BIDV Review

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BIDV - the first Vietnamese commercial bank - becomes an accredited entity of Green Climate Fund

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BIDV REVIEW

BIDV AT A GLANCE

The Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV), founded on 26 April 1957, is the longest-established commercial bank in Vietnam. The bank's operations cover banking, insurance, securities, and financial investment, boasting a network of more than 1,100 branches and transaction offices as well as presence in 5 countries and territories. BIDV is headquartered in Hanoi, the capital of Vietnam. The bank's stock (ticker: BID) is listed on Ho Chi Minh City Stock Exchange (HOSE).

VISION 2030

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

MISSION

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

CORE VALUES iBIDV

- Intelligence
- Belief
- Integrity
- Detail orientation
- Vitality

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Editor's Letter

Dear readers,

Below are some highlights of the month.

On 28 October 2025, the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV) was officially accredited by the Green Climate Fund (GCF) as an Accredited Entity (AE) – making BIDV the first joint-stock commercial bank in Vietnam to receive this recognition.

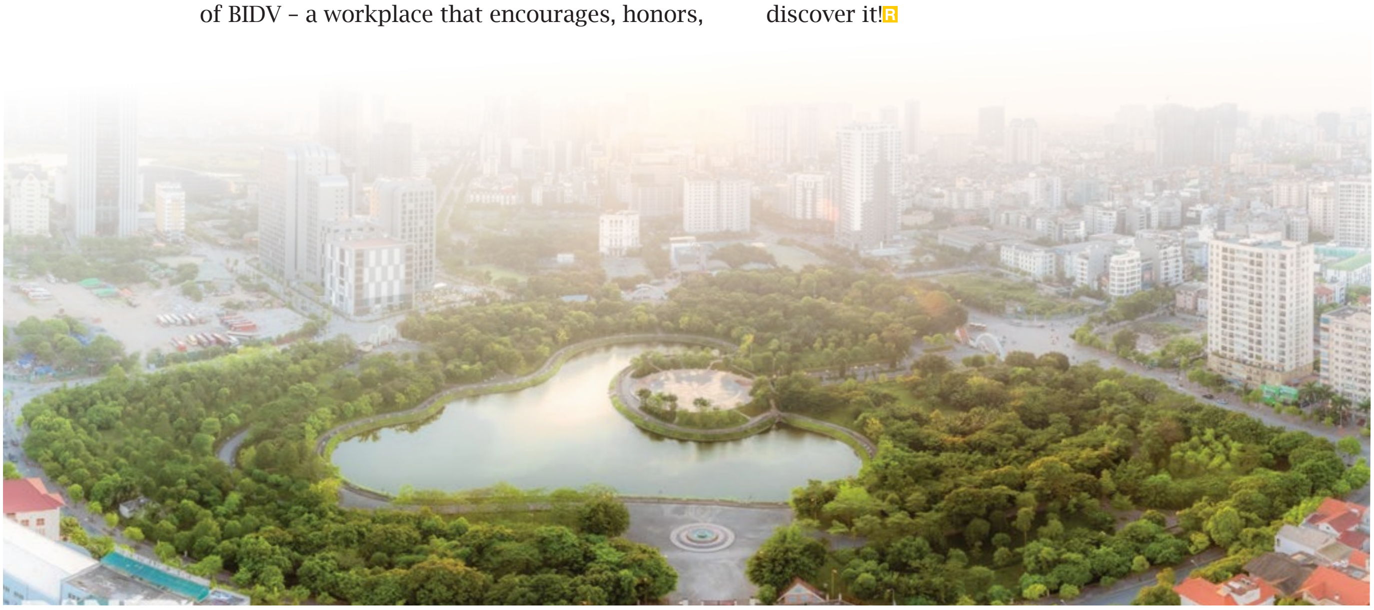
BIDV began the accreditation process in 2023. Over the past two years, BIDV has completed extensive capacity assessments and participated in bilateral meetings with GCF through key international events. Becoming an Accredited Entity of the Green Climate Fund marks an important milestone in BIDV's sustainable development journey. As an AE of the GCF, BIDV will gain access to concessional resources to finance renewable energy projects, enhance climate resilience, and promote green innovation in Vietnam – contributing to a just transition across industries and improving the livelihoods of vulnerable communities.

