VPBank Securities

Banking Industry

Preparing for 2025

EARNINGS HIGHLIGHTS Q3 & 9M2024

9M2024 Industry PBT **218,206 billion** (+16.4% yoy, achieved 74.3% of our projected PBT for 2024.	NIM yoy growth **14/27 banks** (shows fierce competition among banks, despite COF decline)	Industry NPL **2.23%** (unchanged relative to the previous quarter)
Q3/2024 Industry PBT **70,143 billion** (-8% qoq, +18% yoy)	NII yoy growth of double digits **20/27 banks** (mainly due to COF control)	NPL continued to rise on a qoq basis in Q3 **14/27 banks**
Accomplished 75% or more of PBT guidance **11/27 banks**	COF decreased in Q3 **7/27 banks**	NPL grew ytd **15/27 banks**
Beat VN-Index ytd **15/27 banks**	Positive NoII yoy growth **11/27 banks**	LLR decreased qoq in Q3 **14/27 banks**
Credit growth >9% at the end of Q3 **20/27 banks**	Positive NFI yoy growth **13/27 banks**	LLR decreased ytd **17/27 banks**

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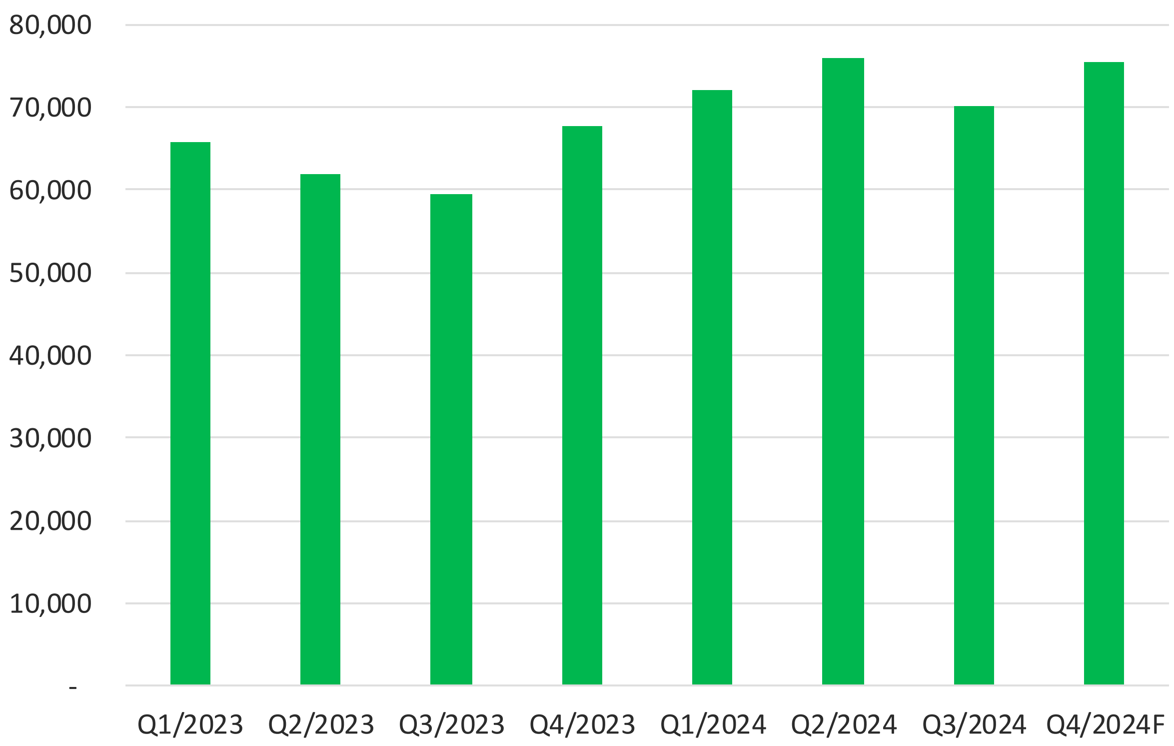
Key notes

- **By the end of 9M2024, PBT reached VND218,206 billion, achieving 74.3% of our forecast for 2024:** In Q3/2024 alone, PBT amounted to VND70,143 billion (+18% yoy), surpassing our forecast of a 11% growth and outperforming Q3/2023 results (-1.6% yoy).
- By the end of October 2024, the industry's credit growth reached 10.08% ytd. Several private banks reported strong credit growth in Q3 alone, including **TPB (+9.7%); BVB (+7.8%) and VIB (+7%).** In contrast, banks that experienced significant growth in the 1H2024, such as **LPB and ACB**, saw a slowdown, with only a 1% increase in Q3, despite having greater credit room compared to other banks.
- We observed **NIM narrowing by 20-30 bps across the majority of banks. The industry-wide CASA ratio slightly decreased** to 20.7% from 21.4% in the previous quarter, although it remains higher than the 19.3% recorded in Q3/2023. **Industry COF saw a significant decline** from 5.2% in Q3/2023 to 3.9% in Q3/2024. The narrowing of NIM has been observed over the past six months, and is expected to persist in the coming years given the intense competition and rising COF.
- We anticipate the continued appreciation of USD, driven by rising US bond yields particularly when Trump returns to power. This will likely pose challenges for the State Bank of Vietnam (SBV) in stabilizing the exchange rate to control inflation, especially as Vietnam's inflation approaches 4% as of October. The strengthening of the USD will result in higher foreign currency funding costs for banks, increasing their overall COF, rather than providing support as seen previously. As a result, **the CASA ratio will become increasingly critical to managing COF in the coming years**. Banks will need to enhance their services for retail customers to foster loyalty and encourage continued use of them as their primary payment accounts. Consequently, investment in technology will be essential for banks to stay competitive.
- **The industry's NPL ratio is expected to peak in Q3 before sideway or experiencing a slight decline in Q4:** Currently, the NPL ratio stands at 2.23%, unchanged from the previous quarter. However, we have observed a **qoq decrease in the LLR ratio across most banks, including state-owned institutions**. Group 2 debt in Q3/2024 decreased by 10.3% yoy, compared to an 83% yoy increase in Q3/2023, coupled with strong debt collection performance in retail banks, such as VPB (with a threefold yoy increase) and VIB (with a twofold yoy increase), provides positive indicators for NPL management. Despite these positive trends, given the uncertainties in the economic outlook for the coming year, the impact of Typhoon Yagi and the expiration of Circular 02&06, we expect the NPL ratio to go sideway next year compared to this year.
- **Impact of Typhoon Yagi:** The storm resulted in VND 13,500 non-life insurance claim cases, with total compensation payments of VND13,100 billion, which accounts for 16% of the total economic damage, estimated at VND81,800 billion. In the banking sector, approximately VND192,000 billion in outstanding loans were impacted, which is equivalent to more than 1% of the industry's total outstanding loans. While the affected loans represent only a small portion of the outstanding balance, banks acted swiftly to mitigate the impact by implementing measures such as reducing interest rates and extending repayment periods, thereby minimizing the storm's effect on the sector's business performance.
- Liquidity may need further support from the SBV as the industry’s pure LDR has increased to 104% and the gap between credit growth and deposit growth is currently ~4%.
- Trump's policies are expected to benefit businesses in the US, but may negatively impact businesses abroad, particularly small and medium-sized enterprises (SMEs) in Vietnam, which represent approximately 98% of all businesses in the country and play a vital role in contributing to GDP. This could hinder Vietnam's ability to achieve its GDP growth target of 7% by 2025. As a result, interest rates may need to remain low to support economic growth. Consequently, the banking industry's profits in 2025 are projected to see only modest growth compared to 2024.

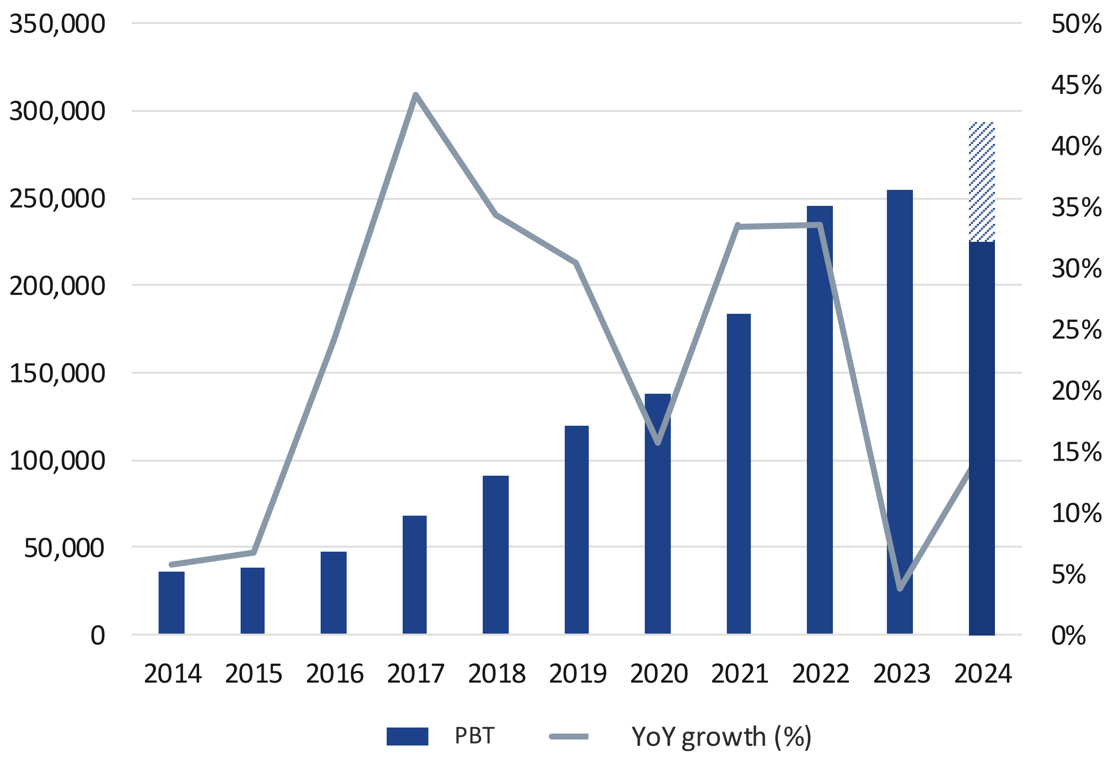
Q3.2024 Earnings Result

Industry PBT is forecast to grow by 15% yoy, reaching 74.3% of our 2024's PBT forecast

PBT of listed banks in Q4/2024 is expected to increase by 11% yoy
Unit: VNDb



PBT of listed banks is expected to increase by 15% yoy for 2024
Unit: VNDb; %yoy



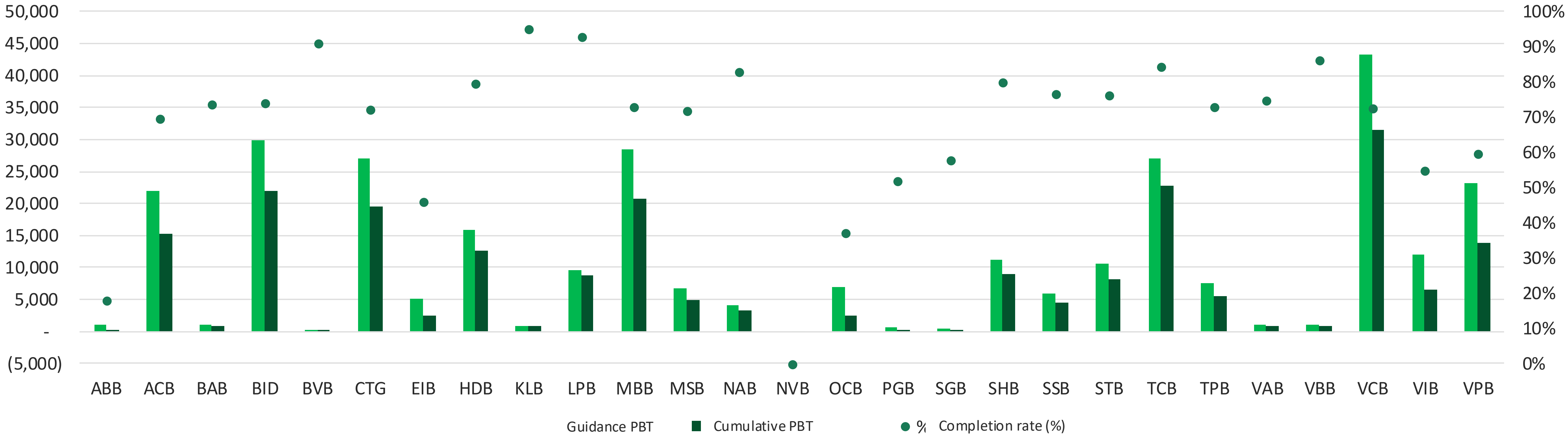
- PBT of all listed banks in Q3/2024 reached VND70,143 billion (+18% yoy), which beat our initial expectation of 11% growth. This performance was influenced by several unexpected factors from individual banks, such as LPB (which recorded extraordinary fee income exceeding VND1 trillion without providing clarification). Excluding this other income, LPB's PBT for Q3 would have declined yoy. Meanwhile, ABB reported a loss of VND343 billion, HDB exceeded twice our expectations with a 43% yoy growth, and TCB delivered stronger-than-expected NII results.
- We maintain our forecast for the industry's PBT for 2024 at VND293,649 billion. As of now, the entire listed industry has achieved 74.3% of our industry PBT forecast, which is in line with expectations that although the industry was impacted by Typhoon Yagi.

Sources: FS, VPBankS Research compiled, forecast

The entire industry achieved an average of 72% of PBT guidance

PBT guidance completion status as of Q3/2024

Unit: VNDb, %



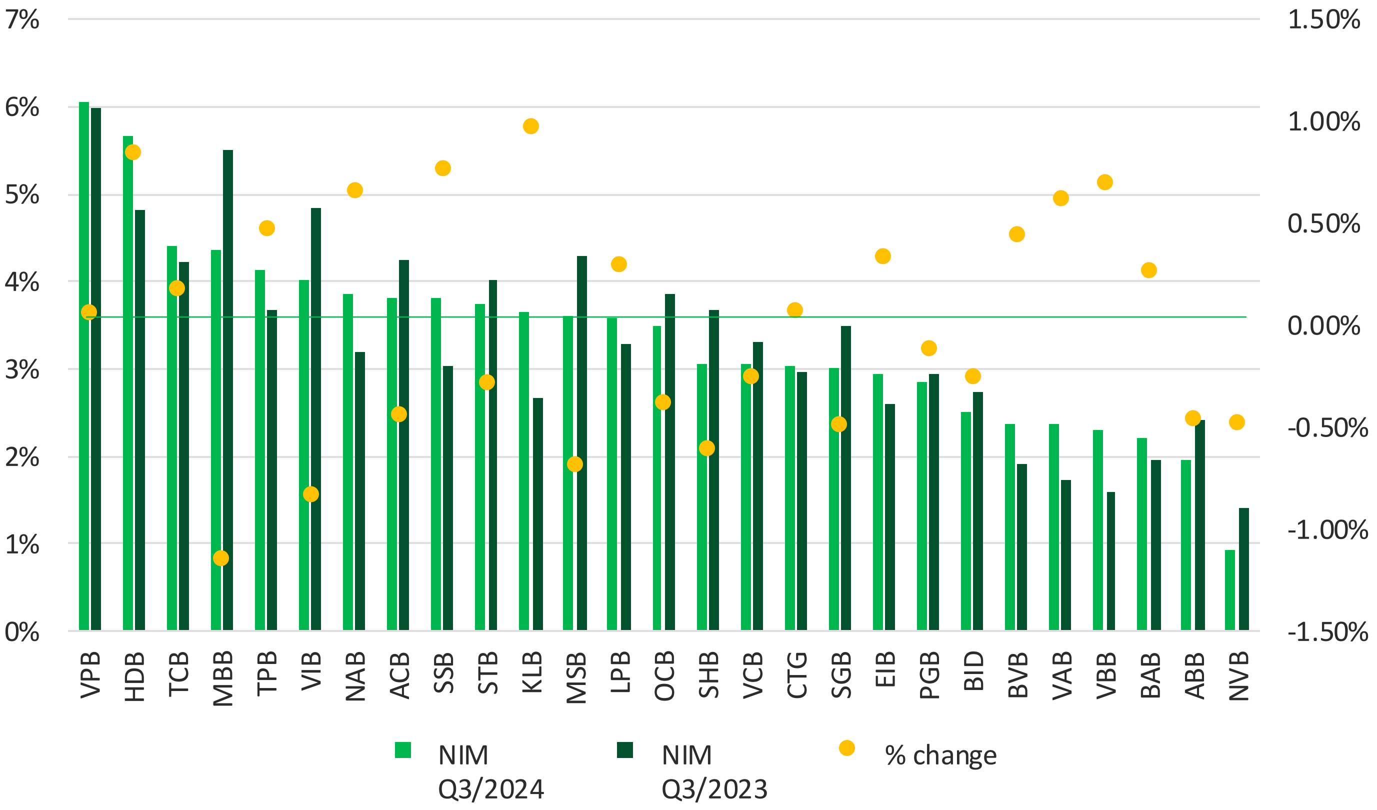
- The entire industry achieved an average of 72% of guidance (including only listed banks). However, when examining individual banks, only 11/27 banks achieved 75% or more of their PBT plan, with most of these banks being small and medium-sized such as BVB, KLB, LPB, NAB, SSB, VAB, and VBB; among the larger banks, only HDB, SHB, STB, and TCB met their PBT plans on schedule. Despite this, the overall industry still achieved a high level of PBT plan completion, as large banks such as BID, CTG, MBB, and VCB all exceeded 70% of their PBT targets. Additionally, the PBT plan completion rate of the eight largest non-state-owned banks reached an average of 72.2%.
- The bank with the weakest performance relative to its PBT plan is ABB, which has only completed 18% of its target and recorded a loss of VND 343 billion in Q3. In contrast, KLB has achieved the highest completion rate of 95% of its PBT plan, although the scale of both ABB and KLB remains small within the broader industry. Among the leading retail banks, VIB and VPB have completed only 55% and 60% of their PBT plans, respectively, indicating that retail credit has yet to fully recover and that competition within the retail sector is becoming increasingly intense.

