



Vietnam Maritime Commercial Joint Stock Bank

EARNINGS PRESENTATION 3Q2022

November 9th, 2022



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CEO



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1. Financial performance Q3 & 9M2022

Key performance highlight

9M22 PBT

4,824 VND bn

▲16.85% YoY
~70.9% of 2022 target

Credit growth¹

10.2% YTD

Latest credit quota of 10.2%

CASA ratio

38.25%

#3 in the sector

NIM (TTM)

4.34%

The highest level in 6 latest quarters

NPL²

1.08%

vs 1.15% (31/12/2021)

CAR

12.68% YTD

vs 11.52% (31/12/2021)

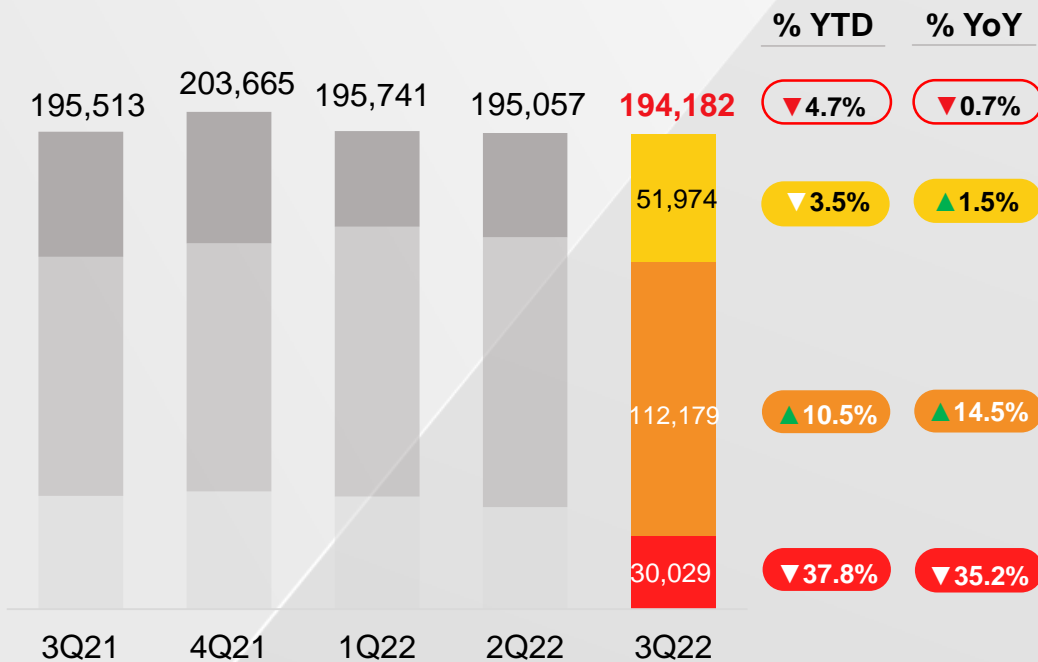
Note: 1: Consolidated data

2: Data of parent bank according to Cir. 11/2021/TT-NHNN

Asset structure focused on core lending business, diversified funding structure with sustainable growth in equity

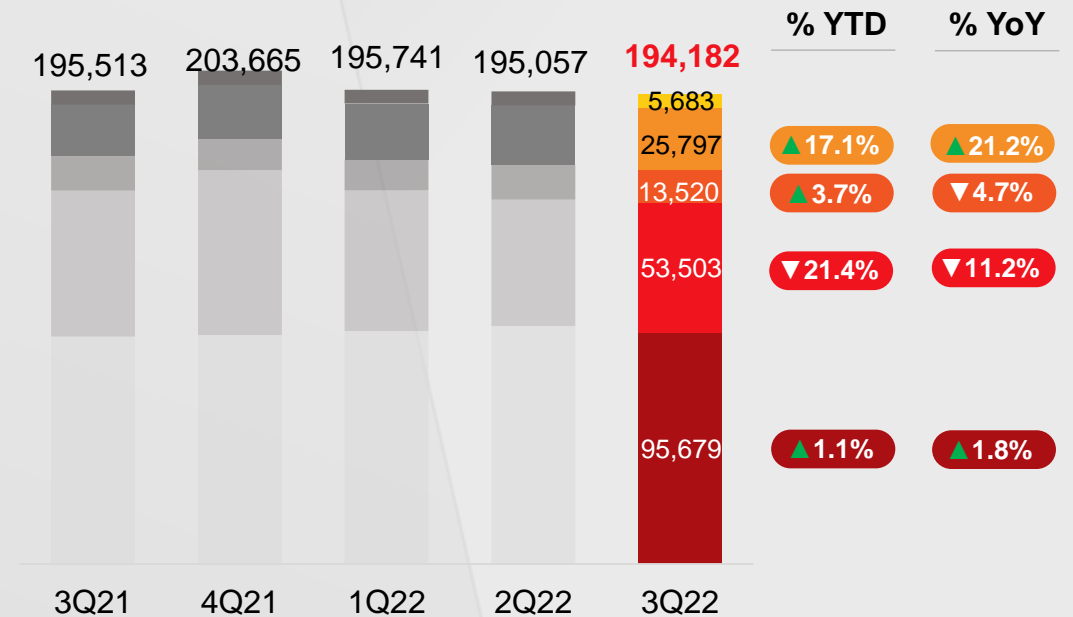
Total Assets (VND bn)

■ Investment bonds¹ ■ Customer loans ■ Other assets



Total Liabilities & Equity (VND bn)