Nguyen Thi Quynh Giao, Senior Executive Vice President of BIDV, was honored with the title "Outstanding Vietnamese Businesswoman – Golden Rose award 2025". The "Golden Rose" award 2025 is not only a well-deserved recognition of Mrs. Nguyen Thi Quynh Giao's dedication and contributions but also a pride of BIDV – a workplace that encourages, honors, and empowers female leaders to demonstrate their capability, resilience, and intellect in building a sustainable, humane, and community-oriented BIDV.

She was also honored as a dynamic, innovative and responsible female trade union member - the sole representative of the banking sector to receive this prestigious award. This recognition affirms her remarkable contributions to professional excellence, trade union activities, and pioneering role as a female leader in the finance and banking sector.

With six outstanding digital transformation solutions, BIDV has been honored with the award "Outstanding Digital Transformation Enterprise 2025" by the Vietnam Digital Communications Association. Being recognized at the Vietnam Digital Awards 2025 not only affirms BIDV's pioneering position in digital banking but also represents a well-deserved acknowledgment of its continuous innovation and active contribution to the nation's digital transformation journey.

Cu Lao Cau, also known as Hon Cau, is a small island located in Tuy Phong commune, Lam Dong province. Cu Lao Cau is a newly emerging "paradise" that has recently become a sensation among travel enthusiasts. Pristine, mysterious, and fascinating – these are the impressions Cu Lao Cau leaves on anyone who sets foot on it. The island is ideal for those who love exploring the beauty of the sea and seeking adventurous experiences. Let's discover it!




BIDV
TRAO TẶNG
HỌC BỔNG SINH VIÊN
HỌC VIỆN NGÂN HÀNG NĂM 2025
TRỊ GIÁ 500 TRIỆU ĐỒNG

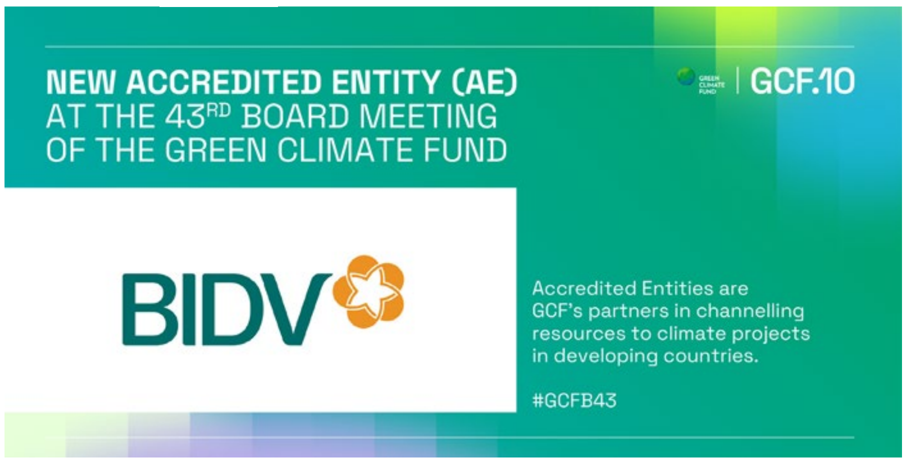
GIA LINH

BIDV becomes an accredited entity of GCF

On 28 October 2025, the Bank for Investment and Development of Vietnam JSC (BIDV) was officially accredited by the Green Climate Fund (GCF) as its Accredited Entity (AE).

Notably, BIDV is the first joint-stock commercial bank in Vietnam to be recognized by the GCF as a partner to channel concessional resources to climate projects in Vietnam.

BIDV began the accreditation process in 2023. Over the past two years, BIDV has completed extensive capacity assessments and participated in bilateral meetings with GCF through key international events such as the GCF Asia-Pacific Regional Dialogue (2023), COP28 in Dubai (2023), and the P4G Summit in Hanoi (2024). GCF also conducted a comprehensive due diligence mission evaluating BIDV's governance and sustainable finance capacity. Through these rigorous assessments, BIDV not only demonstrated strong institutional governance and risk management capacity but also reaffirmed the commitment to climate finance, meeting GCF's stringent accreditation standards. At the 43rd Board Meeting of the Green Climate Fund, BIDV was officially accredited as an AE of GCF.



