>
Charter capital	9,409,471	6,969,999
Share premium	34,279	34,279
<b>Reserves</b>	<b>1,024,555</b>	<b>1,005,076</b>
<b>Retained earnings</b>	<b>2,509,952</b>	<b>3,648,105</b>
<b>TOTAL OWNERS' EQUITY</b>	<b>12,978,257</b>	<b>11,657,459</b>
<b>TOTAL LIABILITIES AND OWNERS' EQUITY</b>	<b>130,064,695</b>	<b>120,862,093</b>




**SUMMARY SEPARATE STATEMENT OF FINANCIAL POSITION**

as at 31 December 2022 (continued)

**OFF-BALANCE SHEET ITEMS**

	Ending balance VND million	Beginning balance VND million
Contingent liabilities and commitments	102,907,266	354,964,003
▶ Foreign exchange commitments	94,405,275	348,211,786
» Buying foreign currencies	14,701,079	80,810,186
» Selling foreign currencies	14,615,886	80,777,940
» Swap contracts	65,088,310	186,623,660
▶ Irrevocable loan commitments	30,493	42,645
▶ Letters of credit	2,877,343	581,602
▶ Other guarantees	5,437,124	4,836,145
▶ Other commitments	157,031	1,291,825
Interest and fees receivable but not collected yet	839,596	832,607
Bad debts written off	7,739,655	6,629,869
Assets and other documents	1,987,011	4,115,565

Prepared by



Mr. Nguyen Cong Anh  
Head of General Accounting  
Department

Ho Chi Minh City, Vietnam  
28 March 2023

Reviewed by



Mr. Bui Quoc Viet  
Chief Accountant



Ms. Le Thi Bich Phuong  
Acting General Director

**SUMMARY SEPARATE INCOME STATEMENT**

for the year ended 31 December 2022

	Current Year VND million	Previous Year VND million
Interest and similar income	8,133,250	6,440,463
Interest and similar expenses	(4,395,860)	(3,402,664)
<b>Net interest and similar income</b>	<b>3,737,390</b>	<b>3,037,799</b>
Fee and commission income	882,862	575,691
Fee and commission expenses	(634,973)	(203,591)
<b>Net fee and commission income</b>	<b>247,889</b>	<b>372,100</b>
<b>Net gain from trading of foreign currencies</b>	<b>192,865</b>	<b>412,046</b>
<b>Net (loss)/gain from securities held for trading</b>	<b>(65,141)</b>	<b>241,744</b>
<b>Net (loss)/gain from investment securities</b>	<b>(21,343)</b>	<b>202,878</b>
Other operating income	380,558	235,134
Other operating expenses	(28,405)	(64,401)
<b>Net gain from other operating activities</b>	<b>352,153</b>	<b>170,733</b>
<b>Income from investments in other entities</b>	<b>70,013</b>	<b>157,767</b>
<b>TOTAL OPERATING INCOME</b>	<b>4,513,826</b>	<b>4,595,067</b>
Personnel expenses	(1,028,087)	(980,903)
Depreciation and amortization charges	(87,164)	(87,997)
Other operating expenses	(935,815)	(800,042)
<b>TOTAL OPERATING EXPENSES</b>	<b>(2,051,066)</b>	<b>(1,868,942)</b>
<b>Net operating profit before provision expense for credit losses</b>	<b>2,462,760</b>	<b>2,726,125</b>
Provision expenses for credit losses	(776,913)	(747,051)
<b>PROFIT BEFORE TAX</b>	<b>1,685,847</b>	<b>1,979,074</b>
Current corporate income tax expenses	(333,285)	(390,868)
<b>Corporate income tax expenses</b>	<b>(333,285)</b>	<b>(390,868)</b>
<b>PROFIT AFTER TAX</b>	<b>1,352,562</b>	<b>1,588,206</b>