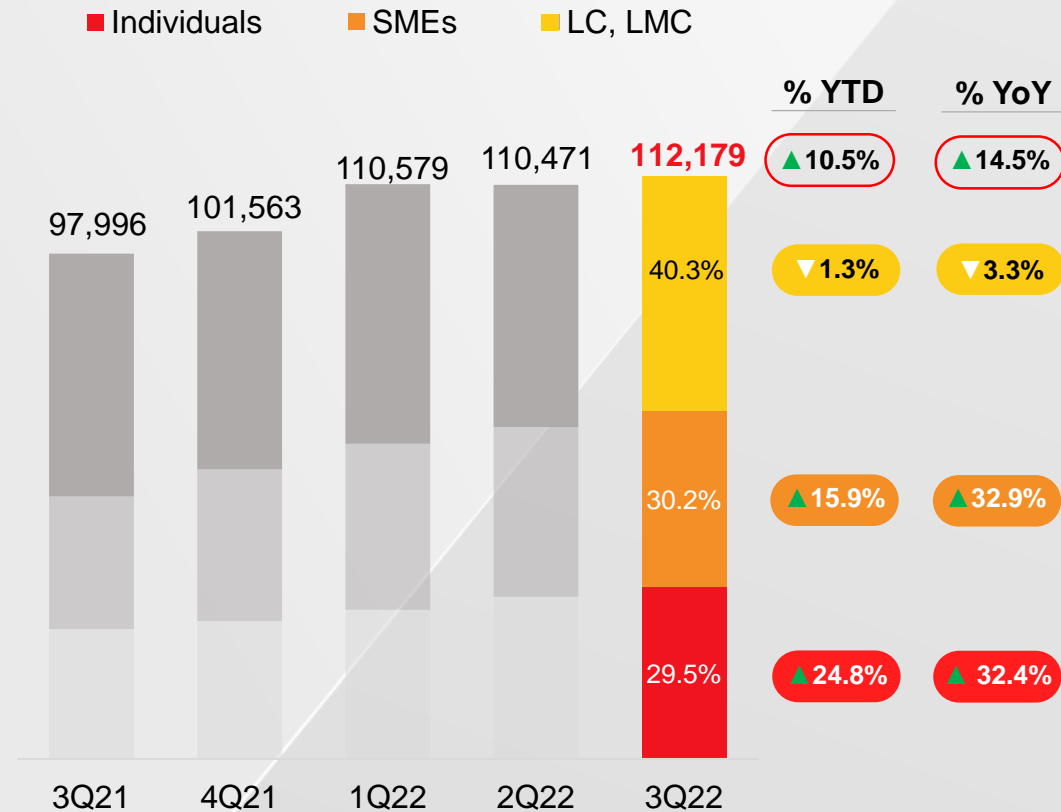
■ Customer deposit ■ Interbank
■ Valuable papers ■ Equity
■ Other liabilities



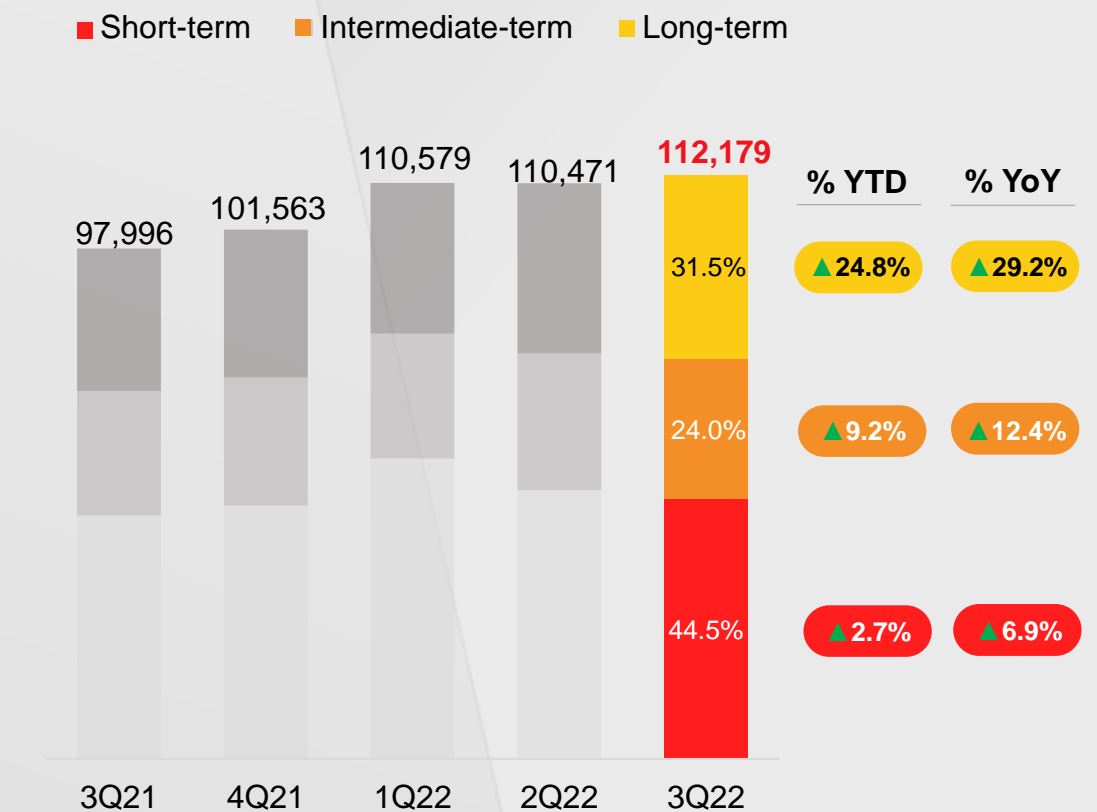
Note: 1: Investment bonds excluded VAMC bonds

Credit portfolio shifted towards individual and SME segments aligned with the bank's strategy

Customer loans by segment (VND bn)

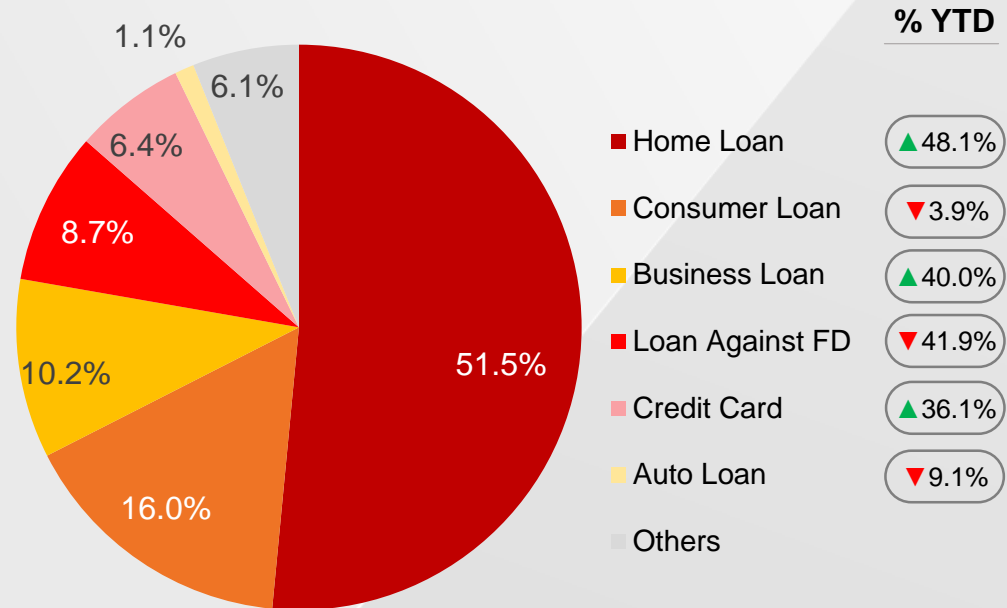


Customer loans by tenor (VND bn)