Sources: FS, VPBankS Research compiled, forecast

Fierce competition among banks

NIM reflects fierce competition among banks

Unit: %



Ticker	NII Q3/2024	NII Q3/2023	% change
CTG	15,578	13,087	19%
BID	13,990	13,783	1%
VCB	13,578	12,596	8%
VPB	12,156	8,837	38%
MBB	10,417	9,812	6%
TCB	8,929	7,272	23%
HDB	7,773	4,916	58%
ACB	6,881	6,209	11%
STB	6,365	4,851	31%
VIB	4,060	4,321	-6%
LPB	3,778	2,633	43%
SHB	3,262	4,422	-26%
TPB	3,174	2,963	7%
SSB	2,797	1,638	71%
MSB	2,396	2,438	-2%
OCB	2,065	1,865	11%
NAB	2,000	1,311	53%
EIB	1,536	869	77%

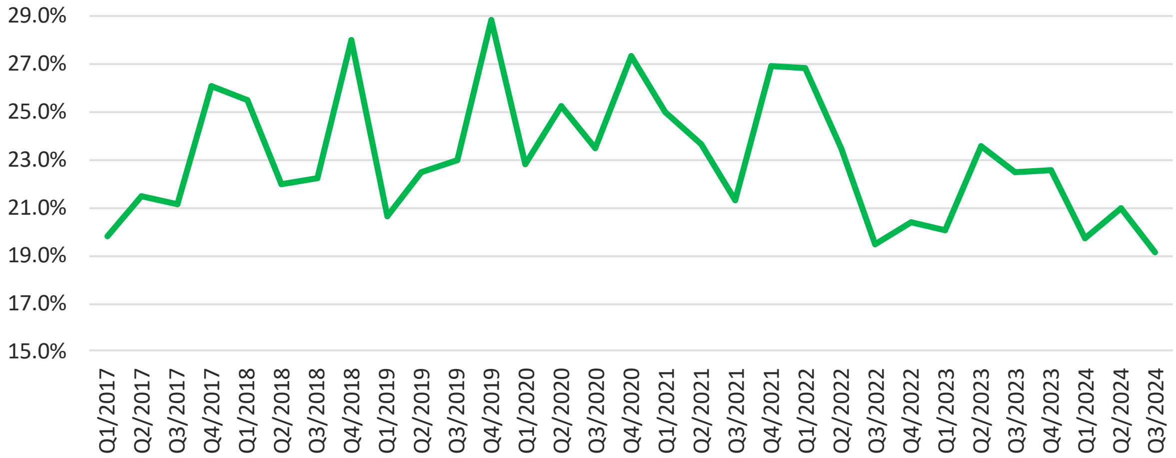
- In terms of net interest income, most banks have experienced growth compared to the same period, driven by more positive credit growth and attractive COF. However, when examining NIM, it is evident that competition within the banking industry has intensified. Many banks, both state-owned and private, have seen a reduction in NIM compared to the same period last year, suggesting that the banking industry may be entering a saturation phase, with interest rates in Vietnam likely to remain at current levels. As a result, it is increasingly crucial for banks to diversify their sources of non-interest income.

Sources: Fiinpro, FS, VPBankS Research compiled & calculated

Non-II becomes increasingly important, with non-life insurance being the new catalyst

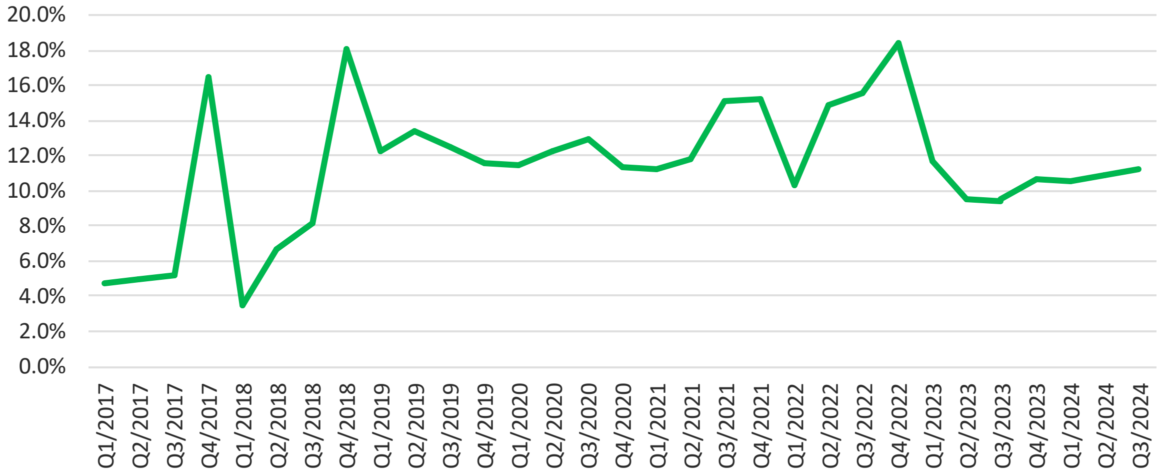
Non-interest income/TOI

Unit: %



Revenue from insurance/Non-II

Unit: %



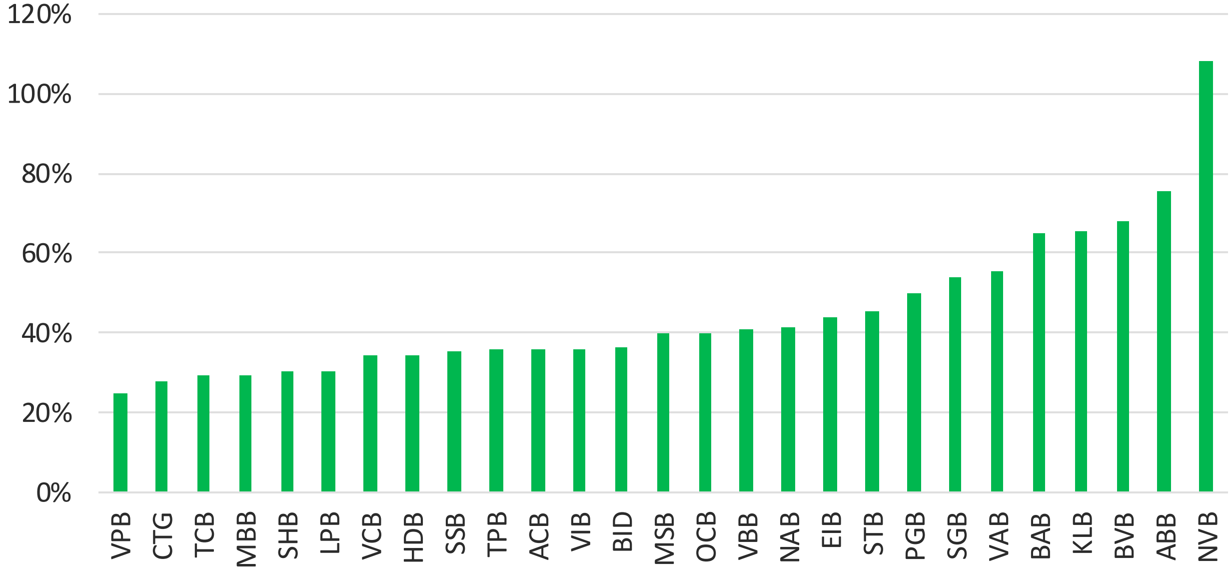
- Non-interest income for most banks has declined, with a few exceptions such as LPB, SHB, and NAB, which recorded one-off income and thus posted exceptional growth compared to the industry. However, when analyzing non-interest income/TOI across the entire industry, we observe a continued downward trend that has persisted for over a year.
- The decline in non-interest income can be attributed to: (1) UPAS LC product has been creditized, meaning it is no longer recorded under service fees as it was previously; (2) The life insurance bancassurance market has not yet recovered, despite a slight improvement in the ratio of insurance revenue to non-interest income over the past few quarters; however, growth remains minimal compared to previous years due to the challenging economic environment and Circular 34 from the State Bank of Vietnam – which prohibits banks from cross-selling life insurance products with credit, instead allowing the sale of such products only 60 days after disbursing credit to customers. In recent quarters, banks have increasingly focused on cross-selling non-life insurance products, partly due to the lower premiums and commitment requirements compare to life insurance, while they still meet customers' protection needs. As a result, banks have become more active in this market. For instance, TCB invested 11% capital of the non-life insurance company TCGIns in October. Currently, 6 out of 31 non-life insurance companies are affiliated with banks, with state-owned banks such as BID, CTG, and Agribank, along with the three largest private banks—MBB, VPB, and TCB—participating in this sector.
- We have also observed strong debt collection performance at retail banks, with VPB achieving a threefold yoy increase and VIB seeing a twofold yoy increase. This indicates a positive trend for the management of NPLs.

Sources: FS, VPBankS Research compiled; Bancassurance (Banca) = cross-selling insurance

Costs increased slightly in the second half of the year

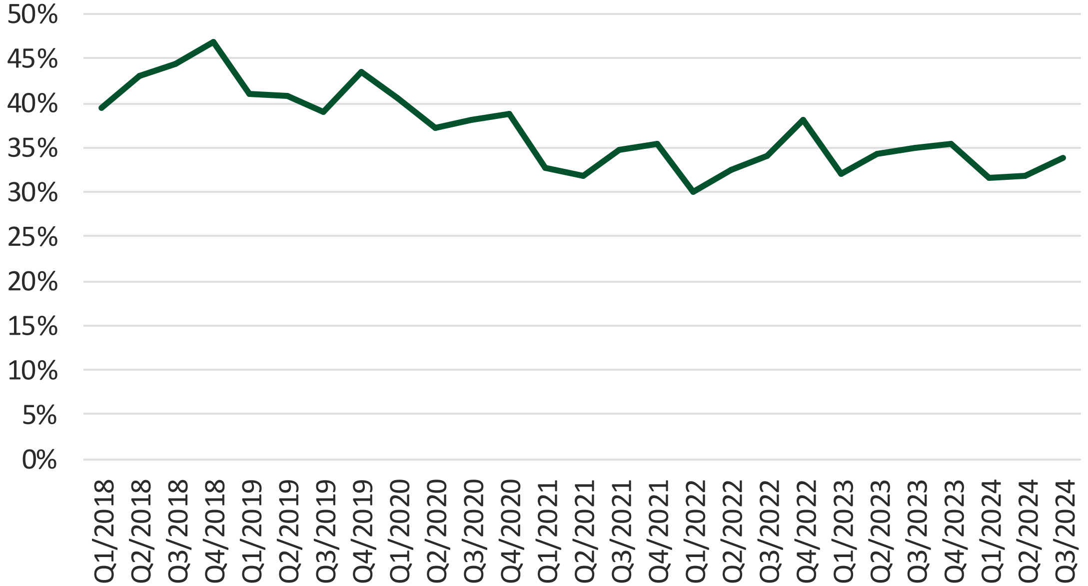
Q3/2024 CIR

Unit: %



Industry-wide CIR

Unit: %



- As of the end of Q3 2024, the industry-wide CIR was recorded at 33.9%, showing a slight upward trend after remaining flat in the first half of 2024, despite cost-cutting efforts by banks. This increase can be attributed to less favourable non-interest business performance and a modest rise in industry-wide operating expenses in Q3 2024, driven by higher investments in technology to enhance competitiveness.

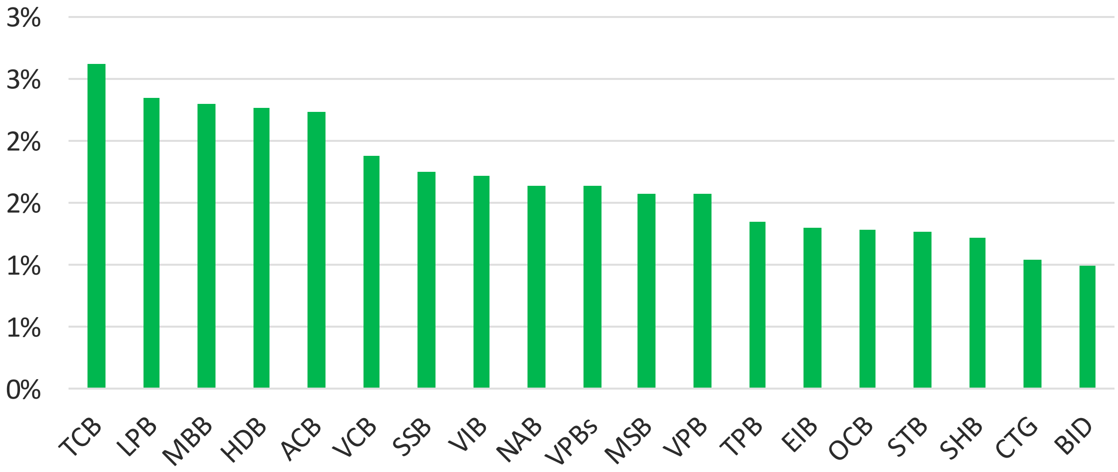
- When examining individual banks, there is notable differentiation in the CIR. 13/26 listed banks recorded a CIR lower than 40%. The group of banks that effectively manage costs includes state-owned institutions such as CTG, VCB, and BID, as well as leading private banks with strong capital base, such as VPB, TCB, MBB, and ACB. VPB continues to maintain its position as the leader in cost management efficiency.