BIDV has been named an accredited entity at the 43rd board meeting of GCF

Ms. Achala Abeysinghe, Director of the Division of Country Programming, GCF, stated:"We are pleased to welcome the Joint Stock Commercial Bank for Investment and Development of Vietnam as an Accredited Entity of the Green Climate Fund. This new partnership strengthens GCF's commitment to working with national development banks and creates opportunities to expand access to climate finance in Vietnam."

As a leading bank in promoting sustainable growth, BIDV has identified green growth as one of the three pillars of the bank's "LARGE, STRONG, GREEN" development strategy. The green transformation strategy focuses on three pillars, reflecting the role of a leading financial institution in Vietnam: (i) Playing a pivotal role in mobilizing and providing capital for green transformation and driving national green transition; (ii) Leading greening efforts, promoting energy and resource efficiency, and reducing internal carbon emissions; (iii) Supporting clients and partners in their green transition.

Through the mobilization of concessional green financing from GCF, BIDV will be able to extend preferential loans to projects that contribute to emissions mitigation and climate adaptation. This milestone marks a promising new chapter in BIDV's sustainable finance journey

- one that will enable the bank to expand the application of international Environmental, Social, and Governance (ESG) standards and play a pivotal role in advancing Vietnam's green growth and sustainable development goals.

Mr. Le Ngoc Lam, Chief Executive Officer of BIDV, stated: Becoming an Accredited Entity of the Green Climate Fund marks an important milestone in BIDV's sustainable development journey. As an AE of the GCF, BIDV will gain access to concessional resources to finance renewable energy projects, enhance climate resilience, and promote green innovation in Vietnam – contributing to a just transition across industries and improving the livelihoods of vulnerable communities."

BIDV's ongoing efforts in sustainable and green finance have already produced remarkable results. As of September 30, 2025, BIDV's green credit portfolio reached over VND81 trillion (USD3.2 billion), supporting 1,623 clients and 2,143 projects/business plans, accounting for 3.7 percent of the bank's total outstanding loans. These achievements underscore BIDV's strong commitment to sustainable finance and highlight its leading position in developing a dynamic and effective green finance ecosystem in Vietnam. With the largest green credit market share in Vietnam, BIDV possesses the capacity and determination to effectively contribute to the realization of the GCF's mission and climate objectives in Vietnam.

BIDV heardquarters in Hanoi

About the Green Climate Fund (GCF)

The Green Climate Fund (GCF) – a critical element of the historic Paris Agreement - is the world's largest climate fund, mandated to support developing countries raise and realize their Nationally Determined Contributions (NDC) ambitions towards low-emissions, climate-resilient pathways. The fund has received total pledges of USD 30 billion from 51 contributors, including a USD 1 million pledge from Vietnam at COP21 (2015) with the actual payment of the pledge made in 2020.

GCF implements its activities through cooperation with a diverse network of Accredited Entities, including government agencies, multilateral organizations such as World Bank, IFC, UNDP, ADB, EIB, AFD, etc. and financial institutions such as HSBC, Deutsche Bank, KDB, MUFG, SMBC, etc.

THAO MINH

A major milestone in BIDV's sustainable development journey

Vietnam is among the countries most severely affected by climate change, facing increasingly frequent extreme weather events that have significant impacts on agricultural production and the livelihoods of its people. As one of the largest and longest-standing banks in Vietnam, BIDV's long-term aspiration is to promote sustainable and inclusive growth for the nation, while contributing to regional and global efforts to combat climate change.

Mr. Le Ngoc Lam, CEO, BIDV

The Green Climate Fund's accreditation of BIDV marks a major milestone in our sustainable development journey. As an Accredited Entity (AE) of the GCF, BIDV will be able to access concessional financing from the Fund to support renewable energy projects, enhance climate resilience, and foster green innovation across Vietnam. This milestone goes far beyond the benefit of preferential financing – it carries a deeper meaning. It empowers BIDV to amplify sustainable impacts, promote a just transition in key industries, and improve the livelihoods of vulnerable communities.

In the time ahead, BIDV will continue to integrate international Environmental, Social, and Governance (ESG) principles into every aspect of our operations. We will work closely with the Green Climate Fund to identify and propose impactful projects in both mitigation and adaptation to ensure that our green credit portfolio brings tangible, lasting benefits. With the partnership and support of the Green Climate Fund, we are confident that BIDV can drive meaningful change in Vietnam's green transition journey - moving steadily toward the Net Zero goal by 2050, in line with Vietnam's commitment at COP26.