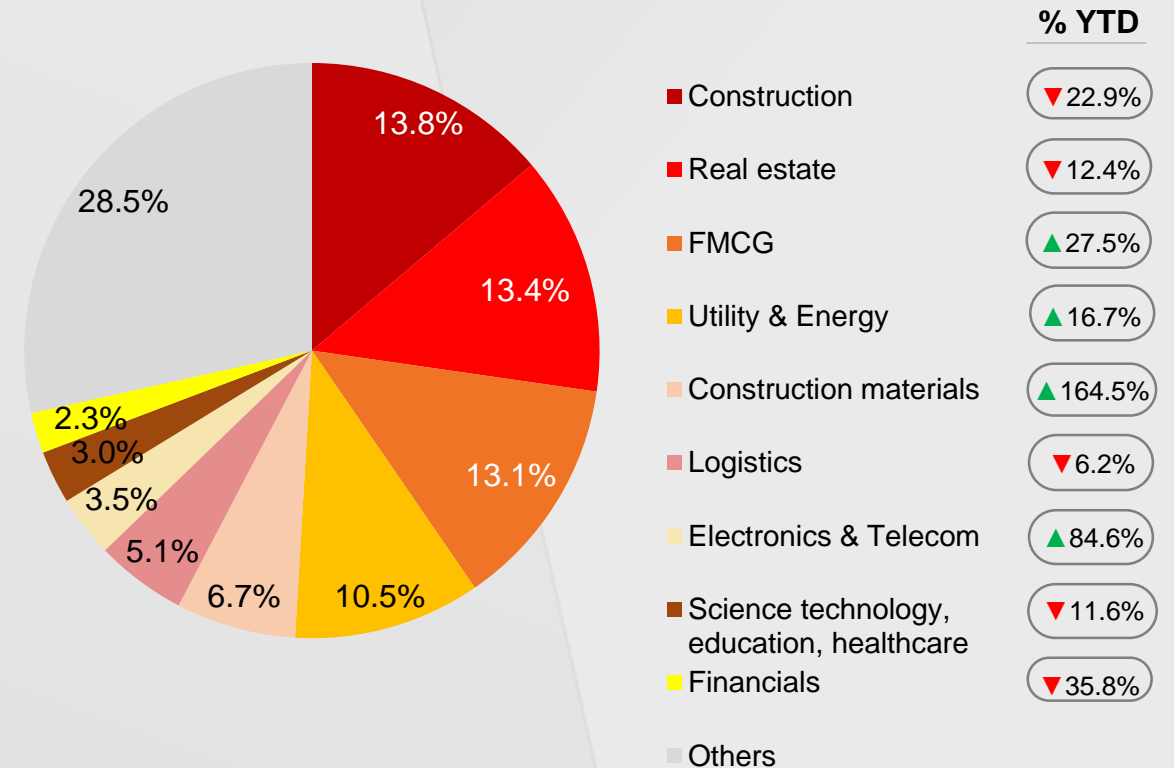


Loan portfolio was diversified and reduced in high-risk sectors, retail loan was driven by demand for home loan