Sources: FS, VPBankS Research compiled & calculated

ROE, ROA sideway due to intensified price competition

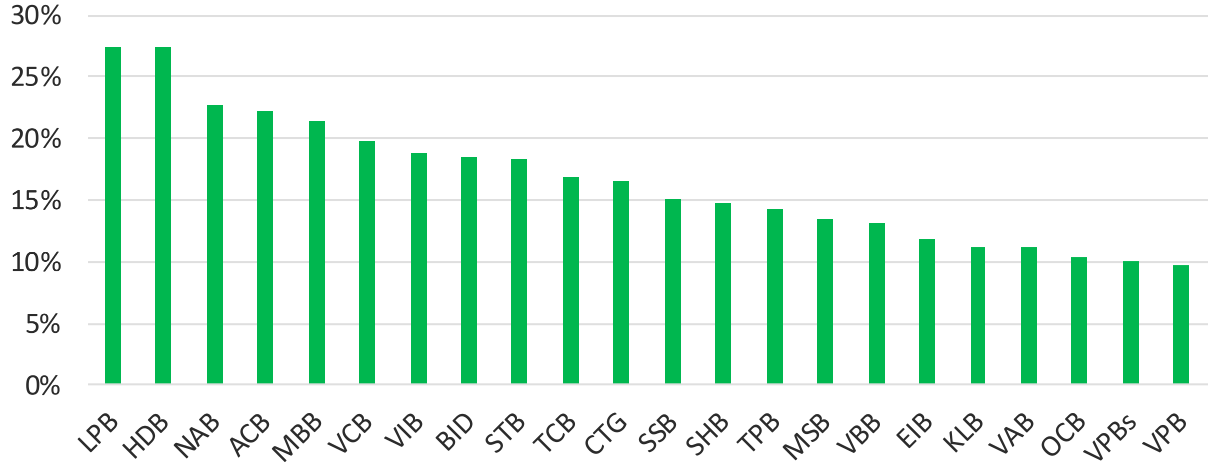
Q3/2024 ROA

Unit: %



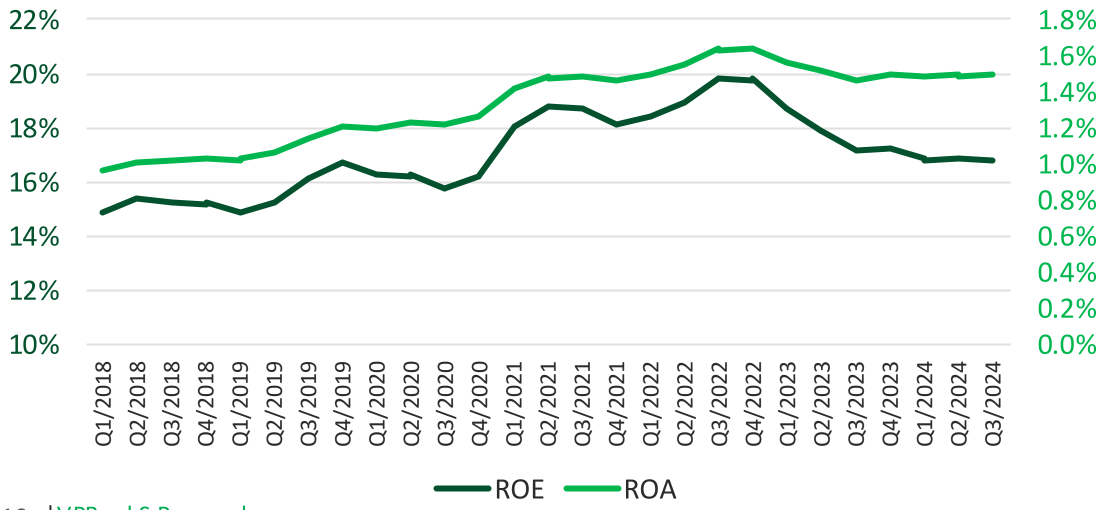
Q3/2024 ROE

Unit: %



Industry-wide ROE, ROA

Unit: %



- The industry's ROE and ROA remained nearly unchanged compared to the previous quarter, recording 16.8% and 1.5%, respectively.
- The rankings of the top 3 banks in ROA and ROE have changed and included new faces compared to Q2/2024 when: (1) LPB replaced ACB's position in TOP 3 ROA and HDB's position in TOP 1 ROE; (2) NAB replaced ACB's position in TOP ROE, holding the 3rd position.
- VIB failed to maintain its TOP 10 position in its PBT and recorded a yoy decrease, thereby leaving the TOP 5 position in both indicators.
- Some banks that recently completed their capital increase plans, such as TCB and VPB, recorded lower ROE compared to the previous quarter, as their profits have not yet fully adjusted to the increased capital base.

Sources: FS, VPBankS Research calculated

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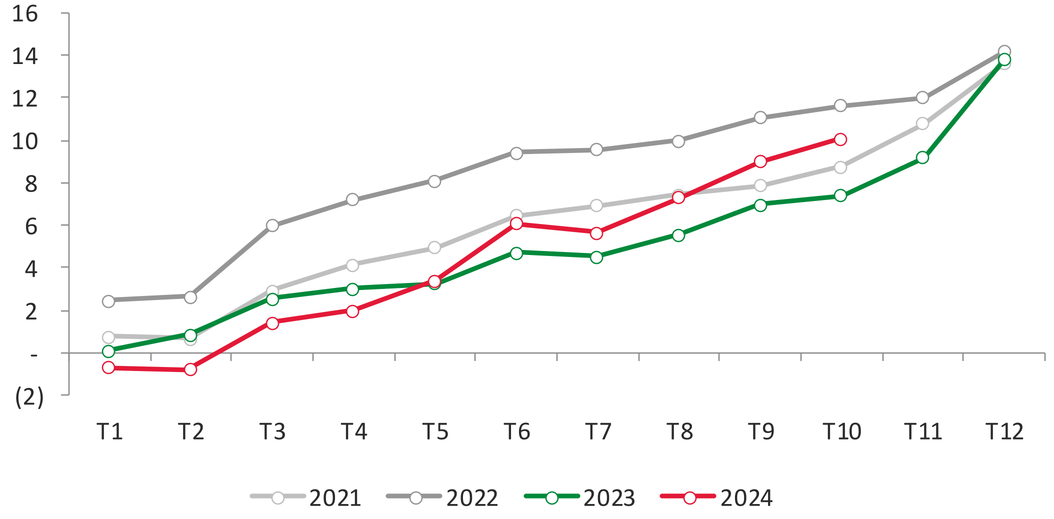
Credit and Deposit picture

Uneven credit growth across banks

Industry credit growth

Unit: % ytd



- By the end of October, the industry's credit growth rate reached approximately 10.08% ytd, leaving 4.92% to be achieved in the final two months of the year. While this presents a challenge for the industry, we remain optimistic due to factors such as the need for post-Typhoon Yagi recovery, export orders for the upcoming year, and new FDI flows from comprehensive strategic partners following the senior government leaders' diplomatic visits. As a result, we maintain our 2024 credit growth forecast at 14.83% ytd.
- LPB, ACB, MSB, and HDB, have experienced a slowdown in growth. These banks saw rapid expansion in the first half of the year but have now lost momentum, despite having their credit room increased. On the other hand, smaller private banks, including TPB, BVB, VIB, and NAB, have shown very strong growth. Most banks are expected to see their credit room expanded to approximately 18%, with potential for further expansion in the final month of the year.

Credit growth of small private banks increased sharply in Q3

Unit: % ytd

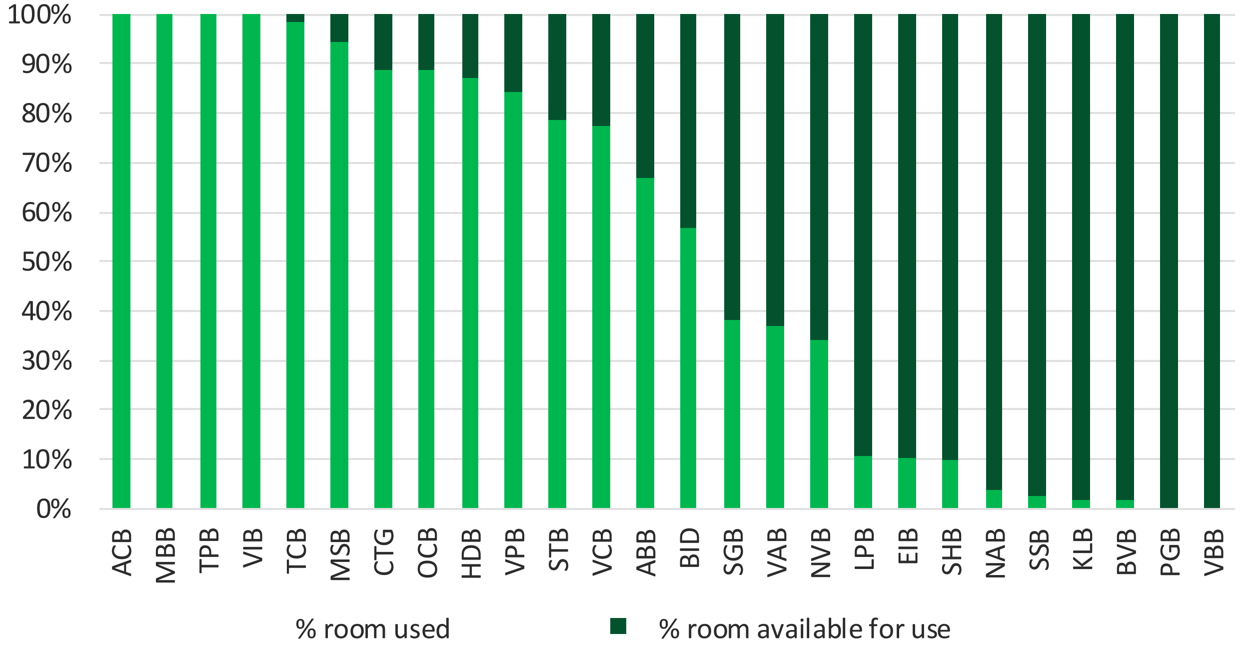
Ticker	Credit growth Q2/2024	Credit growth Q3/2024	% change
TPB	3.8%	13.5%	9.7%
BVB	3.2%	10.9%	7.8%
VIB	4.7%	11.6%	7.0%
SSB	3.4%	9.4%	5.9%
NAB	9.8%	14.8%	5.0%
EIB	8.7%	13.6%	4.9%
STB	3.5%	8.3%	4.8%
TCB	12.9%	17.5%	4.6%
SHB	4.3%	8.7%	4.4%
KLB	9.9%	14.3%	4.4%
OCB	5.7%	9.7%	4.0%
MBB	9.4%	13.5%	4.0%
BID	5.9%	9.8%	3.9%
HDB	13.0%	16.6%	3.6%
MSB	11.4%	14.2%	2.8%
VCB	7.7%	10.2%	2.4%
CTG	6.6%	9.0%	2.3%
VPB	7.7%	8.7%	1.0%
ACB	12.8%	13.8%	1.0%
LPB	15.2%	16.1%	0.9%

Sources: SBV, FS, VPBankS Research compiled & calculated

Many benefits to accepting mandatory bank transfers, including credit growth

Overview of foreign ownership room usage

Unit: %



Overview of bank credit room

Unit: %

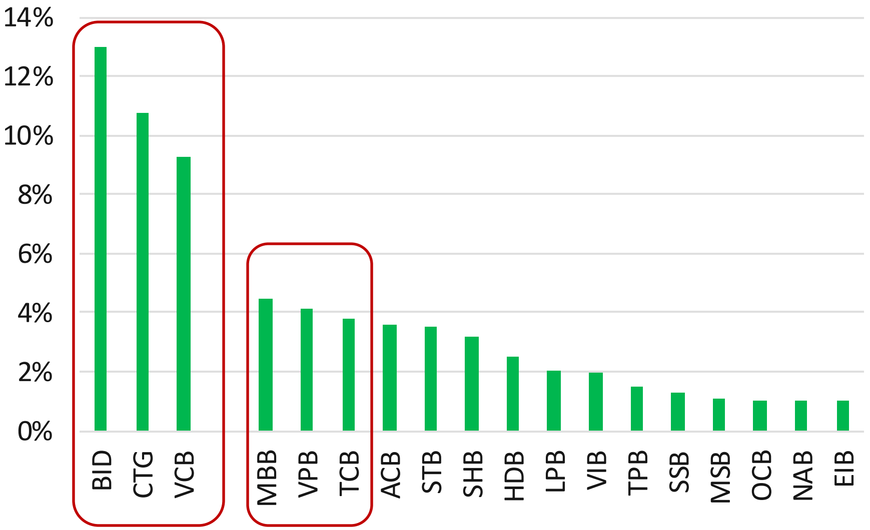
- Receiving a compulsory transfer bank offers several strategic benefits, including the expansion of branch networks, customer bases, market share and the leverage of existing assets. Banks that participate in the mandatory transfer program may also benefit from various incentives, such as: access to cheap capital (special loans from the State Bank with preferential 0% interest during the transfer period), liquidity support mechanisms, special policies from SBV if banks meet the requirements set by the State Bank.
- Two additional notable benefits include allowing the acquiring bank to increase its foreign investor ownership limit from 30% to 49% and higher credit room for banks that meet the criteria set by the SBV. For instance, banks such as ACB, MBB, TPB, and VIB currently have their foreign ownership room full. However, if MBB wants to increase its foreign ownership limit further, it can submit a proposal to the SBV for consideration and approval. Regarding credit room, while banks like HDB, LPB, and TCB experienced a slowdown in credit growth by the end of Q3, HDB's acquisition of a weak bank under the mandatory transfer program enables it to request approval from the State Bank for additional credit room expansion. In contrast, TCB and LPB will need to restructure their portfolios to maintain their growth momentum.

Sources: FS, Fiinpro, VPBankS Research compiled, calculated

Some banks have reduced exposure in corporate bonds, such as STB & VPB

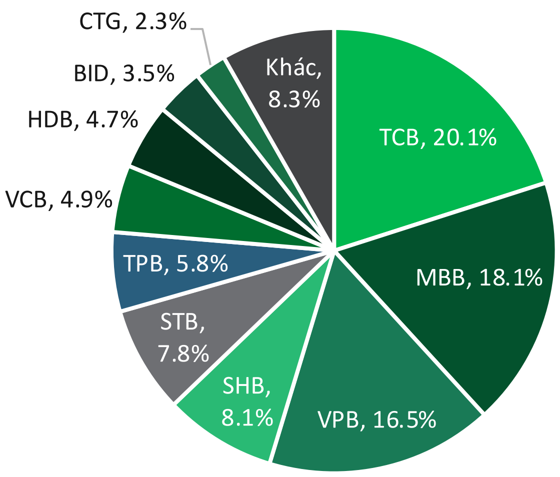
Lending market share

Unit: %



Corporate bonds market share

Unit: %



Corporate bond/Total credit

Unit: %

CB/Credit	Q3/2024	Q4/2023	% change
NVB	11.14%	9.27%	20.18%
TCB	5.04%	7.58%	-33.52%
TPB	4.92%	5.61%	-12.34%
MBB	4.74%	5.92%	-19.87%
HDB	3.21%	2.84%	13.10%
SHB	2.91%	3.79%	-23.03%
VPB	2.82%	5.81%	-51.46%
STB	2.80%	3.29%	-15.00%
BAB	2.56%	2.79%	-8.39%
OCB	2.43%	2.14%	13.46%
KLB	1.33%	1.52%	-12.37%
MSB	0.87%	1.01%	-13.90%
VCB	0.70%	0.81%	-13.32%
BID	0.34%	0.41%	-18.03%
CTG	0.32%	0.33%	-2.27%
VIB	0.20%	0.27%	-26.81%
NAB	0.18%	1.02%	-82.01%
SSB	0.18%	0.33%	-46.63%
ABB	0.08%	0.09%	-8.19%
ACB	0.00%	0.00%	-
BVB	0.00%	0.00%	-
EIB	0.00%	0.00%	-
LPB	0.00%	0.00%	-
PGB	0.00%	1.40%	-100.00%
SGB	0.00%	0.00%	-
VAB	0.00%	0.19%	-100.00%
VBB	0.00%	0.00%	-

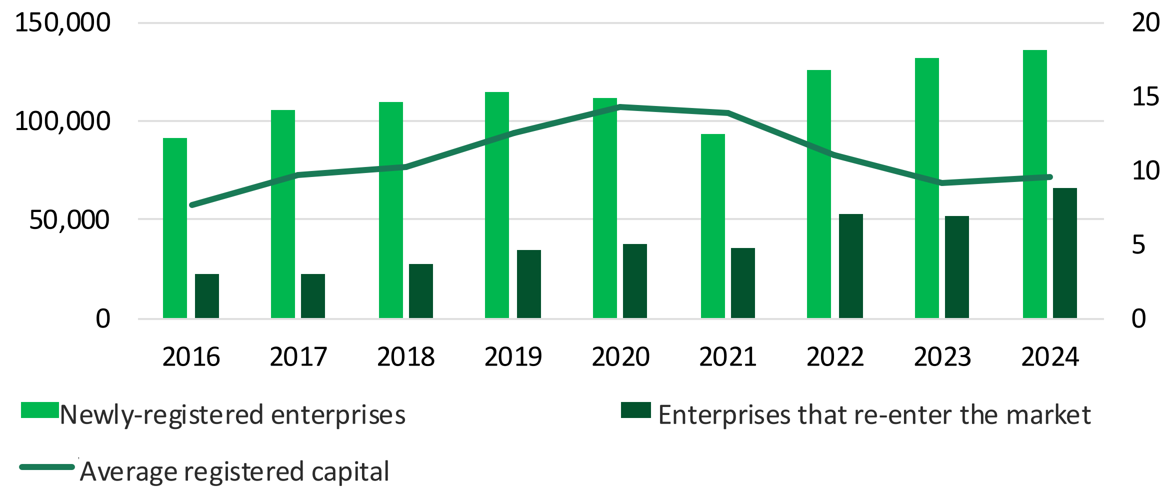
- In terms of lending market share, the state-owned banking group continues to dominate, with the majority of the lending market concentrated within the "Big 4" group. These four banks, including Agribank, collectively account for approximately 45% of the total lending market share. While private banks such as MBB, VPB, and TCB also hold significant market shares, it is noteworthy that the combined lending of the top three private banks is roughly equivalent to that of BIDV alone.
- In terms of corporate bond market share, TCB remains the leader with 20.1%, followed by MBB at 18.1% and VPB at 16.5%. Together, these three banks account for approximately 55% of the industry's total corporate bond market share. Other private banks, including SHB (8.1%), STB (7.8%), and TPB (5.5%), also have notable participation. In contrast to the lending sector, state-owned banks have a significantly lower share of the corporate bond market.
- Most banks have reduced the proportion of corporate bonds relative to total credit compared to the end of Q4/2023, with the exceptions being NVB, HDB, and OCB. Notably, banks with significant corporate bond market shares have seen a sharp reduction in their corporate bond holdings such as VPB (-52% YTD), TCB (-34% YTD), and MBB (-20% YTD). This decrease in exposure reflects a strategic shift towards minimizing credit risk, particularly given the ongoing challenges within the corporate bond market.