Prepared by



Mr. Nguyen Cong Anh  
Head of General Accounting  
Department

Ho Chi Minh City, Vietnam  
28 March 2023

Reviewed by



Mr. Bui Quoc Viet  
Chief Accountant



Ms. Le Thi Bich Phuong  
Acting General Director

**SUMMARY SEPARATE STATEMENT OF CASH FLOWS**

for the year ended 31 December 2022

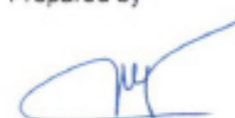
	Current Year VND million	Previous Year VND million
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Interest and similar receipts	7,989,294	6,470,114
Interest and similar payments	(3,870,677)	(3,536,124)
Net fee and commission receipts	247,889	372,100
Net receipts from trading of securities, gold and foreign currencies	56,328	1,082,944
Other income/(expenses)	5,089	(13,891)
Collection of bad debts previously written off	345,889	182,675
Payments to employees and other operating expenses	(1,979,089)	(1,731,464)
Corporate income tax paid during the year	(422,641)	(338,409)
<b>Net cash flows from operating activities before changes in operating assets and liabilities</b>	<b>2,372,082</b>	<b>2,487,945</b>
<b>Changes in operating assets</b>		
Decrease/(increase) in loans to other credit institutions	4,489,794	(917,404)
Decrease/(increase) in investment securities	4,725,506	(3,229,546)
Increase in derivatives and other financial assets	(324,566)	(115,879)
Increase in loans to customers	(13,923,419)	(5,580,733)
Decrease in utilization of provision to write-off loans to customers, securities and long-term investments	(907,332)	(784,565)
(Increase)/decrease in other assets	(1,739,581)	397,855
<b>Changes in operating liabilities</b>		
(Decrease)/increase in due to and borrowings from other credit institutions	(5,233,763)	912,344
Increase/(decrease) in due to customers	16,287,569	(4,672,745)
Decrease in derivatives and other financial liabilities	-	(74,781)
(Decrease)/increase in valuable papers issued	(3,705,930)	5,800,000
Decrease in grants, entrusted funds and loans exposed to risks	(343,805)	(379,191)
Increase in other liabilities	337,408	77,944
<b>Net cash from/(used in) operating activities</b>	<b>2,033,963</b>	<b>(6,078,756)</b>

**SUMMARY SEPARATE STATEMENT OF CASH FLOWS**

for the year ended 31 December 2022 (continued)

	Current Year VND million	Previous Year VND million
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of fixed assets	(250,864)	(53,253)
Proceeds from disposal of fixed assets	1,476	3,981
Proceeds from investments in other entities	53,500	89,681
Dividends received from long-term investments	26,448	104,092
<b>Net cash (used in)/from investing activities</b>	<b>(169,440)</b>	<b>144,501</b>
<b>CASH FLOWS FROM FINANCING ACTIVITY</b>		
Capital contribution from share issuance	-	1,291,164
<b>Net cash from financing activities</b>	<b>-</b>	<b>1,291,164</b>
<b>Net cash flows during the year</b>	<b>1,864,523</b>	<b>(4,643,091)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>21,727,583</b>	<b>26,370,674</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>23,592,106</b>	<b>21,727,583</b>

Prepared by



Mr. Nguyen Cong Anh  
Head of General Accounting  
Department

Reviewed by



Mr. Bui Quoc Viet  
Chief Accountant



Ms. Le Thi Bich Phuong  
Acting General Director

Ho Chi Minh City, Vietnam  
28 March 2023

## SUMMARY CONSOLIDATED FINANCIAL STATEMENTS

For the year ended 31 December 2022

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Summary consolidated statement of financial position	138 - 140
Summary consolidated income statement	141
Summary consolidated statement of cash flows	142 - 143

## GENERAL INFORMATION

### THE BANK

An Binh Commercial Joint Stock Bank ("the Bank") is a commercial joint stock bank incorporated in the Socialist Republic of Vietnam.