Retail loan portfolio by product as of Sep 30

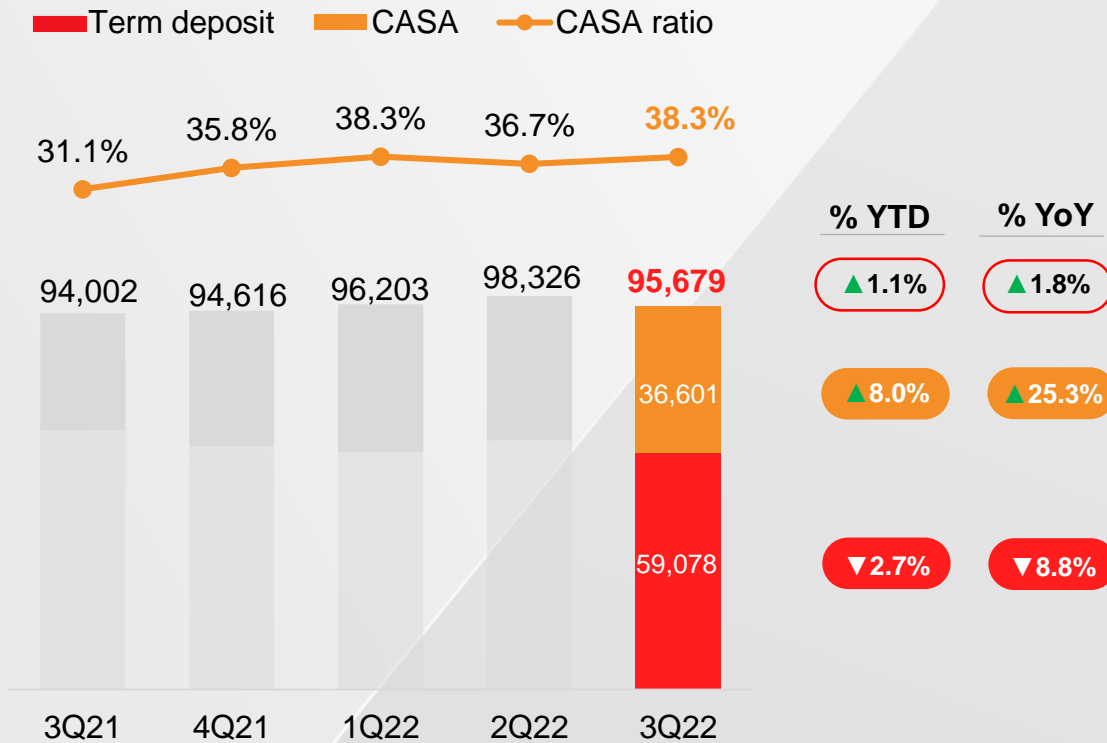


Corporate loan portfolio by sector as of Sep 30

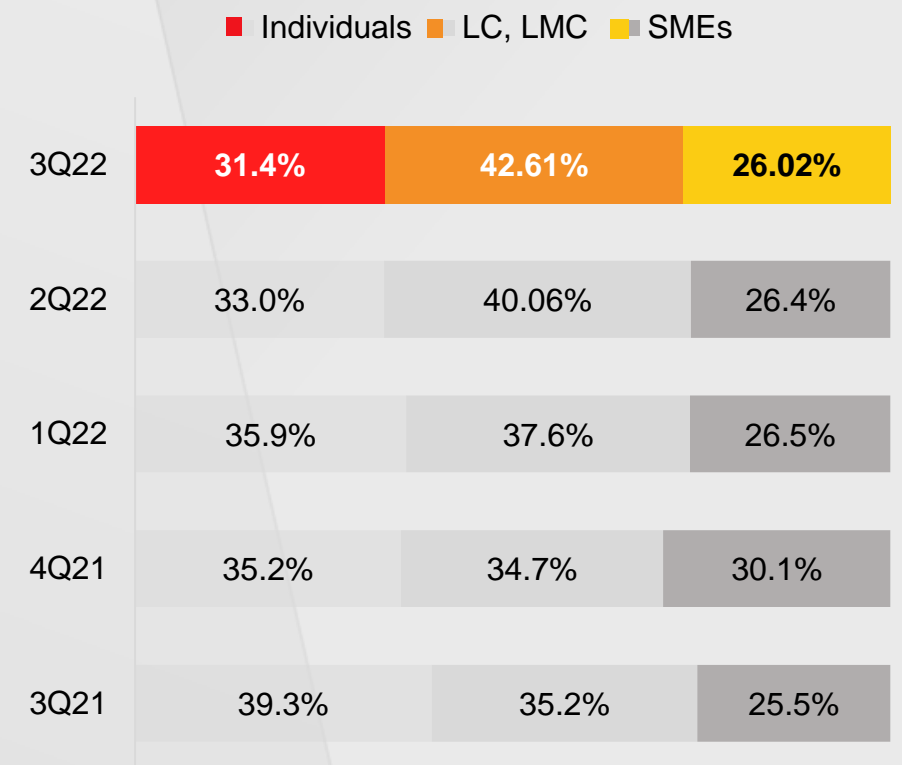


CASA attraction was the spotlight with diversified contributions from all segments. MSB maintained in the top 3 of the sector in terms of CASA ratio

Customer deposit by segment (VND bn)

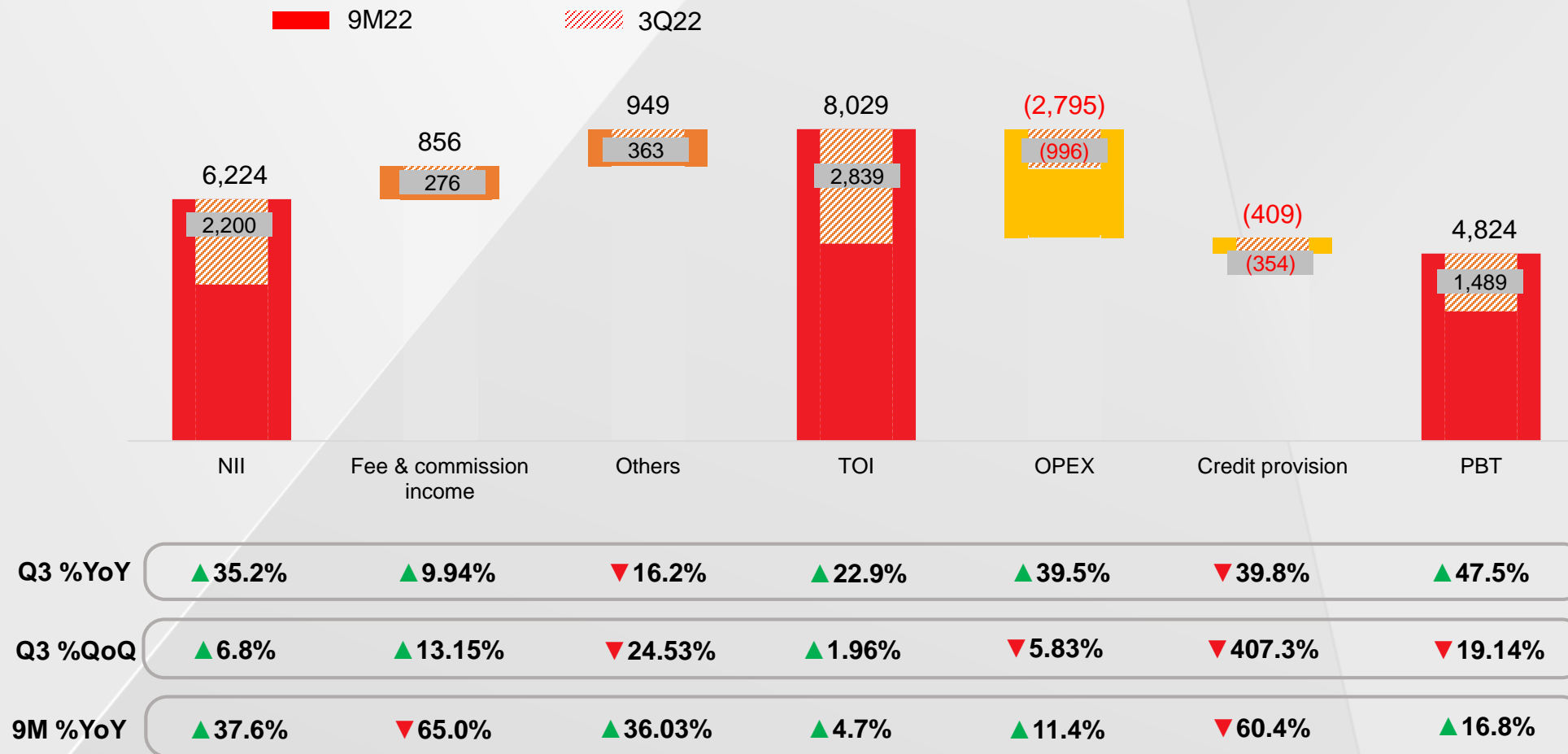


Contribution in CASA



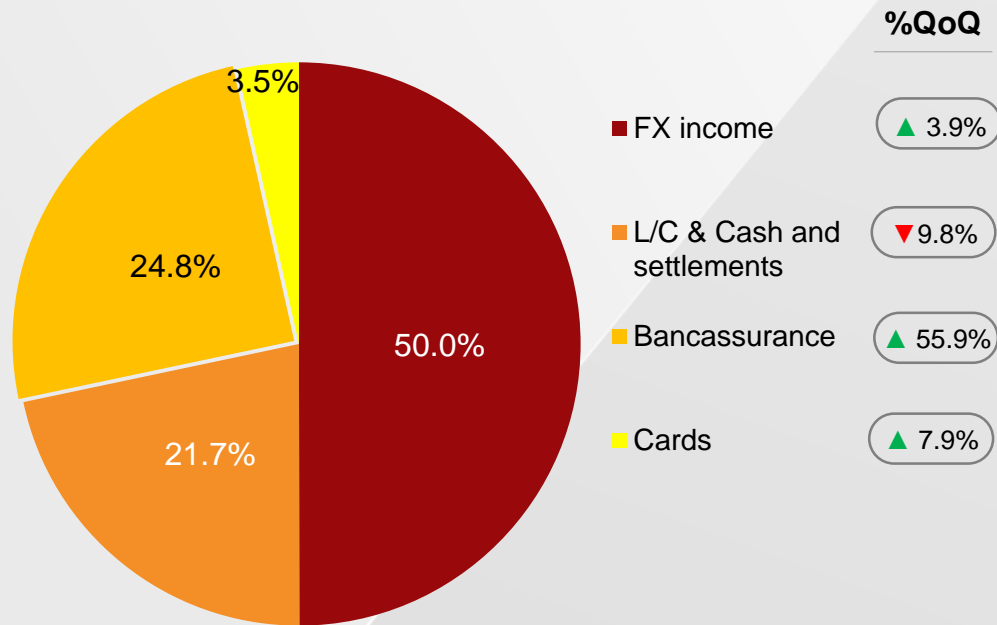
9M22 PBT growth thanks to core lending, FX and securities trading businesses