Sources: FS, IR Pack, VPBankS Research compiled, calculated

Driver for credit comes from broader economic recovery

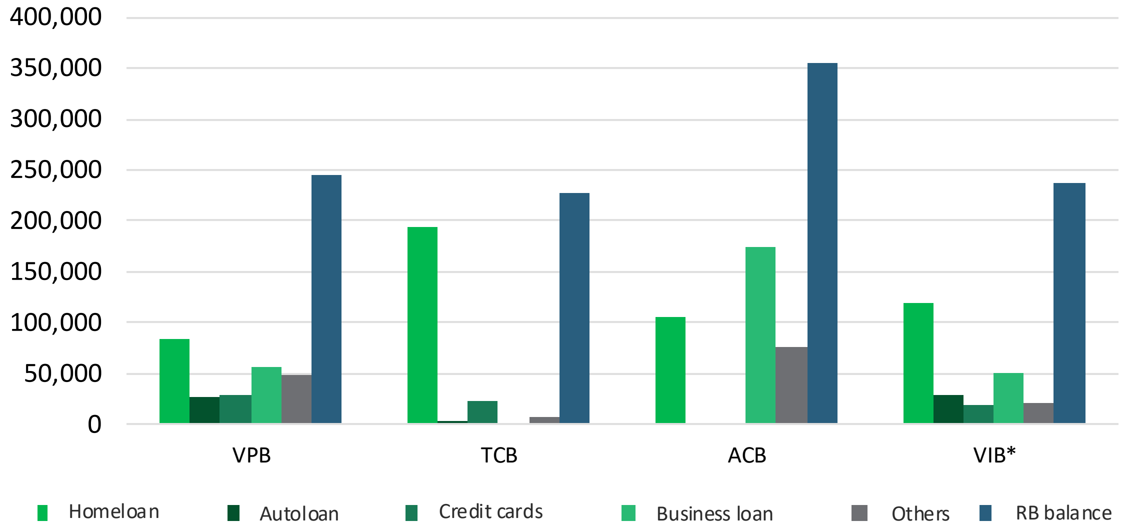
Overview of enterprises entering & re-entering the market in 10M each year (2016-2024)

Unit: Enterprises; million VND



Retail lending balance by product as of 9M2024

Unit: billion VND



- In the context of Vietnam's economy in 2024, retail credit is being driven by several key factors. First, the recovery of small and medium-sized enterprises (SMEs) is providing a foundation for increased demand for capital. Over the first 10 months of the year, Vietnam saw over 202,300 newly registered or re-opened businesses, representing a 9.1% yoy increase. Although the total registered capital decreased slightly by 4.7%, the average capital per enterprise grew by 2.2%, indicating greater financial stability and improved capacity of businesses. Second, the October 2024 PMI index reached 51.2 points, signaling a strong recovery in production activities. This is helping to stabilize employment levels and maintain the purchasing power of workers. Additionally, the country recorded a trade surplus of USD23.31 billion in the first 10 months of 2024, helping to stabilize the exchange rate and increase foreign exchange reserves. This contributes to improved economic confidence and greater access to capital for businesses and consumers alike. Foreign investment has also seen positive growth, with newly registered and adjusted capital totaling USD8.35 billion, up 41.7% yoy, and realized capital reaching USD19.6 billion, equivalent to a 8.8% yoy increase. This reflects strong investor interest in Vietnam's economic prospects. Finally, public investment capital from the state budget has reached VND495.9 trillion, ensuring robust support for infrastructure development and stimulating domestic demand. Together, these factors create a solid foundation for continued expansion in retail credit in the coming period.

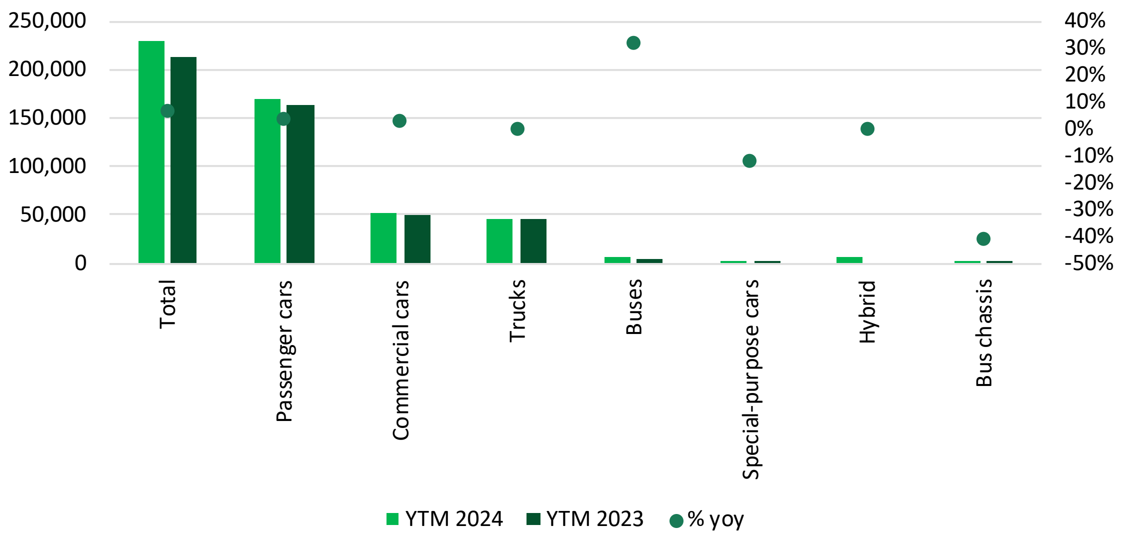
- As a result, retail loans at retail banks have grown by an average of 7% ytd, with ACB leading the growth at +11.7% ytd, primarily driven by a strong performance in home loans (+14.1% ytd). In the auto loan segment, VPB is experiencing the highest growth, with a 8.6% ytd increase, securing the second-largest market share, just behind VIB. Meanwhile, VIB is leading in household business loans with a 10.7% ytd growth, though its scale remains smaller compared to VPB and ACB.

Sources: FS, IR Pack, GSO, VPBankS Research compiled, calculated

New driver for retail credit - Autoloans

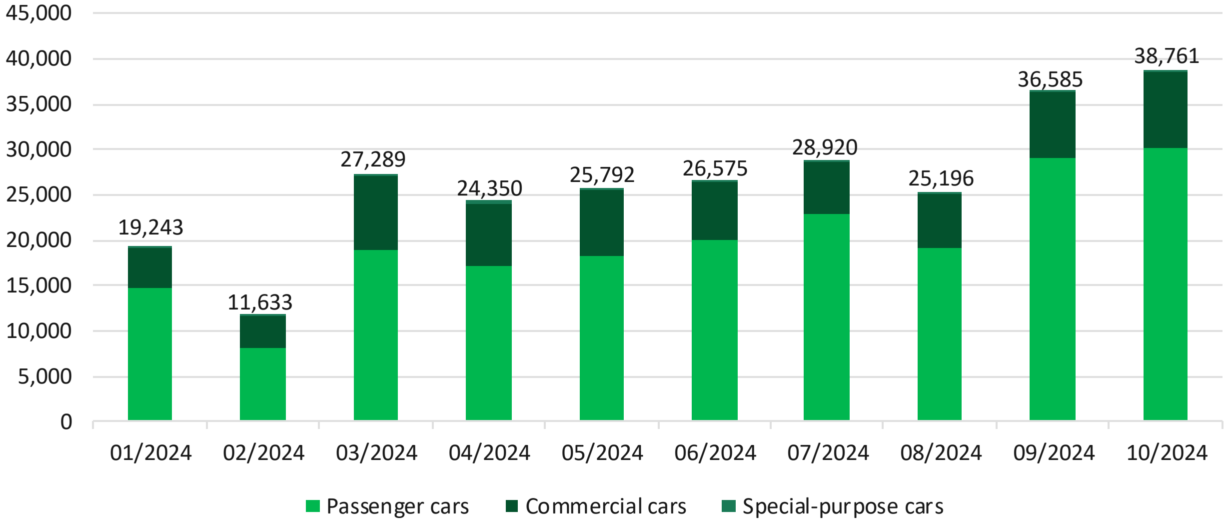
VAMA sales volume by types

Unit: Car, %



Total sales volume as of 10M2024

Unit: Car



- By the end of October 2024, the total sales in the car market reached 264,344 units, reflecting a 12.35% yoy increase. October saw the highest monthly sales of 2024, with 38,761 units sold, following a period of sales being relatively unchanged from April to July. Passenger cars accounted for the majority of these sales, making up 75% of the total, and experienced a 4% yoy growth, largely driven by increased demand in the mass segment

- **Positive signals in the car market:** Decree 109/2024/ND-CP, which offers a 50% reduction in registration fees for domestically assembled cars, is anticipated to continue supporting market growth. In September 2024 alone (the first month the decree was implemented) sales surged by 45% compared to the previous month, with a new peak reached in October 2024. Following two consecutive months of growth, the auto market is projected to maintain growth momentum in November, as consumers capitalize on this opportunity before the decree expires on November 30. Although this policy has been introduced previously, the more favorable economic conditions this time are contributing to the auto market's recovery.

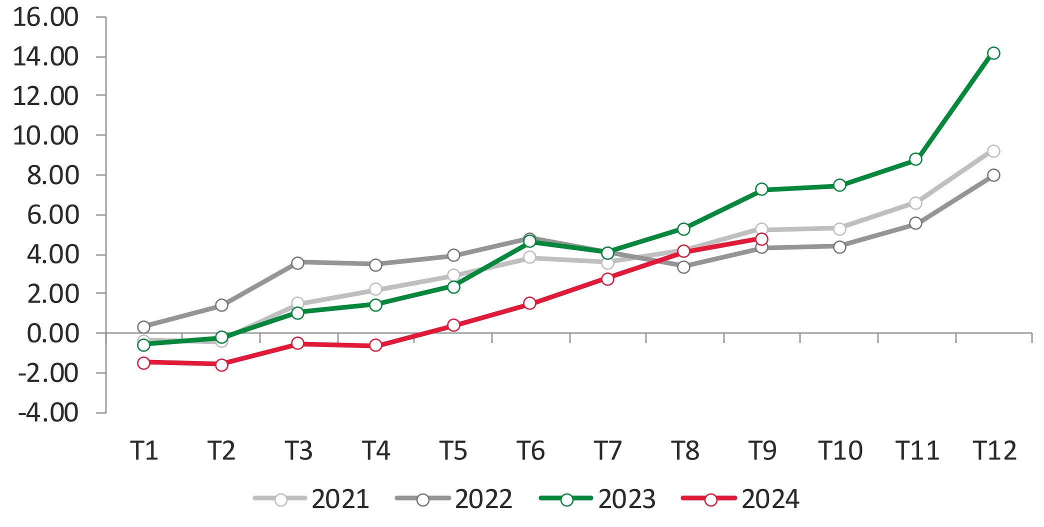
- **Auto loan is expected to become a new driving force for retail credit:** With positive economic indicators for consumers, including stable inflation, favorable lending interest rates, and steady car prices, demand for auto loans is projected to grow. This trend is likely to provide strong momentum for banks with large market shares in autoloans (such as VPB, VIB, TPB), further supporting their retail credit portfolios.

Sources: VAMA, VPBankS Research compiled

Uneven deposit growth across banks

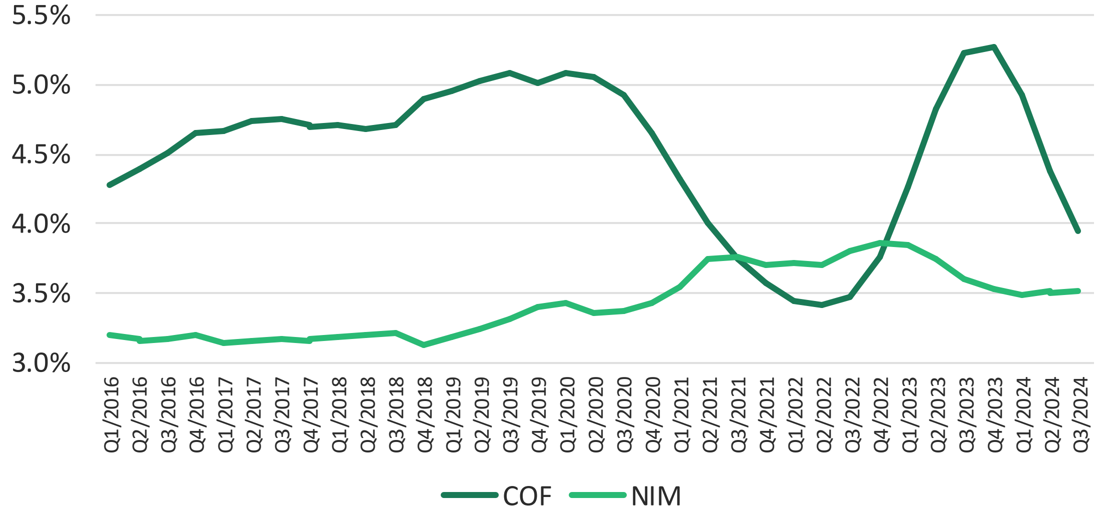
Industry deposit growth

Unit: %



COF declined significantly, further contributing to stabilize NIM

Unit: %



- The industry's deposit growth has not yet matched previous years, currently standing at 4.79% ytd, resulting in a gap of approximately 4% compared to credit growth, primarily due to the historically low deposit rates. These reduced rates have allowed banks to lower their COF. Despite a significant decrease in COF, the industry's NIM has remained stable. This stability can be attributed to intense competition in lending interest rates, as banks strive to retain customers and stimulate credit growth. As a result, the industry's NIM has remained unchanged qoq at 3.51%.