The Bank was established under the Establishment and Operation License No.535/GP-UB issued by the People's Committee of Ho Chi Minh City on 15 March 1993, Banking Operation License No. 0031/NH-GP issued by the State Bank of Vietnam ("the SBV") dated 15 April 1993 which was replaced by License No.120/GP-NHNN dated 12 December 2018 (updating, amending content of charter capital following Decision No. 672/QD-NHNN dated 12 April 2022 and amending content of the head office's address following Decision No. 2575/QD-NHNN dated 13 December 2019 of the SBV). The Bank's operation period is 99 years from 15 April 1993.

Business Registration Certificate No. 0301412222 was issued by the Department of Planning and Investment of Ho Chi Minh City for the first time on 17 May 1993 and its amendments 28th was issued by the Department of Planning and Investment of Hanoi on 28 February 2022.

The current principal activities of the Bank include:

- ▶ Monetary intermediate activities including: To mobilize funds in the form of demand deposits, term deposits, saving deposits; to issue certificate of deposits, bonds and valuable papers; to borrow on a short-term basis from the SBV in the form of refinancing; to borrow from other credit institutions and finance companies; and to entrust, to be trusted, to provide agency services related to banking, insurance, and assets management in accordance with SBV's regulations;
- ▶ To grant short-term, medium and long-term loans, finance leases and bank guarantees;
- ▶ Other financial services: to provide domestic, international settlement services and other banking services allowed by the SBV and international financial services;
- ▶ Other credit activities: to issue credit cards, to discount, re-discount financial instruments and valuable papers; to invest in equities; and
- ▶ Financial support activities: to provide banking finance advisory; to trade Government bonds, corporate bonds; to trade gold; to participate in bidding treasury bills; to trade financial instruments, treasury bills, the SBV's notes and other valuable papers on the monetary market.

The current principal activities of its subsidiaries include:

- ▶ To receive, manage bad debts, long outstanding loans and collaterals relating the Bank's loan and advances to customers in order to handle, collect loans as soon as possible;
- ▶ To trade bad debts of credit institutions and debts and assets management companies in accordance with laws and regulations;
- ▶ To provide entrusting and supervisory services based on fees and contracts, to be an intermediary for trading debts;
- ▶ To trade real estates, land use rights or leasing assets; and
- ▶ To provide security services.

The Bank's Head Office is located at 1st, 2nd, 3rd Floor, Geleximco Tower, 36 Hoang Cau Street, O Cho Dua Ward, Dong Da District, Ha Noi. As at 31 December 2022, the Bank had one (1) Head Office, thirty-five (35) branches, one hundred and thirty (130) transaction offices located in cities and provinces throughout Vietnam.

## THE BOARD OF DIRECTORS

Members of the Board of Directors during the year and at the date of this report are:

Name	Position	Date of appointment
Mr. Dao Manh Khang	Chairman	25 April 2018
Mr. Vu Van Tien	Vice Chairman	25 April 2018
Mr. Luu Van Sau	Independent Member	25 April 2018
Mr. Nguyen Danh Luong	Independent Member	25 April 2018
Mr. Soon Su Long	Member	25 April 2018
Ms. Iris Fang (*)	Member	25 April 2018
Mr. Jason Lim Tsu Yang	Member	12 June 2020

(\*) Ms. Iris Fang submitted her resignation letter on 27 October 2022 and is waiting for approval from the General Meeting of Shareholders.

## THE BOARD OF SUPERVISION

Members of the Board of Supervision during the year and at the date of this report are:

Name	Position	Date of appointment
Ms. Nguyen Thi Hanh Tam	Chief Supervisor	25 April 2018
Ms. Pham Thi Hang	Full-time member	25 April 2018
Ms. Nguyen Thi Thanh Thai	Part-time member	25 April 2018

## THE BOARD OF MANAGEMENT AND CHIEF ACCOUNTANT

Members of the Board of Management, Director of the Finance Department and Chief Accountant during the year and at the date of this report are:

Name	Position	Date of appointment/re-appointment/resignation
Ms. Le Thi Bich Phuong	Acting General Director Deputy General Director	Appointed on 30 January 2023 Appointed on 2 December 2022
Mr. Nguyen Manh Quan	Acting General Director Deputy General Director	Resigned on 30 January 2023 Appointed on 3 March 2022 Appointed on 21 June 2021
Mr. Le Hai	General Director	Resigned on 3 March 2022
Mr. Do Lam Dien	Deputy General Director	Re-appointed on 9 August 2020
Ms. Nguyen Thi Huong	Deputy General Director	Re-appointed on 22 January 2022
Mr. Lai Tat Ha	Deputy General Director	Re-appointed on 5 July 2021
Mr. Khuong Duc Tiep	Deputy General Director	Appointed on 19 April 2022
Ms. Pham Thi Hien	Deputy General Director	Resigned on 3 November 2022
Mr. Tran Trung Kien	Deputy General Director	Resigned on 30 June 2022
Ms. Nguyen Ngoc Due	Director of Human Resources Management Division, member of the Board	Appointed on 3 March 2022
Mr. Le Manh Hung	Director of Corporate Banking Division, member of the Board	Re-appointed on 4 April 2022
Mr. Tran Viet Thang	Director of Banking Technology Division, member of the Board	Re-appointed on 3 March 2021
Mr. Nguyen Hong Quang	Director of SME Division, member of the Board	Re-appointed on 23 April 2022
Mr. Nguyen Khanh Phuc	Director of Personal Banking Division, member of the Board	Re-appointed on 5 March 2022
Ms. Nguyen Diep Anh	Director of Finance Department	Re-appointed on 30 June 2021
Mr. Bui Quoc Viet	Chief Accountant	Re-appointed on 29 June 2020

## LEGAL REPRESENTATIVE

The legal representative of the Bank during the year and at the date of this report is Mr. Dao Manh Khang, Chairman of the Board of Directors.

Ms. Le Thi Bich Phuong - Acting General Director is authorised to sign the accompanying summary consolidated financial statements for the financial year ended 31 December 2022 in accordance with Letter of Authorization No. 06/UQ-HDQT.22 dated 3 March 2022 by Chairman of the Board of Directors.

## AUDITORS

The auditor of the Bank is Ernst & Young Vietnam Limited.

## INDEPENDENT AUDITORS' REPORT ON THE SUMMARY CONSOLIDATED FINANCIAL STATEMENTS

60752689/22994583-HN-BCTT

To: The Shareholders An Binh Commercial Joint Stock Bank

The summary consolidated financial statements prepared on 28 March 2023 and set out on pages from 6 to 11, which comprise the summary consolidated statement of financial position as at 31 December 2022, the summary consolidated income statement and the summary consolidated statement of cash flows for the year then ended, which are derived from the audited consolidated financial statements of An Binh Commercial Joint Stock Bank ("the Bank") and its subsidiaries for the year ended 31 December 2022. We have expressed an unmodified opinion on the consolidated financial statements in our report dated 30 March 2023. Those consolidated financial statements and the summary consolidated financial statements do not reflect the effects of events that occurred subsequent to the date of our report on those consolidated financial statements.

The summary consolidated financial statements do not comprise all disclosures as required by the Vietnamese Accounting Standards, Vietnamese Accounting System for credit institutions and the statutory requirements relevant to the preparation and presentation of the consolidated financial statements. Accordingly, reading the summary consolidated financial statements is not a substitute for reading the consolidated financial statements of the Bank and its subsidiaries.

### Management's responsibility

The Bank's management is responsible for the preparation and fair presentation of these summary consolidated financial statements, which comprise the summary consolidated statement of financial position as at 31 December 2022, the summary consolidated income statement and the summary consolidated statement of cash flows for the year then ended for the purpose of publishing the financial statements in accordance with Paragraph 11, Article 1, Circular No. 49/2014/TT-NHNN dated 31 December 2014 on modification and supplementation to certain articles of the Financial Reporting Regime for credit institutions promulgated in Decision No. 16/2007/QĐ-NHNN dated 18 April 2007 and Chart of Accounts for credit institutions promulgated in Decision No. 479/2004/QĐ-NHNN dated 29 April 2004.

### Auditors' responsibility

Our responsibility is to express an opinion on the summary consolidated financial statements based on our audit. We conducted our audit in accordance with Vietnamese Standard on Auditing No. 810 - "Engagements on summary financial statements".