Q3 & 9M2022 Earnings breakdown (VND bn)

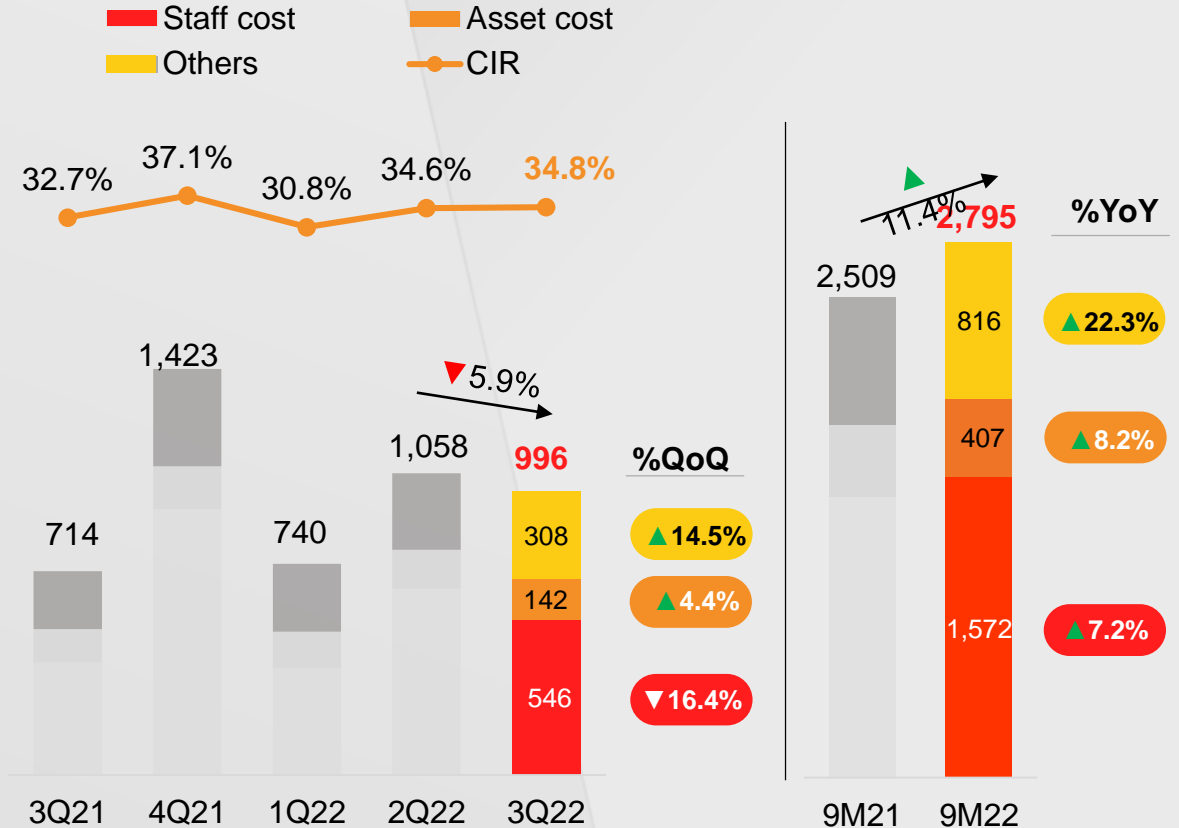


Strong growth of banca sales in NFI, CIR inched up but still maintained at a well-controlled level

3Q22 Fee income breakdown



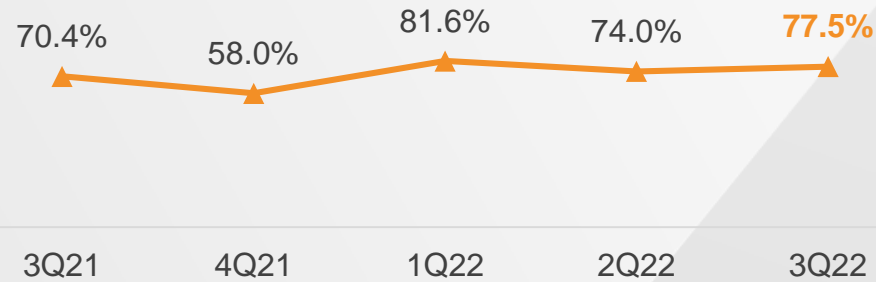
OPEX & CIR¹ (VND bn)



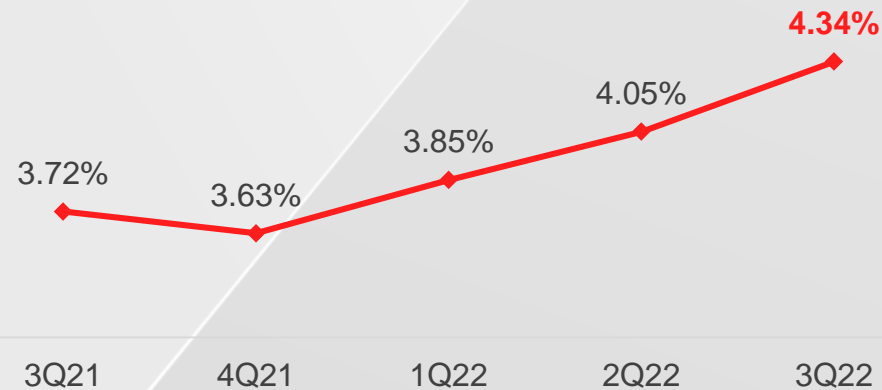
Note: 1: YTD CIR

Achieved the highest NIM level of 6 latest quarters despite the pressure of increasing funding cost environment