As of 30 June 2025, BIDV's total green outstanding loans reached nearly VND80,000 billion (USD 3.2 billion). BIDV has pioneered to build a sustainable Development Strategy as well as developing sustainability-linked loans. BIDV was also the first bank to announce a sustainable loan framework; the first bank to issue VND2,500 billion of green bond and VND3,000 billion of sustainability bond.

The bank has strengthened cooperation with international organizations on mobilizing green funds and technical assistance. BIDV has enhanced internal governance and management on digital platform, pioneering to establish a steering committee and PMU on building and delivering a master strategy on sustainable development and ESG practices.

PHUOC THAO

BIDV SEVP honored with "Golden Rose" award

On 22 October 2025, Mrs. Nguyen Thi Quynh Giao, Senior Executive Vice President of BIDV, was honored with the title "Outstanding Vietnamese Businesswoman – Golden Rose award 2025". She was also honored as a dynamic, innovative and responsible female trade union member.

SEVP Nguyen Thi Quynh Giao receives the "Golden Rose" award

The "Golden Rose" award, organized by the Vietnam Chamber of Commerce and Industry (VCCI) every five years since 2005, aims to honor female entrepreneurs who have made remarkable contributions to the socio-economic development of the country.

With over 24 years of dedication to BIDV, Mrs. Giao has held numerous key leadership positions across member units and departments at the Head Office, and currently serves as Senior Executive Vice President of BIDV and Chairwoman of BIDV MetLife Life Insurance – a joint venture between BIDV and its partner MetLife Inc. from the United States. She is also the Head of the card sub-association under the Vietnam Banks Association.

Since its transformation into a commercial bank in 1995 and subsequent strategic partnership with Hana Bank – a leading financial group from South Korea – in 2019, BIDV has achieved remarkable progress, particularly in retail banking over the past decade. Transitioning from a traditional corporate-focused bank, BIDV has emerged as one of Vietnam's leading retail banks with an individual customer base exceeding 22 million. By the end of 2024, both retail loan balance and deposit volume surpassed VND2 quadrillion. The number of digital banking users has seen impressive growth, from 4.5 million in 2019 to over 16 million in 2025.

BIDV's efforts have been recognized by The Asian Banker as "Best Retail Bank in Vietnam" for ten consecutive years. This success reflects the bank's sound strategic vision, unity, and relentless efforts, with the dedicated and innovative leadership of Mrs. Nguyen Thi Quynh Giao – the driving force behind BIDV's retail banking group.

Alongside her business achievements, Mrs. Giao actively promotes community engagement initiatives, contributing to the spread of BIDV's humanitarian and social values. She also serves as a member of BIDV's Party Standing Committee, responsible for youth affairs – a core force that BIDV continually nurtures to foster creativity, aspiration, and commitment, helping to build a capable and modern successor generation aligned with the bank's digital transformation goals.

The "Golden Rose" award 2025 is

Mrs. Quynh Giao has been honored as a dynamic, innovative and responsible female trade union member

not only a well-deserved recognition of Mrs. Nguyen Thi Quynh Giao's dedication and contributions but also a pride of BIDV – a workplace that encourages, honors, and empowers female leaders to demonstrate their capability, resilience, and intellect in building a sustainable, humane, and community-oriented BIDV.

Previously on 15 October, Mrs. Nguyen Thi Quynh Giao was honored as a dynamic, innovative and responsible female trade union member.

The award recognizes outstanding female trade union members who embody the spirit and values of Vietnamese women in the modern era. The Vietnam General Confederation of Labour hosted the first-ever "dynamic, innovative, and responsible female trade union member" award ceremony, honoring 10 exemplary individuals nationwide.
Among the honorees, Mrs. Nguyen Thi Quynh Giao - Senior Executive Vice President of BIDV - is the sole representative of the banking sector to receive this prestigious award. This recognition affirms her remarkable contributions to professional excellence, trade union activities, and pioneering role as a female leader in the finance and banking sector.