### Opinion

In our opinion, the summary consolidated financial statements - derived from the audited consolidated financial statements for the year ended 31 December 2022 of the Bank and its subsidiaries - are consistent, in all material respects, in compared with the audited consolidated financial statements in accordance with Paragraph 11, Article 1, Circular No. 49/2014/TT-NHNN dated 31 December 2014 on modification and supplementation to certain articles of the Financial Reporting Regime for credit institutions promulgated in Decision No. 16/2007/QĐ-NHNN dated 18 April 2007 and Chart of Accounts for credit institutions promulgated in Decision No. 479/2004/QĐ-NHNN dated 29 April 2004.

Ernst & Young Vietnam Limited



Nguyễn Phương Nga  
Deputy General Director  
Audit Practicing Registration  
Certificate No. 0763-2019-004-1

Huynh Nhat Hung  
Auditor  
Audit Practicing Registration  
Certificate No. 5040-2019-004-1

Ho Chi Minh City, Vietnam  
30 March 2023

**SUMMARY CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

as at 31 December 2022

	Ending balance VND million	Beginning balance VND million
<b>ASSETS</b>		
Cash on hand	480,517	485,554
Balances with the State Bank of Vietnam	2,705,647	4,400,485
<b>Due from and loans to other credit institutions</b>	<b>20,494,540</b>	<b>21,402,118</b>
Due from other credit institutions	20,494,540	16,912,324
Loans to other credit institutions	-	4,489,794
<b>Securities held for trading</b>	<b>134,799</b>	<b>4,875,651</b>
Securities held for trading	134,799	4,876,884
Provision for securities held for trading	-	(1,233)
<b>Derivatives and other financial assets</b>	<b>440,445</b>	<b>115,879</b>
<b>Loans to customers</b>	<b>80,984,119</b>	<b>68,173,079</b>
Loans to customers	82,010,652	68,983,999
Provision for loans to customers	(1,026,533)	(810,920)
<b>Purchased debts</b>	<b>1,042,125</b>	<b>152,085</b>
Purchased debts	1,050,000	153,234
Provision for purchased debts	(7,875)	(1,149)
<b>Investment securities</b>	<b>17,437,307</b>	<b>17,011,398</b>
Available-for-sale securities	16,820,211	15,346,848
Held-to-maturity securities	659,385	1,981,370
Provision for investment securities	(42,289)	(316,820)
<b>Long-term investments</b>	<b>116,936</b>	<b>116,936</b>
Other long-term investments	116,936	116,936
<b>Fixed assets</b>	<b>1,074,384</b>	<b>913,863</b>
<i>Tangible fixed assets</i>	<i>583,336</i>	<i>551,507</i>
Cost	1,243,279	1,161,903
Accumulated depreciation	(659,943)	(610,396)
<i>Intangible fixed assets</i>	<i>491,048</i>	<i>362,356</i>
Cost	800,899	639,707
Accumulated amortization	(309,851)	(277,351)
<b>Investment properties</b>	<b>67,488</b>	<b>68,734</b>
Cost	74,030	74,030
Accumulated depreciation	(6,542)	(5,296)
<b>Other assets</b>	<b>5,168,338</b>	<b>3,221,022</b>
Receivables	3,061,716	1,391,501
Interest and fees receivable	1,050,130	768,978
Other assets	1,267,700	1,283,151
Provision for other assets	(211,208)	(222,608)
<b>TOTAL ASSETS</b>	<b>130,146,645</b>	<b>120,936,804</b>

**SUMMARY CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

as at 31 December 2022 (continued)