NII/TOI

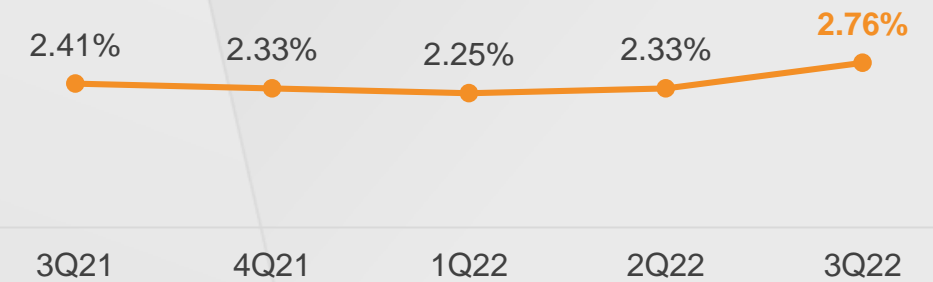


Net interest margin (NIM)¹

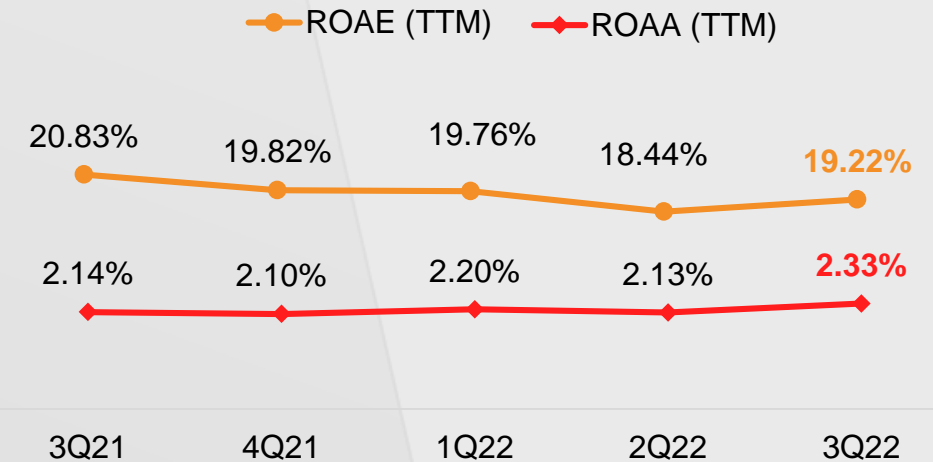


Note: 1: NIM, ROAE & ROAA: trailing 12-month

Funding cost



Profitability¹

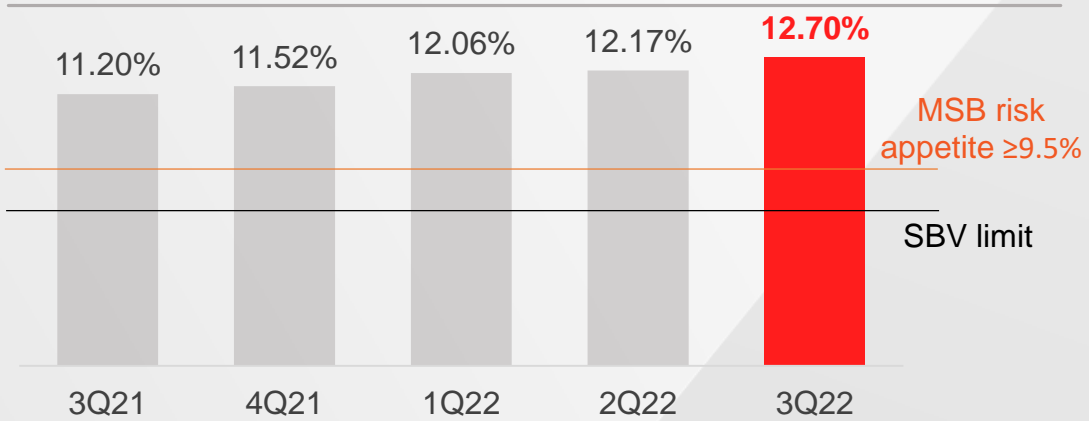




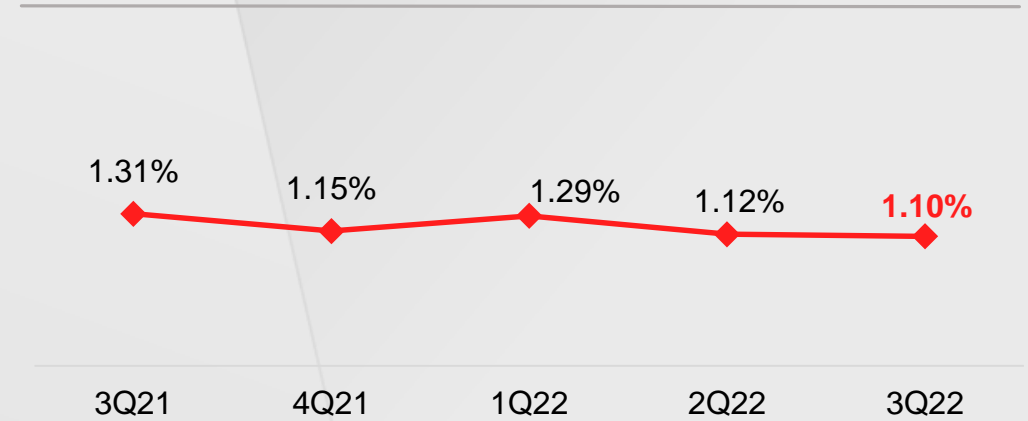
2. Risk management

Put effort to enhance capital base and maintain NPL at a low level. Restructured loan balance continued to decline