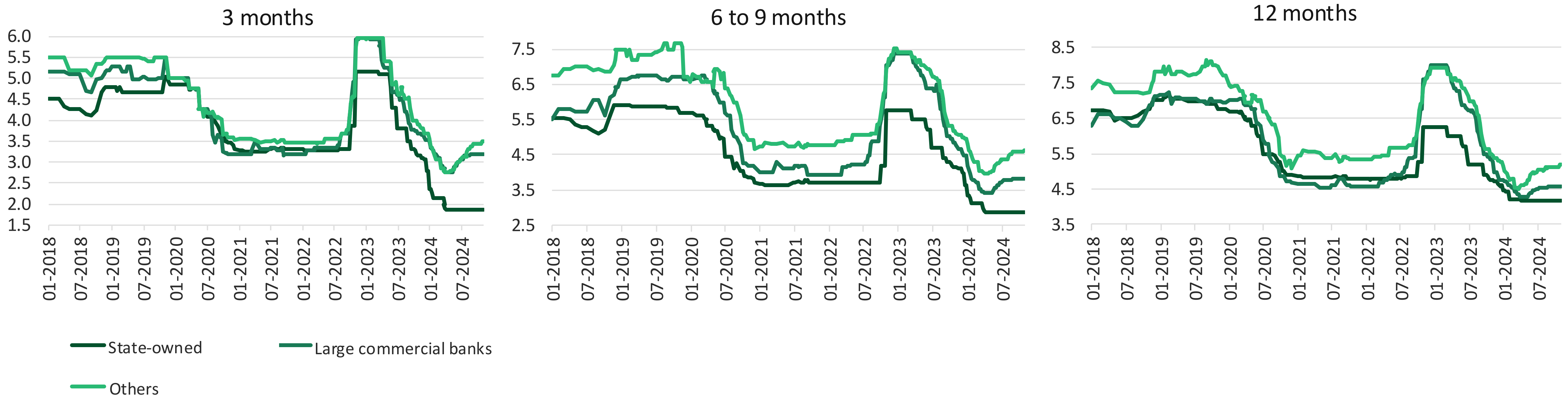
- Effective November 20, 2024, Decision No. 2410/QD-NHNN and Decision No. 2411/QD-NHNN issued by the State Bank of Vietnam will govern deposit interest rates. These decisions revise the legal framework for deposit rates, though the rates themselves remain unchanged. The maximum deposit interest rate for USD deposits continues to be set at 0%, while for VND, the rates are as follows: 0.5% per year for deposits with no term or those under one month, 4.75% for deposits ranging from one to six months, and rates for terms longer than six months are determined by supply and demand dynamics. Additionally, a new clause is added to prohibit any promotional offers for customers making deposits in any form. Since the beginning of November, 9 banks, primarily smaller and medium-sized private institutions, have increased their deposit interest rates, indicating that these banks face greater pressure in attracting funds. In contrast, the Big 4 banks have maintained their deposit rates, while keeping their credit and deposit gaps low. Notably, BID has a gap of 0.6%, CTG has a gap of 0.9%, and VCB, with a gap of 7.3%, is focusing on promoting credit for public investment projects towards the end of the year.

Sources: SBV, FS, VPBankS Research compiled, calculated

Deposit rates are gradually increasing, supporting deposit growth

Deposit rates of all terms have increased at small and medium-sized banks, while large banks maintained their rates

Unit: %/year



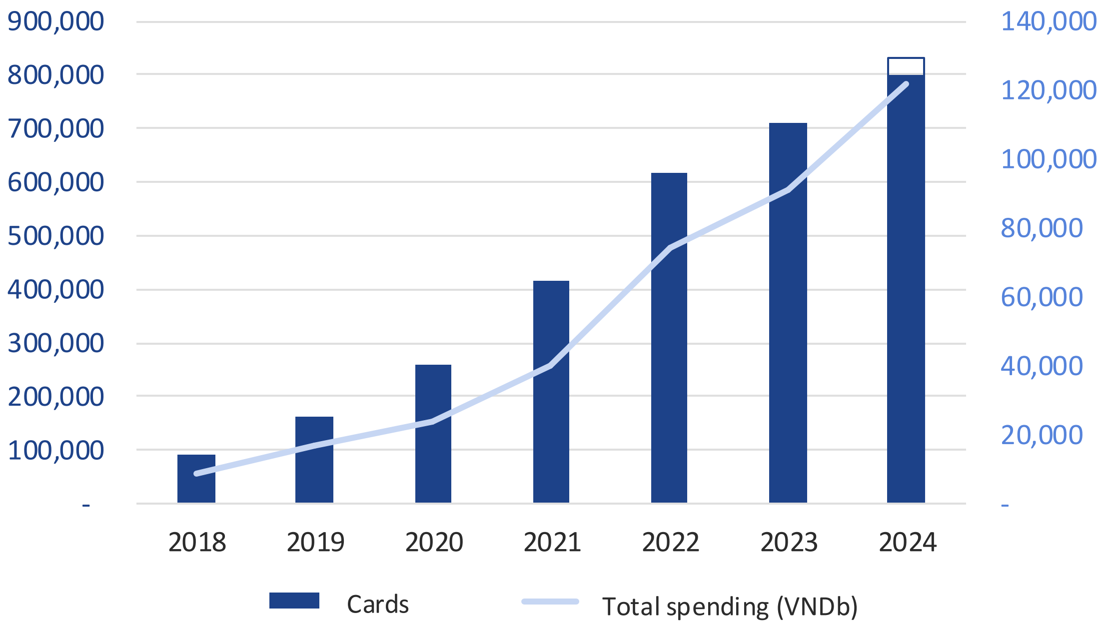
- In 2024, interest rates across all maturities have shown an upward trend, reflecting the growing demand for capital as banks seek to meet the recovering credit demand. Small and medium-sized banks have raised interest rates more significantly than their larger counterparts, particularly for medium and long-term maturities (6-9 months and 12 months), as an effort to attract capital amid heightened competition for funds. Unlike large banks, small and medium-sized banks lack competitive advantages in attracting non-deposit funds, meaning that raising deposit interest rates could increase their capital costs. If these costs are not effectively managed, it may negatively impact their NIM.
- We anticipate that interest rates will remain stable into 2025, as the low interest rate environment persists. However, there is a potential for a modest increase in the latter half of 2025 should inflationary pressures rise or if credit growth rebounds significantly. The differentiation among banks will become more pronounced, with smaller banks likely offering higher interest rates to attract capital. The trajectory of mobilization interest rates in 2025 will continue to be influenced by the State Bank of Vietnam's flexible monetary policy, the pace of economic recovery, and inflationary trends. Overall, 2025 is expected to be a stable yet challenging year for banks, as they strive to balance capital mobilization with profit preservation.

Sources: Fiinpro, VPBankS Research compiled from banks

New growth paths bring in extra non-interest income..

Investments in shows help deliver superior card spendings

Unit: %



- VIB has successfully established a trend of sponsoring high-profile music events, particularly the popular show *The Masked Singer*, to engage with Millennials and Gen Z—two key customer segments for the bank. This strategy not only boosts VIB's brand visibility but also drives significant growth in its card business. Over the past six years, the number of VIB cards has grown at a CAGR of 44%, while card spending has seen an even more impressive growth rate of 56% per year. VIB's brand presence was further strengthened through its sponsorship of the 2024 concert on September 28, which attracted over 20,000 live attendees per night and millions of online viewers. Additionally, VIB's sponsorship of the "Anh Trai Say Hi" concert, along with TCB's sponsorship of "Anh Trai Vuot Ngan Chong Gai," continued to generate significant buzz, with approximately 50,000 attendees across both events in a single night, at an average ticket price of VND2 million.

- As of September 30, 2024, VIB's credit growth rate stood at 11.6% ytd, surpassing the industry average of 9%. Notably, 7% of this credit growth was disbursed in the third quarter alone.

Source: VIB

New growth paths bring in extra non-interest income..

- Most banks sponsor music events primarily to drive spending and encourage new credit card sign-ups. The selection of shows to sponsor plays a critical role in determining the success of these sponsorship initiatives.

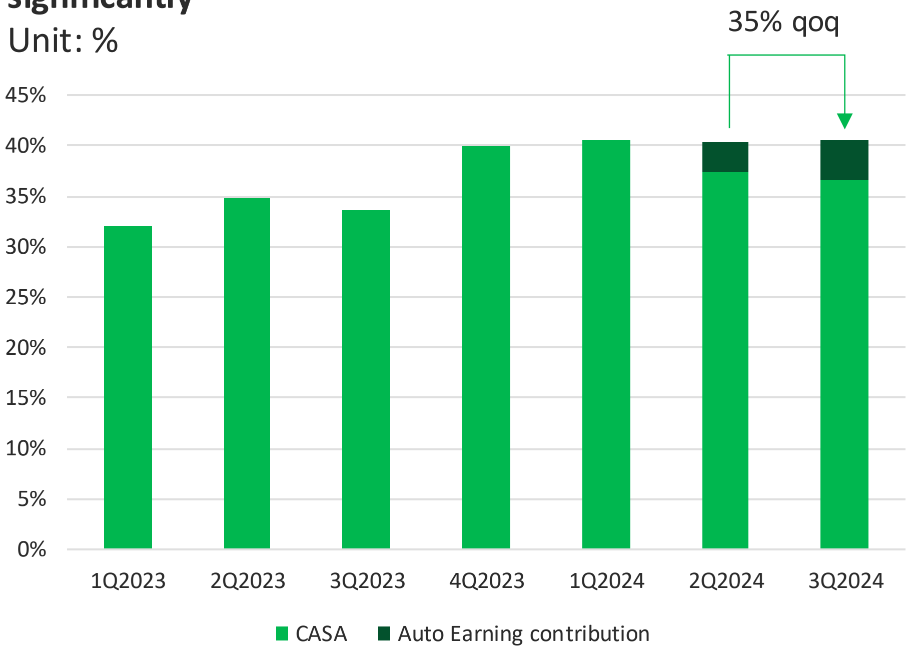
- MBB and VPB also sponsored the programs '*Chi Dep Dap Gio Re Song*' and '*Our Song*', but these programs did not generate the same level of buzz and popularity as '*Anh Trai Say Hi*' and '*Anh Trai Vuot Ngan Chong Gai*', resulting in a less pronounced impact.

Sources: MBB, VPB

...and especially CASA

Contribution from Auto Earnings to CASA increases significantly

Unit: %



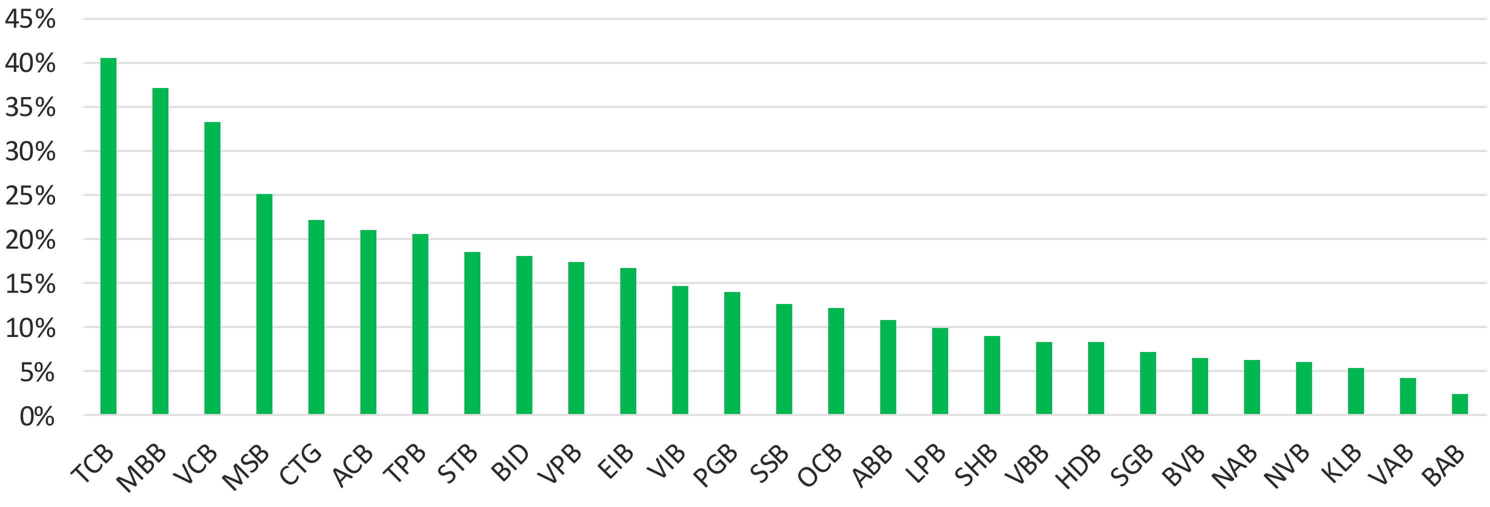
- Unlike other banks, TCB has invested in the '*Anh Trai Vuot Ngan Chong Gai*' (ATVNCG) program to drive deposit growth and attract new customers, particularly among younger demographics. This initiative also provides TCB with an opportunity to promote its new product, the Auto Earnings feature, and familiarize customers with its Mobile Payment app.
- By the end of Q3/2024, TCB's deposit growth reached 15.1% ytd, compared to 17.4% for credit growth, resulting in a 2.3% difference. The bank's pure LDR stood at 125%, the highest in the industry, indicating a need for TCB to further attract funds to support more sustainable lending. Investing in *ATVNCG* presents an ideal opportunity to boost CASA, as the bank has successfully maintained a stable CASA ratio of 40%, the highest in the industry. Additionally, the contribution from the Auto Earnings segment saw a 35% increase compared to the previous quarter, driven by the ATVNCG ticket promotion (for customers with CASA balances of VND15 million or more (for Inspire members) and customers that activate the Auto Earnings feature during the program period.

Source: TCB

CASA becomes increasingly important

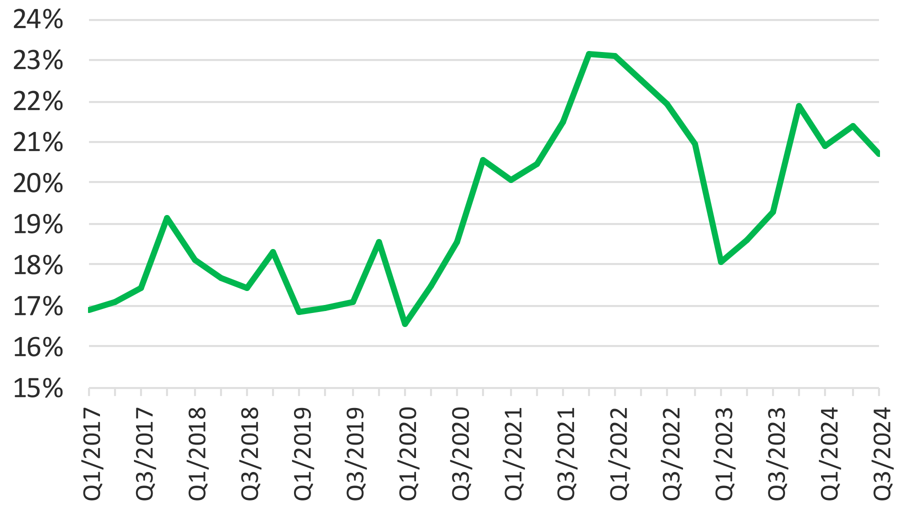
Comparison of individual banks' CASA by the end of Q3/2024

Unit: %



Industry-wide CASA (listed banks)

Unit: %



- Banks with a large and loyal customer base, such as TCB, MBB, and VCB, continue to lead the industry in CASA. In contrast, retail banks like VPB and VIB have CASA ratios of 15-17%, which represents a decline compared to the previous quarter, largely due to seasonality factors.
- We anticipate that the USD will continue to appreciate, driven by rising US bond yields, particularly if Trump returns to power. This will make it more challenging for the SBV to stabilize the exchange rate and control inflation, which has been approaching 4% as of October. The strengthening of the USD will increase banks' foreign currency funding costs, raising their overall funding expenses rather than supporting COF as it has in the past. Consequently, CASA will become increasingly crucial for managing COF in the coming years. To maintain customer loyalty and position themselves as the primary payment accounts for retail clients, banks will need to enhance their services and invest more heavily in technology.
- CASA across the industry is experiencing a downward trend, despite low interest rates, due to the growing appeal of other investment channels with superior returns, such as real estate and stocks. We expect this trend to persist through 2025, with CASA ratios remaining similar to those in 2024. However, there will be a clear differentiation among banks, particularly between those with competitive advantages in payment apps and products like credit cards and those without.