	Ending balance VND million	Beginning balance VND million
<b>LIABILITIES</b>		
<b>Due to and borrowings from other credit institutions</b>	<b>22,181,282</b>	<b>27,415,045</b>
Due to other credit institutions	19,401,424	19,894,693
Borrowings from other credit institutions	2,779,858	7,520,352
<b>Due to customers</b>	<b>84,124,615</b>	<b>67,839,732</b>
<b>Grants, entrusted funds and loans exposed to risks</b>	<b>214,756</b>	<b>558,561</b>
<b>Valuable papers issued</b>	<b>7,700,000</b>	<b>11,405,930</b>
<b>Other liabilities</b>	<b>2,872,599</b>	<b>1,988,475</b>
Interest and fees payable	2,055,708	1,426,104
Other payables	816,891	562,371
<b>TOTAL LIABILITIES</b>	<b>117,093,252</b>	<b>109,207,743</b>
<b>OWNERS' EQUITY</b>		
<b>Capital</b>	<b>9,444,744</b>	<b>7,005,272</b>
Charter capital	9,409,471	6,969,999
Fund for capital expenditure	994	994
Share premium	34,279	34,279
<b>Reserves</b>	<b>1,083,659</b>	<b>1,057,282</b>
<b>Retained earnings</b>	<b>2,524,990</b>	<b>3,666,507</b>
<b>TOTAL OWNERS' EQUITY</b>	<b>13,053,393</b>	<b>11,729,061</b>
<b>TOTAL LIABILITIES AND OWNERS' EQUITY</b>	<b>130,146,645</b>	<b>120,936,804</b>

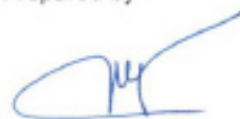
**SUMMARY CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

as at 31 December 2022 (continued)

**OFF-BALANCE SHEET ITEMS**

	Current year VND million	Previous year VND million
Contingent liabilities and commitments	102,907,266	354,964,003
▶ Foreign exchange commitments	94,405,275	348,211,786
» Buying foreign currencies	14,701,079	80,810,186
» Selling foreign currencies	14,615,886	80,777,940
» Swap contracts	65,088,310	186,623,660
▶ Irrevocable loan commitments	30,493	42,645
▶ Letters of credit	2,877,343	581,602
▶ Other guarantees	5,437,124	4,836,145
▶ Other commitments	157,031	1,291,825
Interest and fees receivable but not collected yet	839,596	832,607
Bad debts written off	7,739,655	6,629,869
Assets and other documents	1,987,011	4,115,565

Prepared by



Mr. Nguyen Cong Anh  
Head of General Accounting  
Department

Ho Chi Minh City, Vietnam  
28 March 2023

Reviewed by



Mr. Bui Quoc Viet  
Chief Accountant



Ms. Le Thi Bich Phuong  
Acting General Director

**SUMMARY CONSOLIDATED INCOME STATEMENT**

for the year ended 31 December 2022

	Current year VND million	Previous year VND million
Interest and similar income	8,160,575	6,467,259
Interest and similar expenses	(4,395,195)	(3,402,696)
<b>Net interest and similar income</b>	<b>3,765,380</b>	<b>3,064,563</b>
Fee and commission income	931,817	611,076
Fee and commission expenses	(699,775)	(258,837)
<b>Net fee and commission income</b>	<b>232,042</b>	<b>352,239</b>
<b>Net gain from trading of foreign currencies</b>	<b>192,865</b>	<b>412,046</b>
<b>Net (loss)/gain from securities held for trading</b>	<b>(56,174)</b>	<b>249,184</b>
<b>Net (loss)/gain from investment securities</b>	<b>(21,343)</b>	<b>202,878</b>
Other operating income	375,338	235,134
Other operating expenses	(28,702)	(64,441)
<b>Net gain from other operating activities</b>	<b>346,636</b>	<b>170,693</b>
<b>Net gain from investments in other entities</b>	<b>26,448</b>	<b>84,120</b>
<b>TOTAL OPERATING INCOME</b>	<b>4,485,854</b>	<b>4,535,723</b>
Personnel expenses	(1,038,874)	(991,083)
Depreciation and amortization charges	(88,410)	(89,243)
Other operating expenses	(879,252)	(749,537)
<b>TOTAL OPERATING EXPENSES</b>	<b>(2,006,536)</b>	<b>(1,829,863)</b>
<b>Net operating profit before provision expense for credit losses</b>	<b>2,479,318</b>	<b>2,705,860</b>
Provision expenses for credit losses	(776,913)	(747,051)
<b>PROFIT BEFORE TAX</b>	<b>1,702,405</b>	<b>1,958,809</b>
Current corporate income tax expenses	(345,675)	(398,831)
<b>Corporate income tax expenses</b>	<b>(345,675)</b>	<b>(398,831)</b>
<b>PROFIT AFTER TAX</b>	<b>1,356,730</b>	<b>1,559,978</b>
<i>Basic earnings per share (VND/share)</i>	<b>1,442</b>	<b>1,954</b>