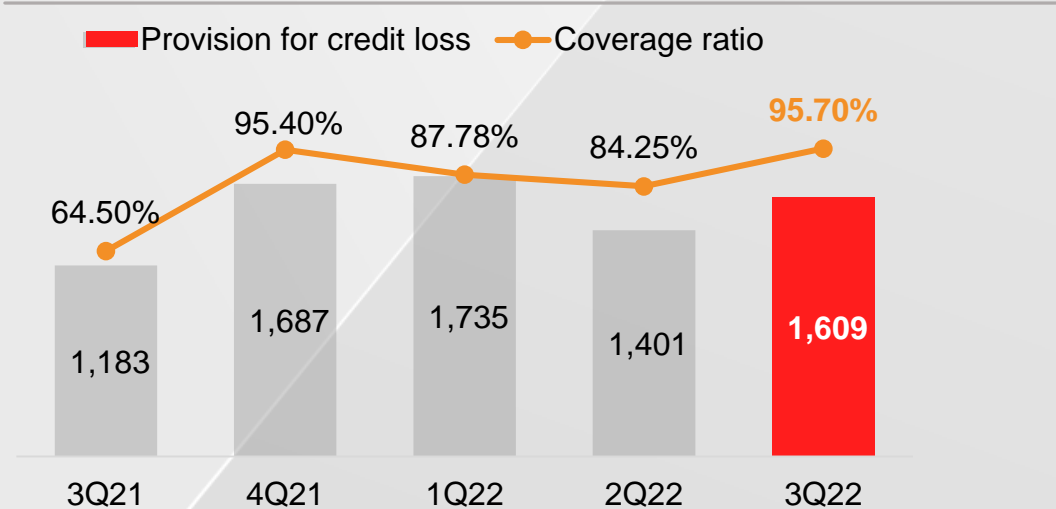
Capital adequacy ratio (CAR)¹



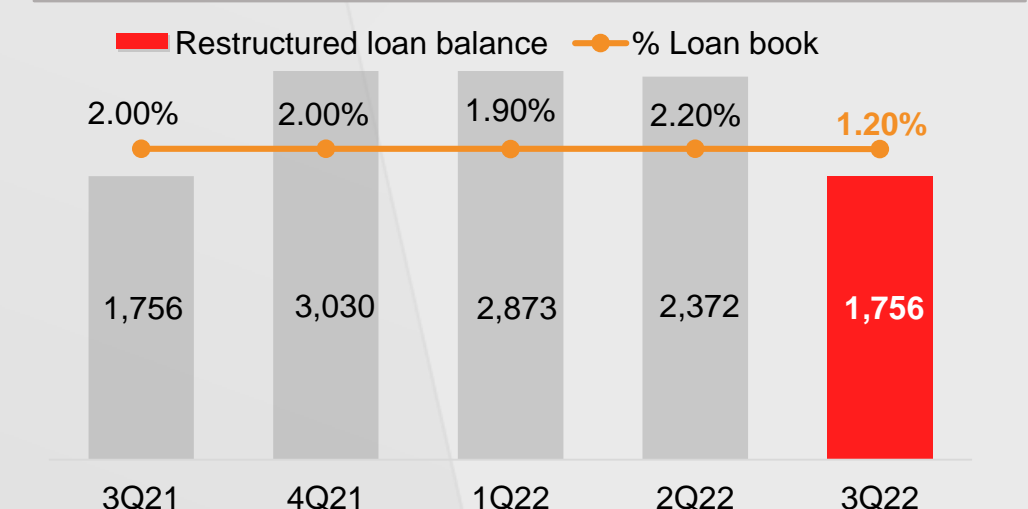
Non-performing loan (NPL)²



Loan loss provision (VND bn)



Restructured loan (VND bn)

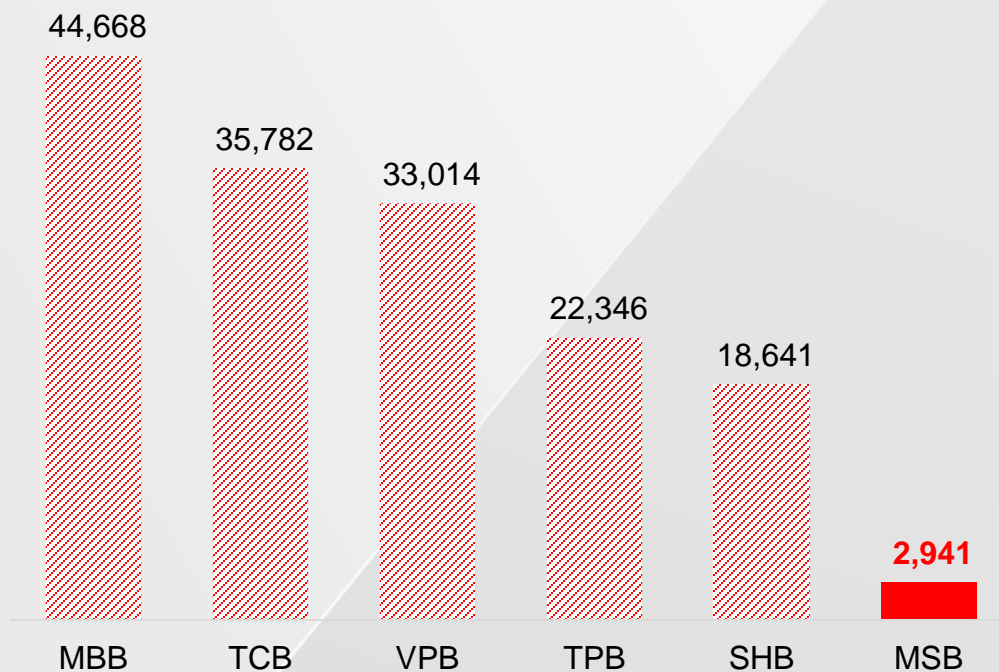


Note: 1. 2017-2018 under Cir. 36/2014/TT-NHNN, since 2019 under Cir. 41/2016/TT-NHNN

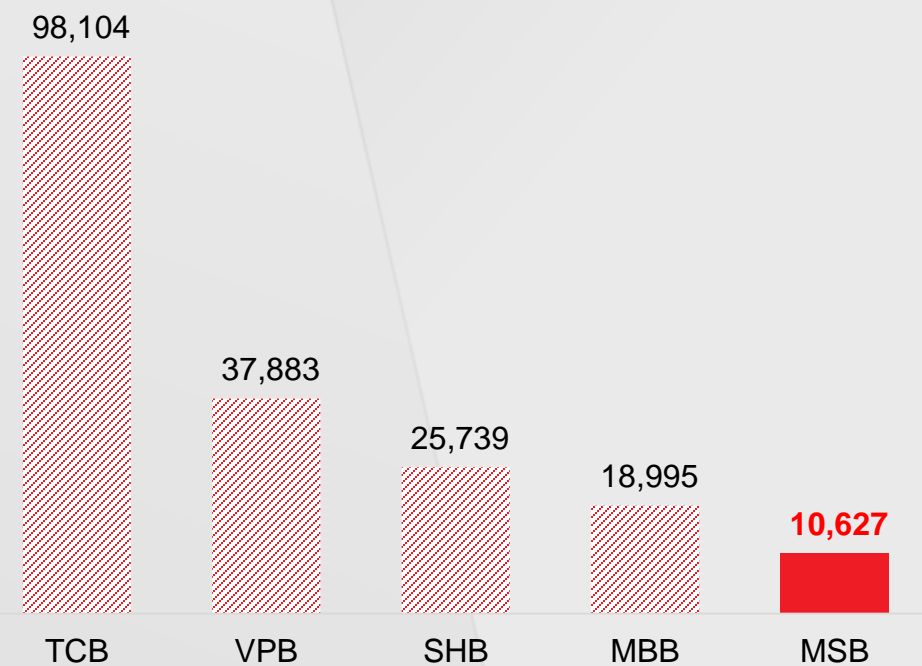
2: Calculated according to Cir. 02/2013/TT-NHNN for 2017-2020, Cir. 11/2021/TT-NHNN for 2021 onwards

Well-controlled corporate bond trading and lending business to real estate sector

Corporate bond balance as of Sep 30 (VND bn)