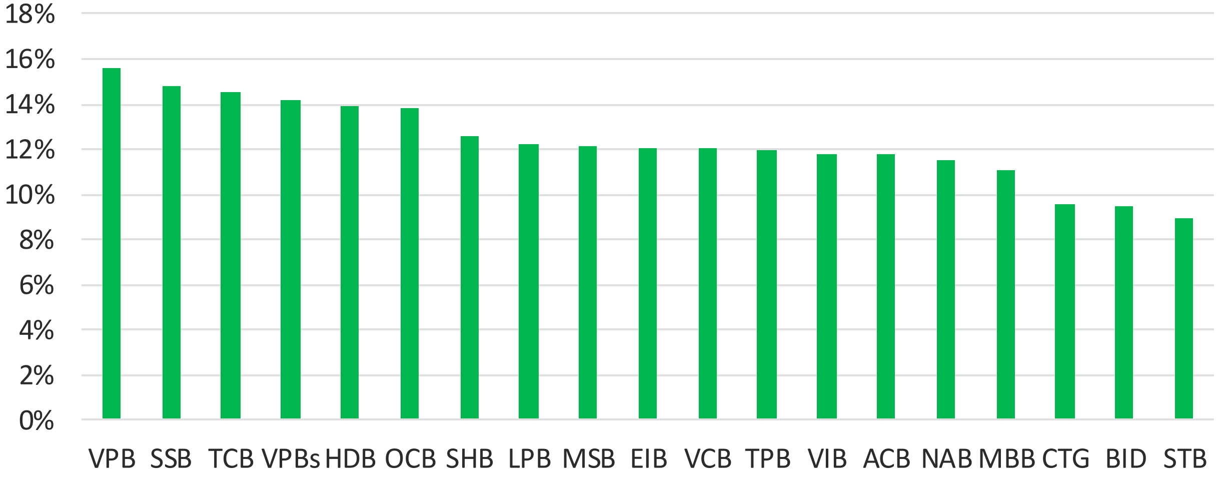
Sources: FS, VPBankS Research compiled & calculated, TCB: CASA including Auto Earnings*

Update on Capital and Asset Quality

Capital update (1/2)

CAR Basel II by the end of Q2/2024

Unit: %



Credit institutions' CAR as of 31/8/2024, according to SBV

Unit: %

Types of Credit Institutions	Equity		CAR
	Absolute number	Growth	
Banks that apply Circular 41/2016/TT-NHNN	2,072,324.50	11.71	12.55
State-owned commercial banks	744,755.40	14.18	10.72
Joint stock commercial banks	978,415.20	8.33	12.02
Foreign banks	349,133.90	16.54	24.52

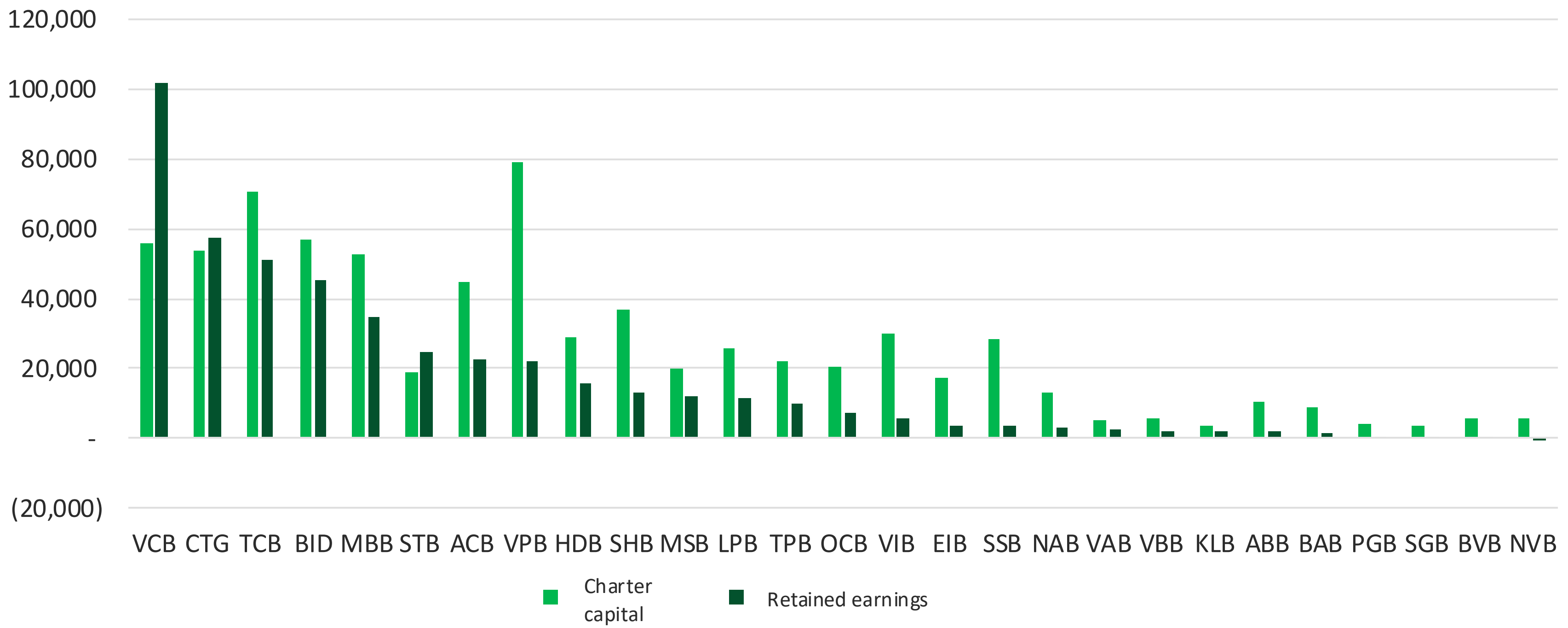
- As of June 30, 2024, private banks that recently completed significant capital increases, such as VPB, TCB, and SSB, continue to hold the highest CAR in the industry. In contrast, state-owned banks, which face difficulties in capital increase procedures (e.g., CTG, BID, MBB), tend to have lower CARs. However, it is notable that STB - a private bank - has the lowest CAR, just 99 bps above the regulatory minimum, requiring additional capital to ensure more sustainable operations. Compared to the same period last year, only 5 out of 18 monitored banks reported a decrease in CAR, ranging from 0.21% to 1.01%, while the remainder experienced growth in CAR, ranging from 0.14% to 1.71%.
- Despite ranking among the top listed banks in terms of CAR, both VPB and TCB have a ratio of risky assets, calculated based on credit risk, to total assets that exceeds 100%. Both banks have a higher proportion of real estate loans compared to the industry average, which, when factored into the risky assets, results in a higher amount than their total assets on the book. However, these banks maintain strong CARs, allowing them to continue expanding credit, particularly in high-risk areas, without putting significant pressure on their minimum capital requirements as stipulated by regulations. This, however, necessitates rigorous control over asset quality and risk management to safeguard long-term capital stability. As reported at the end of Q2, TCB, VPB, SHB, and HDB all have a significant proportion of real estate and construction loans, exceeding 20%. TCB, in particular, recorded a high risky assets ratio for real estate loans, accounting for about 32% of total risky assets, while the other three banks reported this ratio at approximately 14-15%.
- As of the end of Q3/2024, 7 out of 18 banks have reported their CAR for the quarter. Among them, TCB recorded a qoq CAR growth of +0.58%, ACB +0.06%, MSB +0.23%, MBB +0.30%, and TPB +1.00%. In contrast, VPB experienced a decrease of -0.55%, and OCB recorded a decline of -0.90%.

Sources: SBV, IR Pack, CAR Reports, VPBankS Research compiled

Capital update (2/2)

Individual banks' retained earnings & charter capital

Unit: billion VND



Several initiatives by the state-owned banking group aim to remove capital barriers, ensure safety ratios, and strengthen lending capacity:

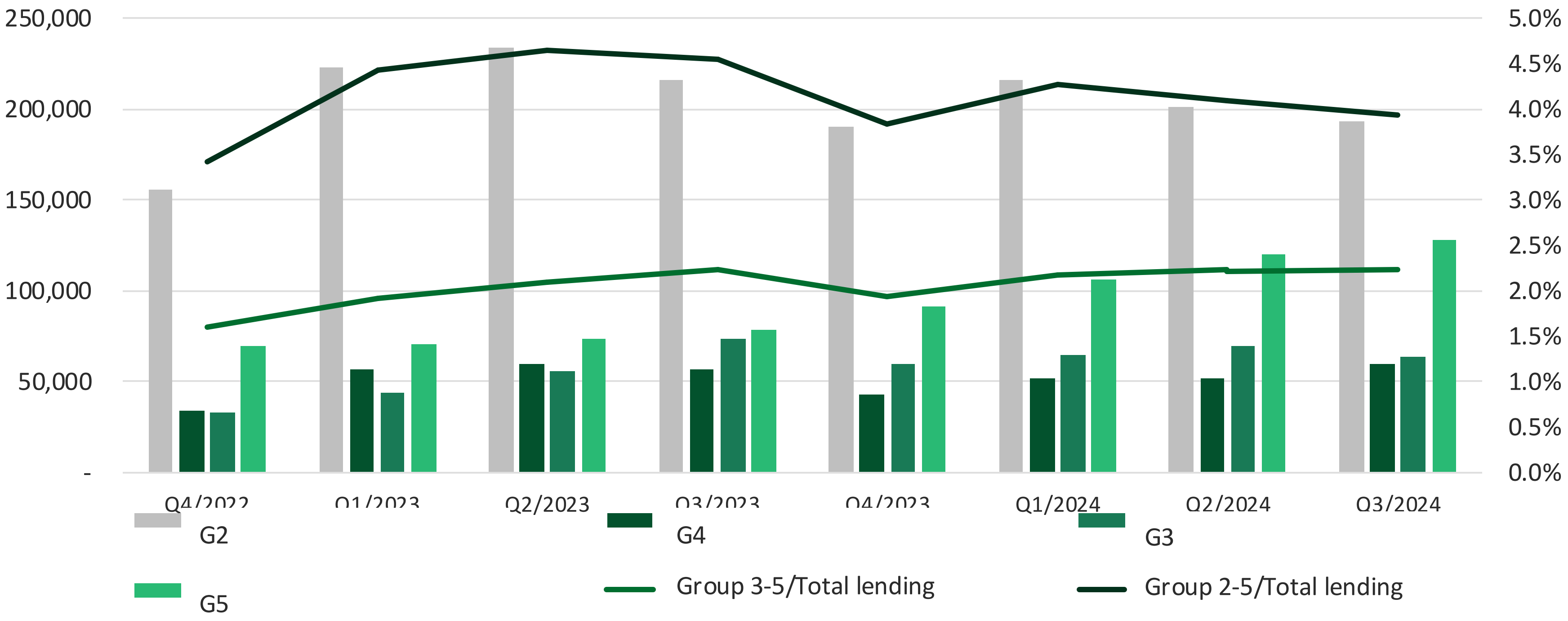
- **Agribank** has received approval to supplement its charter capital for the period from 2021 to 2030, with a maximum increase of VND 17,100 billion.
- **VCB** has obtained approval and is awaiting further approval for dividend payments, as follows: (1) Pay dividends from accumulated profits of VND 27,700 billion from the period 2018-2021, equivalent to a 49.6% stock dividend; (2) Pay dividends from 2022 profits of VND 21,600 billion, equivalent to a 38.7% stock dividend; (3) Pay dividends from 2023 profits of VND 24,987 billion, equivalent to a 44.7% stock dividend. In total, this would result in a 133% stock dividend, raising VCB's charter capital to VND 130,000 billion. As the bank with the largest retained profits in the system, equal to the charter capital of another large bank, VCB's capital increase will elevate it to the top position in terms of charter capital, aligning it with large Southeast Asian banks.
- **CTG** has received approval from the State Bank and the Ministry of Finance to utilize all retained profits of VND 11,000 billion from 2022 for a capital increase through stock dividends, at a rate of 21.4%. Additionally, the bank has proposed using all retained profits of VND 9,000 billion from 2023 for a capital increase, at a rate of 16.8%.

Sources: FS, VPBankS Research compiled

Bad debt is expected to remain stable or decrease slightly in Q4/2024

Overdue debt structure by debt groups

Unit: billion VND, %



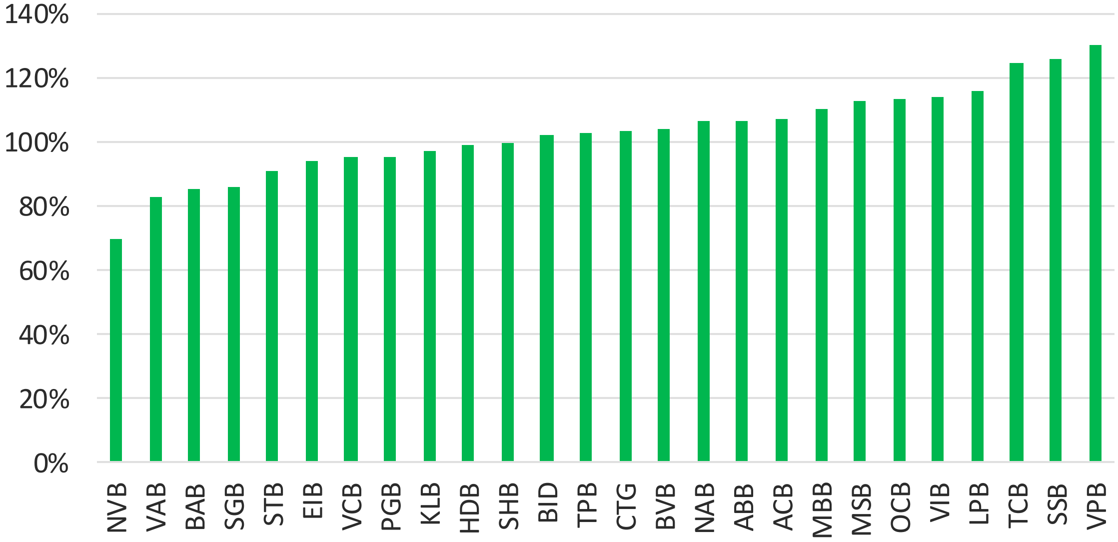
- As of the end of Q3/2024, the industry's NPL ratio stands at 4.55%, reflecting an 8.6% increase ytd. However, if we exclude the bad debts of five credit institutions under special control, the NPL ratio for listed banks is 2.23%, which remains unchanged from the previous quarter and shows a 29 bps increase ytd.
- A positive trend in the last three quarters is the decline in Group 2 debt. Retail banks such as VPB (threefold yoy increase) and VIB (twofold yoy increase) have reported impressive bad debt recovery rates compared to the same period last year. Most banks have also opted to proactively make early provisions, leading us to expect that the peak of bad debt in 2024 will occur in Q3. Although the situation remains under control, it presents a significant challenge, especially as the 2024 Law on Credit Institutions has restricted the ability of credit institutions to seize collateral on bad debts, and the outstanding credit balance has been impacted by Typhoon Yagi, increasing by VND50 trillion compared to earlier estimates from October 2024. Additionally, with the expiration of Circular 02 and Circular 06 on debt restructuring, there remains potential risk for bad debt accumulation in the future.