Prepared by



Mr. Nguyen Cong Anh  
Head of General Accounting  
Department

Ho Chi Minh City, Vietnam  
28 March 2023

Reviewed by



Mr. Bui Quoc Viet  
Chief Accountant



Ms. Le Thi Bich Phuong  
Acting General Director

**SUMMARY CONSOLIDATED STATEMENT OF CASH FLOWS**

for the year ended 31 December 2022

	Current year VND million	Previous year VND million
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Interest and similar receipts	8,014,828	6,498,142
Interest and similar payments	(3,870,723)	(3,538,394)
Net fee and commission receipts	232,042	352,239
Net receipts from trading of securities, gold and foreign currencies	54,753	1,062,439
Receipts from other activities	(428)	(13,931)
Collection of bad debts previously written off	345,889	182,675
Payments to employees and other operating expenses	(1,918,124)	(1,757,276)
Corporate income tax paid during the year	(431,975)	(347,781)
<b>Net cash flows from operating activities before changes in operating assets and liabilities</b>	<b>2,426,262</b>	<b>2,438,113</b>
<b>Changes in operating assets</b>		
Decrease/(increase) in due from and loans to other credit institutions	4,405,211	(829,604)
Decrease/(increase) in investment securities	4,590,707	(3,220,646)
Increase in derivatives and other financial assets	(324,566)	(115,879)
Increase in loans to customers	(13,923,419)	(5,580,733)
Decrease utilization of provision to write-off loans to customers, securities and long-term investments	(907,332)	(784,565)
(Increase)/decrease in other assets	(1,606,890)	509,703
<b>Changes in operating liabilities</b>		
(Decrease)/increase in due to and borrowings from other credit institutions	(5,233,763)	912,344
Increase/(decrease) in due to customers	16,284,883	(4,668,489)
Decrease in derivatives and other financial liabilities	-	(74,782)
(Decrease)/increase in valuable papers issued	(3,705,930)	5,800,000
Decrease in grants, entrusted funds and loans exposed to risks	(343,805)	(379,191)
Increase in other liabilities	340,820	79,218
<b>Net cash from/(used in) operating activities</b>	<b>2,002,178</b>	<b>(5,914,511)</b>

**SUMMARY CONSOLIDATED STATEMENT OF CASH FLOWS**

for the year ended 31 December 2022 (continued)

	Current year VND million	Previous year VND million
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of fixed assets	(285,844)	(53,253)
Proceeds from disposal of fixed assets	1,476	3,981
Proceeds for investments in other entities	53,500	89,681
Dividends received from long-term investments	26,448	6,608
<b>Net cash (used in)/from investing activities</b>	<b>(204,420)</b>	<b>47,017</b>
<b>CASH FLOWS FROM FINANCING ACTIVITY</b>		
Capital contribution from share issuance	-	1,291,164
<b>Net cash from financing activities</b>	<b>-</b>	<b>1,291,164</b>
<b>Net cash flows during the year</b>	<b>1,797,758</b>	<b>(4,576,330)</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>21,794,363</b>	<b>26,370,693</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>23,592,121</b>	<b>21,794,363</b>

Prepared by



Mr. Nguyen Cong Anh  
Head of General Accounting  
Department

Ho Chi Minh City, Vietnam  
28 March 2023

Reviewed by



Mr. Bui Quoc Viet  
Chief Accountant



Ms. Le Thi Bích Phương  
Acting General Director



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