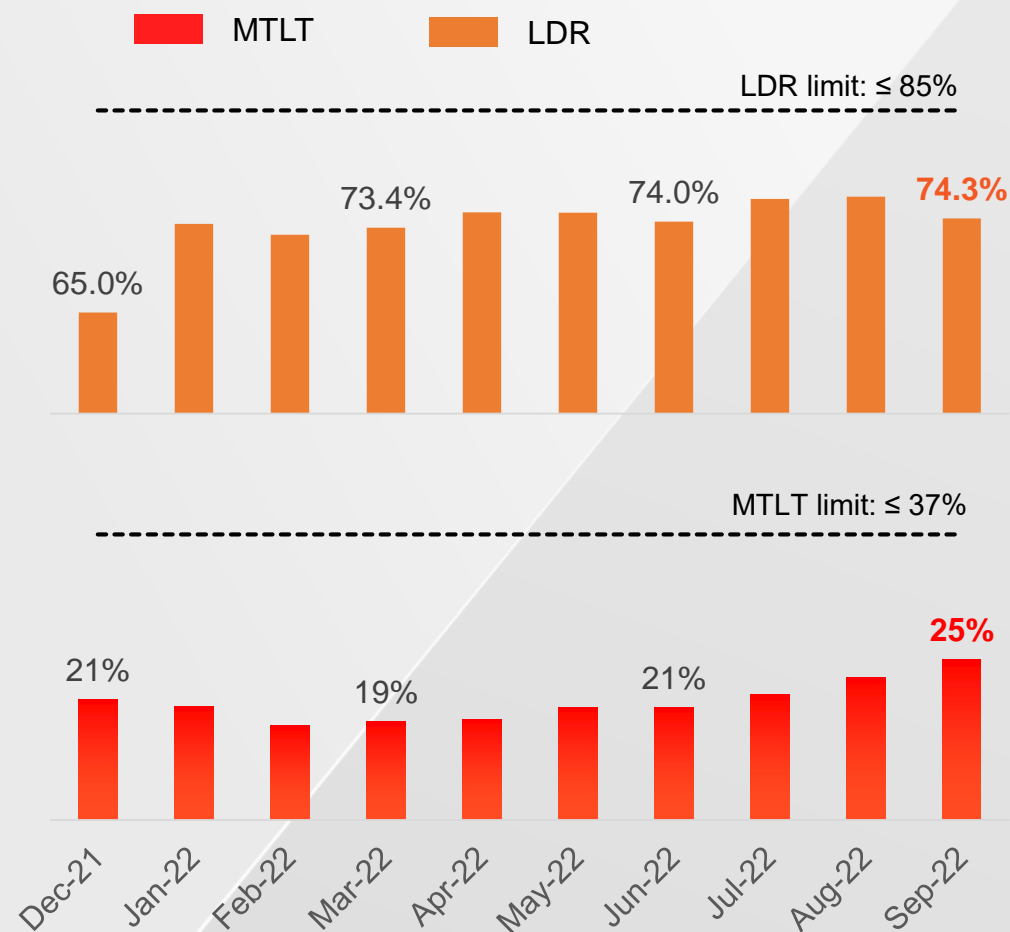


Real estate loan balance as of Sep 30 (VND bn)



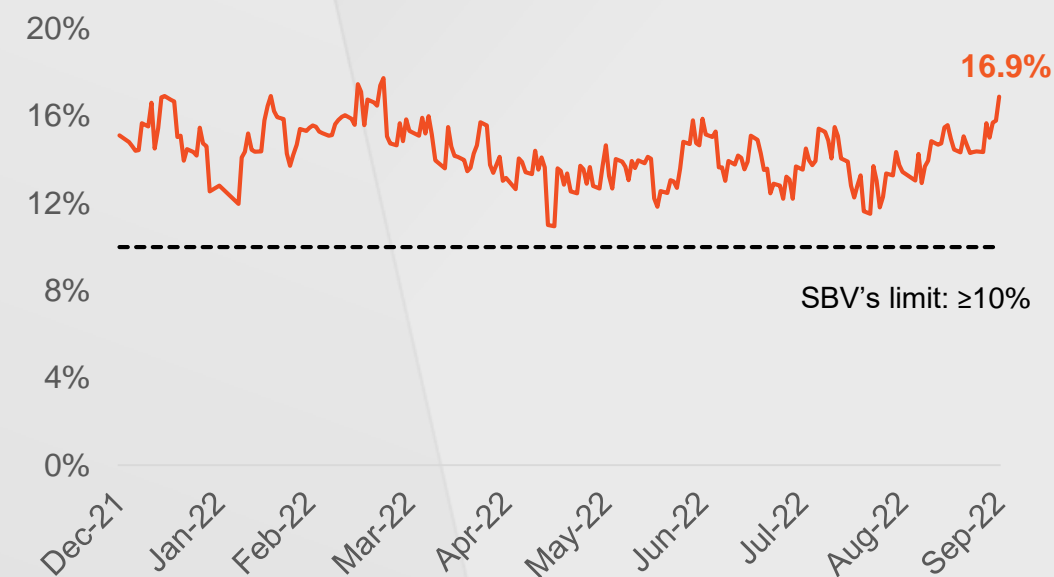
Liquidity ratios remained compliance with statutory requirements

LDR¹ and Statutory medium & long-term loans (MTLT)



Note: 1: LDR of parent bank only, calculated according to Cir. 02/2013/TT-NHNN

Liquidity coverage ratio





3. Outlook FY2022-2024

Financial guideline for period 2022 – 2024, Vision to be in the top 5 private joint stock commercial banks

| | 2022 – 2024F |
|-------------------------------|----------------------------|
| SCALE | Total assets |
| | ▲ 15 – 17%/year |
| | Equity |
| | ▲ 30%/year |
| GROWTH | CASA ratio |
| | 35 – 40% |
| | Credit growth ¹ |
| | 20 – 30% |
| PROFITABILITY & ASSET QUALITY | TOI |
| | ▲ 20 – 30%/year |
| | Fee income |
| | ▲ 30%/year |
| | Banca sales |
| | ▲ 25 – 30%/year |
| | PBT |
| | ▲ 20 – 30%/year |
| | ROE |
| | 20 – 22%/year |
| | ROA |
| | 2.5 – 2.8%/year |
| | NPL |
| | < 3% |
| | CAR |
| | > 11% |

Note: 1: Depends on SBV approval

Key strategies moving forward

CUSTOMER-ORIENTATION

Strategic focus on growing Retail & SME:

- ❖ Retail segment: salary-based individuals and business owners
- ❖ Standard SMEs from Manufacturing, Trading & Construction sectors
- ❖ Developed private banking business through strategic cooperation with Kaleido Bank

FOCUS ON TECHNOLOGY/ BANKING DIGITALIZATION

- ❖ Enhance customer experience, acquisition and lifetime value
- ❖ Continue focus on the adoption of the banking digitalization plan to improve the bank's competitiveness, productivity and to attract new customers

INCOME DIVERSIFICATION

- ❖ Leverage existing ecosystem
- ❖ Increase service income through cross-selling solutions
- ❖ Optimize MSB's leading position in government bond & FX trading activities

RISK MANAGEMENT

- ❖ Apply international standards: Basel III, IFRS
- ❖ Implement and upgrade automated loan appraisal processes, risk monitoring and post-disbursement warning system
- ❖ Integrate E&S criteria into risk management framework
- ❖ Enhance data security



Vietnam Maritime Commercial Joint Stock Bank

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