Sources: FS, VPBankS Research compiled & calculated

Banks must enhance deposit growth in alignment with credit growth

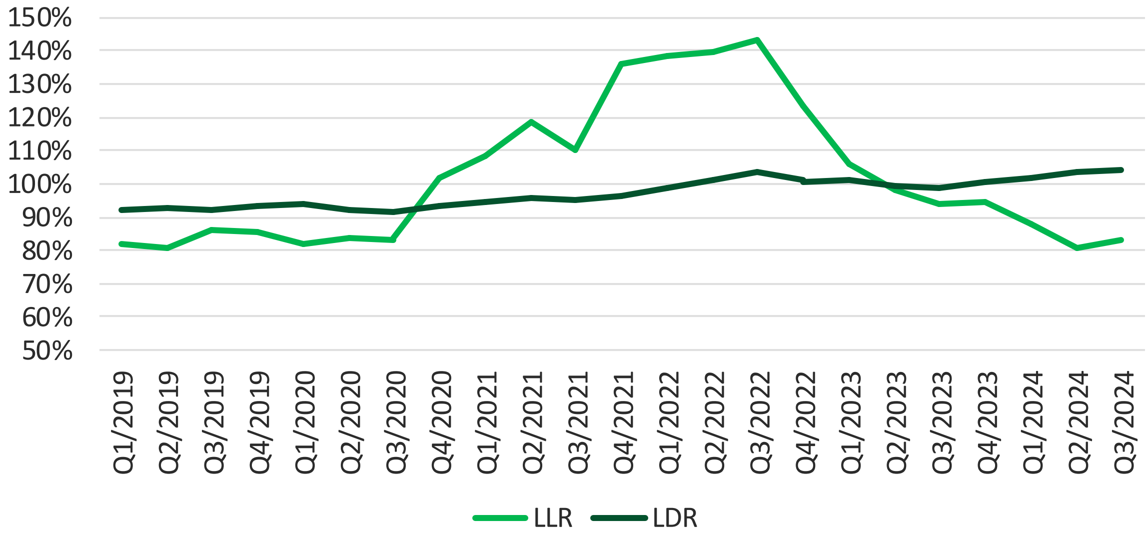
Individual banks' pure LDR by the end of Q3/2024

Unit: %



Industry LLR and LDR by quarters

Unit: %



- Deposit growth has been slowing relative to credit growth, with a gap of approximately 4% by the end of Q3/2024. As a result, 17 out of 27 banks are reporting a pure LDR of 100% or higher, with the remaining institutions being smaller in size. A significant number of banks, particularly retail banks such as VPB and VIB, as well as those focused on lending to real estate enterprises like SSB, TCB, and LPB, have LDR exceeding 100%. This trend signals potential liquidity pressure, as lending beyond deposits indicates a heavy reliance on short-term capital sources or the interbank market. The industry-wide LDR has been on an upward trajectory from Q3/2019 to Q3/2024, highlighting that credit growth is outpacing deposit growth. While this is a typical strategy for banks seeking to capitalize on lending opportunities, it also increases liquidity risk, especially in a volatile interest rate environment. Banks with high LDR will need to secure additional funding to maintain liquidity and support continued credit demand. However, in the current competitive deposit rate landscape, the pressure on COF will likely heighten, impacting NIM.
- The industry's LLR has been consistently declining since its peak in Q3/2022, indicating a reduction in provisioning levels. This trend may reflect expectations of improved credit quality management and a reduction in NPLs. However, this decline also introduces risks, particularly if macroeconomic conditions deteriorate or if bad debts rise unexpectedly.

Sources: FS, VPBankS Research compiled & calculated

Overview of individual banks' LLR and NPL

Ticker	LLR Q2/2024	LLR Q3/2024	% change
VCB	212%	205%	-4%
BID	132%	116%	-12%
CTG	114%	153%	34%
MBB	102%	69%	-32%
TCB	101%	103%	2%
BAB	86%	98%	14%
ACB	78%	80%	3%
LPB	77%	77%	0%
SSB	77%	81%	5%
KLB	70%	72%	4%
STB	70%	75%	8%
TPB	66%	59%	-11%
SHB	63%	62%	-2%
HDB	59%	66%	12%
MSB	59%	63%	7%
OCB	55%	54%	-1%
VAB	49%	70%	43%
VIB	48%	47%	-2%
VPB	48%	51%	5%
NAB	47%	45%	-4%
ABB	44%	54%	21%
EIB	40%	40%	0%
BVB	39%	33%	-17%
SGB	38%	33%	-13%
VBB	33%	0%	-100%
PGB	31%	36%	14%
NVB	5%	6%	13%

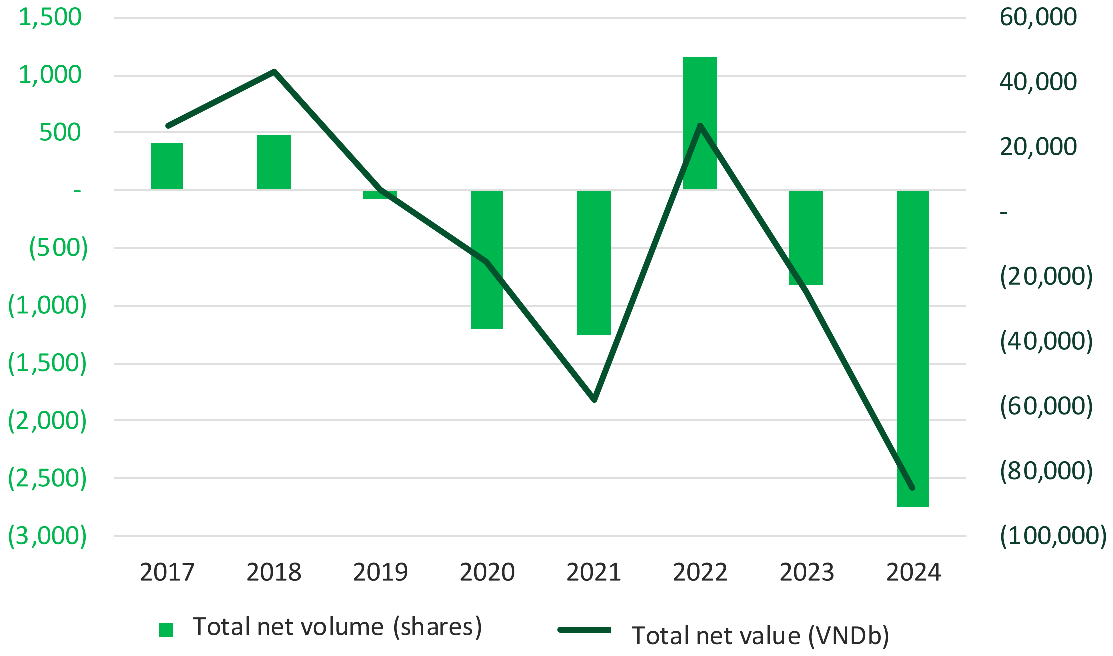
Ticker	NPL Q2/2024	NPL Q3/2024	% change
VCB	1.20%	1.22%	2%
TCB	1.23%	1.29%	5%
BAB	1.48%	1.33%	-10%
CTG	1.57%	1.45%	-8%
ACB	1.48%	1.49%	1%
VAB	2.54%	1.70%	-33%
BID	1.52%	1.71%	12%
SSB	1.91%	1.87%	-2%
HDB	2.10%	1.90%	-10%
KLB	1.98%	1.94%	-2%
LPB	1.73%	1.96%	14%
MBB	1.64%	2.23%	37%
TPB	2.06%	2.29%	11%
STB	2.43%	2.47%	2%
SHB	3.02%	2.53%	-16%
EIB	2.64%	2.71%	2%
SGB	2.55%	2.85%	12%
NAB	2.57%	2.85%	11%
MSB	3.08%	2.88%	-7%
PGB	3.53%	3.19%	-10%
OCB	3.12%	3.19%	2%
ABB	3.55%	3.20%	-10%
VBB	3.43%	3.30%	-4%
VIB	3.66%	3.85%	5%
BVB	3.77%	4.65%	23%
VPB	5.08%	4.81%	-5%
NVB	35.28%	30.61%	-13%

Sources: FS, VPBankS Research compiled & calculated

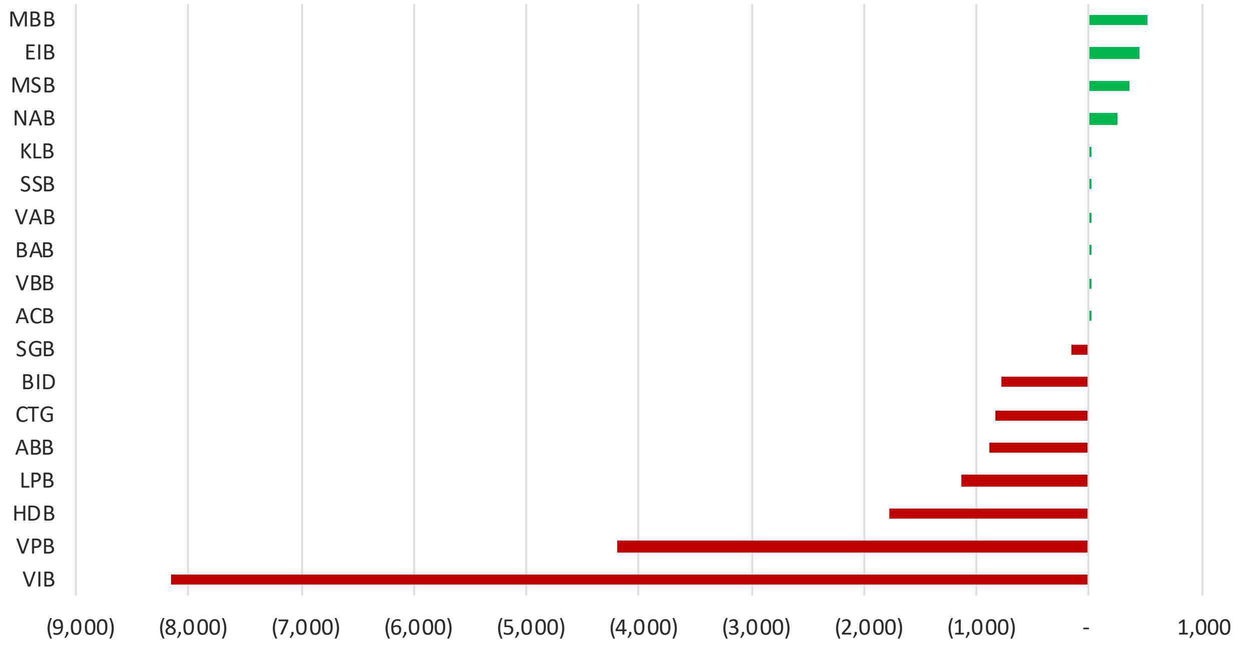
Overview of stock performance

Foreign investors recorded highest net selling in the last 8 years

Foreign investors net sales on VN-Index*
Unit: billion VND; million shares



Foreign investors net sales of bank stocks since beginning of the year*
Unit: billion VND

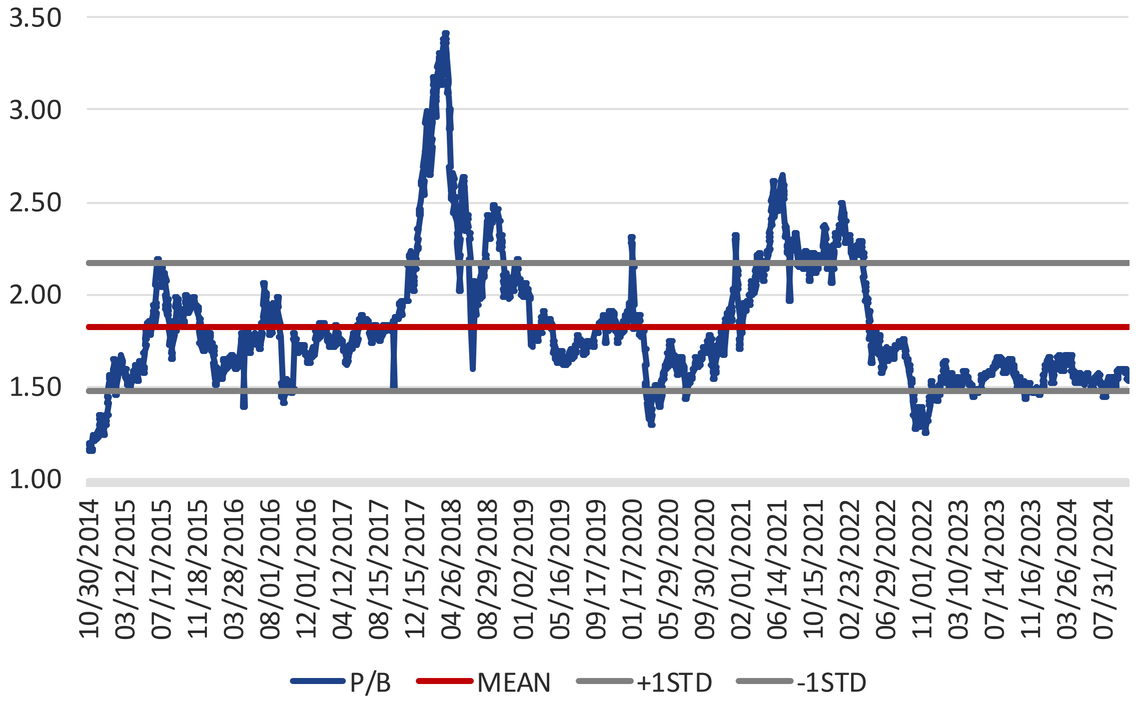


- As of November 18, 2024, market data reveals that foreign investors have net sold a total of VND85,243 billion since the beginning of the year, marking the highest level of net selling in the past eight years. Notably, the banking sector has seen a net outflow of VND 18,540 billion, accounting for 22% of the total net selling volume, despite the sector representing 40% of the overall market capitalization. This year, a significant event occurred when the former strategic shareholder of VIB, Commonwealth Bank (CBA), divested 15% of its stake, which has largely contributed to the net selling activity from foreign investors. Excluding this extraordinary event, the net selling in the banking sector would account for only approximately 12% of the total net selling across the entire market.
- It is also important to note that, as of now, four banking stocks—VIB, MBB, TCB, and ACB—already have their foreign ownership room full. This suggests that the banking sector is not the primary focus of foreign investors' divestment strategies.

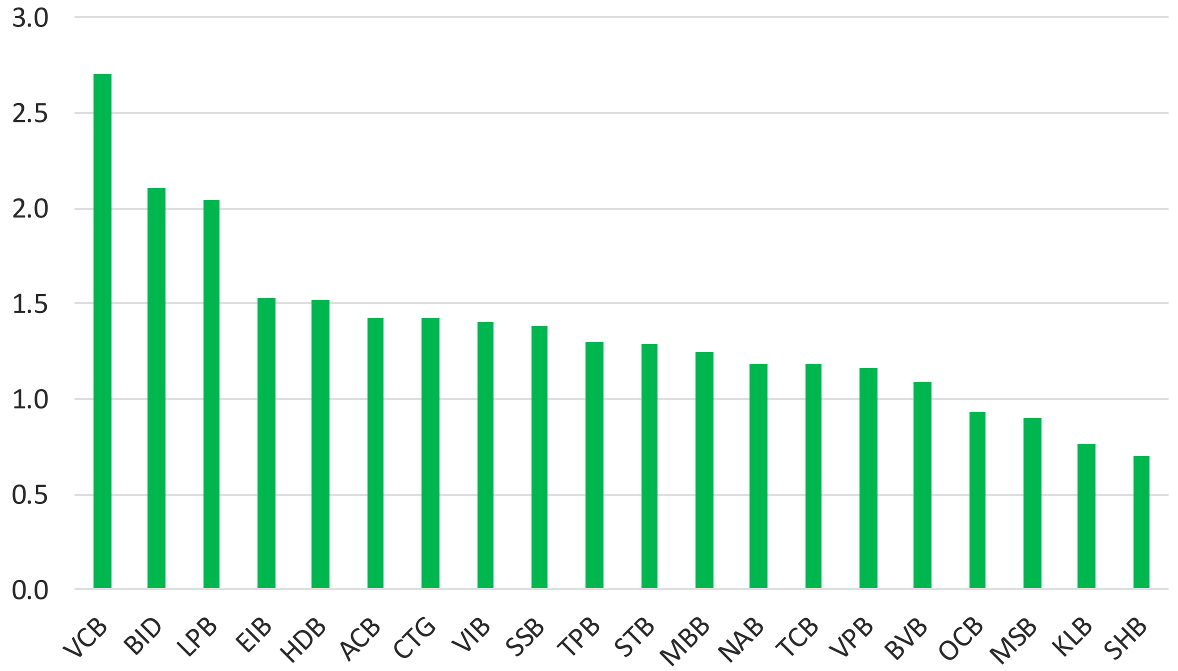
*Sources: Fiinpro, VPBankS Research compiled, *: 2024 data up to 18 Nov*

Trading performance

10-year Banking industry P/B
Unit: times



Individual banks' P/B at the end of Q3/2024
Unit: times



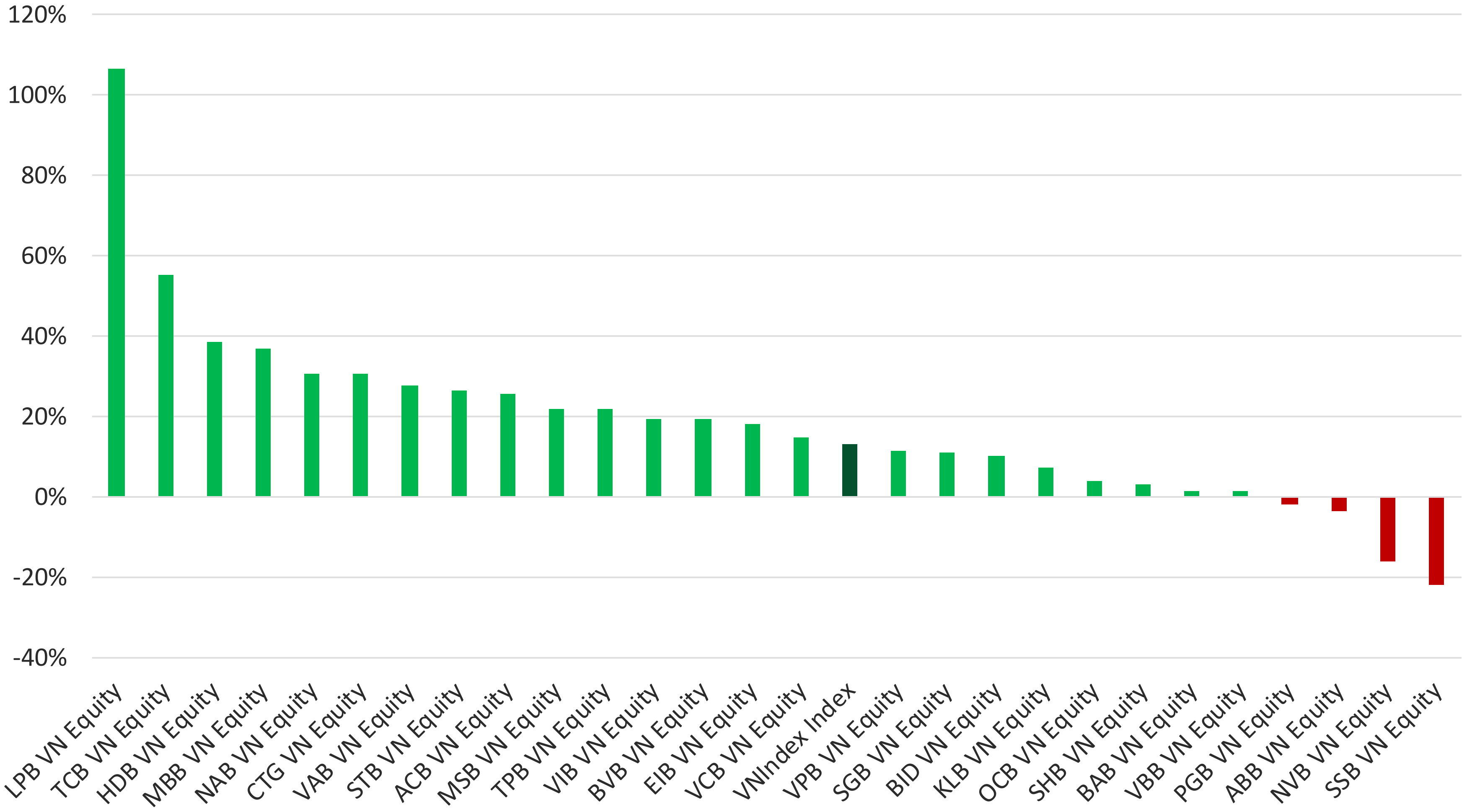
- The industry's current Price-to-Book (P/B) ratio is notably attractive, standing at just 1.5 times, which is near -1 STD and significantly below the 10-year average of 1.8. Historically, the current P/B ratio represents an appealing valuation level for investors.
- By the end of Q3, only five banks had P/B ratios at or above the industry average: in addition to VCB and BID, which have consistently maintained higher-than-industry average P/B ratios, LPB and EIB—two smaller banks with limited market share and no significant growth potential—appear to be overvalued by the market. On the other hand, most large private banks are trading at P/B ratios between 1.2 and 1.4 times, below the industry average, representing more attractive investment opportunities found in banks such as CTG (1.4), VIB (1.4), TPB (1.3), TCB, and VPB (1.2).

Sources: Fiinpro

Price performance

Price changes from the beginning of the year to the end of Q3/2024, 15/27 banks have outperformed VN-Index

Unit: % ytd



Sources: Bloomberg

VPBank Securities

Preparing for 2025

Recommendation performance 2024

Ticker	Recommendation	Published date	Target met date	Target met	Target price (1)	YTD Highest Price (2)	% change from (1) to (2)	Price change from published date to ytd highest	% Price ytd	% Difference between target price and close price as of 27 Nov
MBB	Buy	07/02/2024		No	26,800	25,900	3%	10%	32%	11%
VCB	Buy	29/03/2024		No	103,500	97,400	6%	3%	15%	12%
BID	Buy	29/03/2024		No	59,000	54,400	8%	4%	7%	27%
CTG	Buy	29/03/2024		No	40,800	37,000	10%	4%	30%	16%
VPB	Buy	29/03/2024		No	23,600	20,900	13%	6%	5%	24%
TCB	Hold	18/06/2024	02/10/2024	Yes	25,000	24,900	0%	2%	53%	6%
HDB	Buy	26/06/2024		No	28,680	28,300	1%	25%	28%	14%
TPB	Hold	03/07/2024		No	18,999	17,900	6%	22%	14%	18%
ACB	Hold	08/07/2024		No	27,630	26,250	5%	8%	25%	10%
STB	Hold	08/07/2024	17/10/2024	Yes	34,200	35,800	-4%	19%	19%	3%
NAB	Buy	27/08/2024		No	19,280	17,600	10%	8%	28%	22%
VIB	Buy	01/10/2024		No	21,786	20,420	7%	3%	17%	18%

VIETNAM JOINT STOCK COMMERCIAL BANK FOR INDUSTRY AND TRADE (HOSE: CTG)

VPBank Securities

BUY – Target price: 41,350 (+18%)

Investment thesis

We recommend a **BUY** rating for **CTG** shares, supported by the following key factors:

1. **Strong Credit Lending Potential**: CTG consistently ranks among the top four banks by lending market share. The bank's credit portfolio has seen a positive shift, with significant growth in the Retail and SME segments (specifically, the Retail credit saw an 11.8% ytd increase in Q3/2024, more than 1.7 times than that of the large corporate client segment). Additionally, the FDI segment grew by 17.8% ytd, highlighting CTG's competitive advantage in offering FDI credit products and its ability to take advantage of on the robust FDI-driven credit demand.
2. **Stable NIM amid "NIM Recession"**: Since 2015-now, CTG has consistently maintained an average NIM of 2.8%, benefiting from its ability to manage COF, leveraging its position as a state-owned bank. In Q3/2024, CTG effectively preserved its NIM at 2.93%, a slight decline of just 7 bps qoq while large private banks such as ACB, VIB, TCB, and VPB experienced a more significant decrease in NIM, ranging from 30 to 50 bps.
3. **Low CIR compared to State-Owned Peers and to the Industry**: As of 9M2024, CTG achieved a CIR of 26.4%, significantly lower than the industry average of 32.4%. This marks a continued improvement over the past 5 years, with the CIR decreasing from 38.8% in 2019 to below 30% in the past 2 years, reflecting CTG's strong efforts to optimize operating costs, surpassing even private banks in cost efficiency.
4. **CTG boasts the most diverse shareholder structure among state-owned commercial banks** (with the State Bank holding a 64.46% stake, compared to BID 80.99% and VCB 74.98%). Despite this, CTG continues to benefit from the same advantages as its peers.

Investment risks

- CAR has been consistently lower than the industry average, with a 3-year average of 9%, compared to the industry average of 11%, posing challenges when transitioning to BASEL III.
- Policy rates may rise again to stabilize exchange rates, potentially leading to higher COF.
- The impact of storm Yagi is concentrated in the Northern region, affecting asset quality.

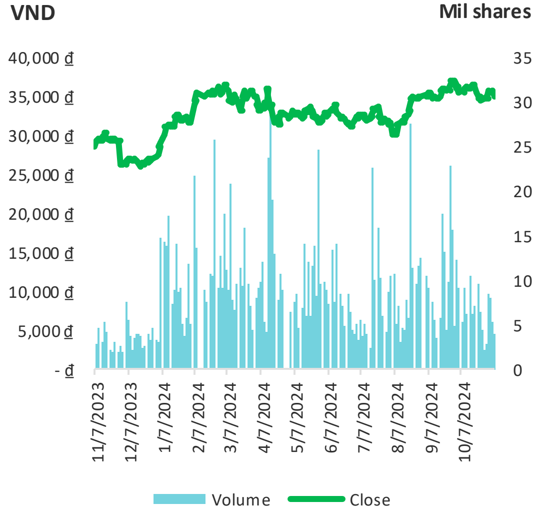
Current price	35,000 VND	Market cap	191,709 VNDb
Target price	**41,350 VND**	52W Range	26,050 – 37,000 VND/share
Upside	**+18%**	Avg. Trading volume ytd	257 VNDb

Unit: VNDb	2023	2024F	2025F
EPS	3,749	4,155	4,778
BVPS	23,596	27,751	32,529
PE	7.23	8.72	8.65
PB	1.15	1.31	1.27
NIM	2.91%	3.0%	2.9%
CIR	28.9%	26.91%	26.91%
ROA	1.31%	1.0%	1.0%
ROE	17.08%	16.0%	15.8%

Price movement

	1M	3M	6M	YTD
CTG (%)	-1.4	2.3	4.0	29.2
VNIndex (%)	-4	-4.3	-3.8	8.7

STOCK PRICE MOVEMENT



	Unit	2022	2023	2024F	2025F
Net interest income	**VNDb**	**47,792**	**53,083**	**62,123**	**70,369**
Non-interest income	**VNDb**	**16,325**	**17,575**	**18,604**	**21,490**
Operating expenses	VNDb	(19,007)	(20,443)	(21,721)	(24,717)
Provisions for credit risk	VNDb	(24,163)	(25,115)	(31,083)	(35,029)
Profit before tax	**VNDb**	**20,946**	**25,100**	**27,923**	**32,114**
Profit after tax	**VNDb**	**16,835**	**20,133**	**22,469**	**25,841**
Non-interest income/TOI	%	25.5%	24.9%	23.0%	23.4%
Customer lending growth	%	12.7%	15.6%	16.1%	15.8%
Total assets/Total equity	times	16.5	16.3	15.6	15.4
NPL ratio	%	1.2%	1.1%	1.5%	1.3%

VIETNAM INTERNATIONAL COMMERCIAL JOINT STOCK BANK (HOSE: VIB)

VPBank Securities

BUY – Target price: 21,786 (+19.7%)

Current price	18,200 VND	Market cap	54,071 VNDb
Target price	**21,786 VND**	52W Range	15,769 – 21,026 VND/share
Upside	**+19.7%**	Avg. Trading volume ytd	128 VNDb

Investment thesis

We recommend a **BUY** rating for **VIB** shares, supported by the following key factors:

1. **VIB's Strong Credit Growth Potential**: VIB has allocated 20% of its credit portfolio to corporate clients. Additionally, the bank has a strong foothold in retail credit in the Southern region, positioning it well to utilise 90% or more of its credit room when consumer purchasing power in the Southern region during the year-end shopping season remains unaffected by Typhoon Yagi. In Q3/2024 alone, VIB was able to grow its credit by 7%, which represents 40% of its available credit room.
2. **Diversification of Non-Interest Income through the Card Segment**: VIB has launched various initiatives to stimulate consumption, such as offering the American Express cashback card tailored to customer preferences, sponsoring the "Anh Trai Say Hi" program, and providing exclusive airport privileges at numerous international airports for Travel Elite cardholders. We anticipate that while VIB's non-interest income may be impacted by the slow recovery in the banca market which will be offset by increased card fees and higher recovery income. We expect VIB's Non-II to TOI ratio to remain stable at 22%, up from 20% in previous years.
3. **Credit exposure to real estate and construction enterprises constitute a relatively small portion of VIB's total outstanding loans compared to the industry average,** standing at just 1.4% as of 9M2024, much lower than industry's average at 17.6%. VIB's investment portfolio in corporate bonds is modest compared to both the industry and other retail-focused banks, similar to ACB.
4. **Harmony Between Dividends and Growth**: VIB has established a strong track record of paying consistent cash dividends, with a payout of over 5% of par value annually since 2015, excluding the COVID period from 2020 to 2022; while maintaining its 7-year CAGR PBT growth of 45.7%.

Investment risks

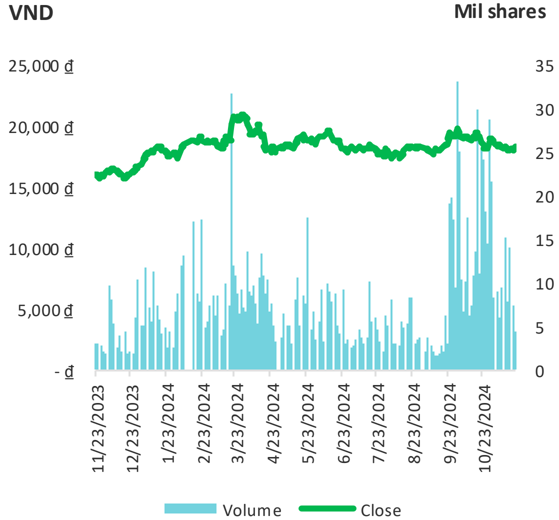
- VIB's aggressive pricing strategy led to a decline in its NIM of 50 bps yoy and 30 bps qoq, which exceeded our initial expectations. We believe that this intense price competition is an unsustainable strategy for VIB, especially considering its high COF. VIB will need to replenish its capital buffer and diversify its funding sources in the coming years.

Unit: VNDb	2023	2024F	2025F
EPS	3,375	2,485	2,960
BVPS	14,955	15,464	17,624
PE	5.81	8.77	8.17
PB	1.31	1.41	1.37
NIM	4.7%	4.2%	4.2%
CIR	30%	35%	33.5%
ROA	2.3%	1.7%	1.8%
ROE	25%	17.6%	17.9%

Price movement

	1M	3M	6M	YTD
VIB (%)	-4.7	0.3	-5.3	16
VNIndex (%)	-4	-4.3	-3.8	8.7

STOCK PRICE MOVEMENT



	Unit	2022	2023	2024F	2025F
Net interest income	**VNDb**	**14,963**	**17,361**	**17,199**	**19,094**
Non-interest income	**VNDb**	**3,095**	**4,800**	**5,449**	**5,360**
Operating expenses	VNDb	(6,197)	(6,611)	(7,927)	(8,192)
Provisions for credit risk	VNDb	(1,280)	(4,847)	(5,504)	(5,282)
Profit before tax	**VNDb**	**10,581**	**10,703**	**9,218**	**10,980**
Profit after tax	**VNDb**	**8,469**	**8,562**	**7,376**	**8,786**
Non-interest income/TOI	%	17.1%	21.7%	24.1%	21.9%
Customer lending growth	%	15.1%	14.8%	14.8%	16.1%
Total assets/Total equity	times	11.5	10.7	10.2	9.8
NPL ratio	%	2.5%	3.1%	3.8%	3.1%

APPENDIX - Abbreviations

Abbreviations	Explanation
PBT	Profit before tax
BOD	Board of Directors
SBV	State Bank of Vietnam
1H2024, 2H2024	First & second half of 2024
Yoy	year-on-year
Qoq	quarter-on-quarter
Ytd	year-to-date
Bps	Basis point (1 bps = 0.01%)
NIM	Net Interest Margin
NII	Net Interest Income
Non-II	Non-interest Income
TOI	Total operating income
CIR	Cost-income ratio

Abbreviations	Explanation
COF	Cost of funds
CASA	Current/Savings accounts
NPL	Non-performing loans
NFI	Net Fee Income
LLR	Loan loss reserve
LDR	Loan to deposit ratio
ROA, ROE	Return on asset/equity
FDI	Foreign direct investment
GDP	Gross domestic products
PMI	Purchasing managers' index
CIC	Credit Information Centre

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