Mrs. Quynh Giao is well known as a resilient, insightful, and innovative senior executive who continuously promotes a spirit of responsibility, creativity, and humanity within the workforce. Under her leadership, numerous digital transformation, governance innovation, and customer-centric product development initiatives have been successfully launched, strengthening BIDV's position as a leading bank in Vietnam.

Beyond her professional accomplishments, Mrs. Quynh Giao is also an exemplary participant in the "Excellent at Work, Dedicated at Home" movement, gracefully balancing career and family life. She stands as a role model of the modern Vietnamese woman - dynamic, determined, yet graceful and kind-hearted.

The "dynamic, innovative, and responsible female trade union member" award is a well-deserved recognition of Mrs. Nguyen Thi Quynh Giao's dedication, innovation, and inspiring leadership, and a source of pride for all BIDV employees and trade union members, who continue to uphold the tradition of professional excellence and strong commitment to community.

Mrs. Nguyen Thi Quynh Giao at a school handover ceremony

THU HUYEN

BIDV honored as "Outstanding Digital Transformation Enterprise"

With six outstanding digital transformation solutions, BIDV has been honored with the award "Outstanding Digital Transformation Enterprise 2025" by the Vietnam Digital Communications Association.

A representative of BIDV receives the award

The award ceremony took place in Hanoi on 8 October 2025. The Vietnam Digital Awards (VDA), organized annually by the Vietnam Digital Communications Association under the patronage of the Ministry of Science and Technology, aims to recognize organizations and enterprises that lead in digital technology application, innovation, and contributions to the development of the national digital economy. Under the message "For a digital Vietnam," VDA has become a prestigious forum that brings together leading enterprises, experts, and leaders in technology and digital transformation.

After four years of implementing the Digital Transformation Strategy for the 2021–2025 period with a vision to 2030, BIDV has achieved remarkable milestones. The bank has been progressively digitalizing its operations across all areas - from internal governance to the development of digital products and services, toward the goal of becoming Vietnam's leading digital bank.

Alongside these achievements, BIDV continues to expand its comprehensive digital ecosystem, develop a secure and seamless technology infrastructure, and strengthen partnerships with strategic allies to deliver exceptional value to customers. The bank also emphasizes fostering a digital culture and enhancing digital human resources to build a modern, creative, and efficient working environment.

Being recognized at the Vietnam Digital Awards 2025 not only affirms BIDV's pioneering position in digital banking but also represents a well-deserved acknowledgment of its continuous innovation and active contribution to the nation's digital transformation journey.

SIX AWARD-WINNING SOLUTIONS:

• **B.One** - a digital workspace platform serving 30,000 employees across the system.

• **Gen AI Search** - an artificial intelligence-powered application for instant information search and advisory support.

• **Astrology and Fengshui Account** - an AI and big data–based solution offering a personalized experience on the BIDV SmartBanking app.

• **Electronic guarantee** - a solution integrating with the National e-Bidding System, marking a significant step in digitizing guarantee processes.

• **Smart payroll** - an automatic salary-advance loan solution enabling employees to access financial support quickly and conveniently.

• **Corporate eKYC** - a digital identity verification solution that allows corporate clients to open accounts and register for e-banking services anytime, anywhere.

MINH TRANG

Supporting import-export businesses

Representatives of BIDV and Trade Remedies Authority at the signing ceremony

On 27 October 2025, BIDV and the Trade Remedies Authority of Vietnam (under the Ministry of Industry and Trade) signed a cooperation agreement to support import-export enterprises in global trade.

The event marked an important milestone, establishing a bridge between enterprises, state regulators, and financial institutions, contributing to the development of a sustainable trade ecosystem that helps Vietnamese import-export businesses proactively respond to global trade remedy cases.

At the event, Mr. Doan Viet Nam, Senior Executive Vice President of BIDV, affirmed: "As the largest commercial bank by total assets, BIDV is proud to accompany Vietnamese businesses in expanding their global markets. Through this cooperation, we will provide a comprehensive financial solution package to help them save costs and enhance competitiveness in international trade."

Speaking at the ceremony, Mr. Luong Hoang Thai, Director General of the Trade Remedies Authority of Vietnam, emphasized: "With more than 200 trade remedy cases that Vietnam has faced since 2017, mainly from the US, EU, and India, this cooperation will enable businesses to access information early, minimize losses, and shift from a passive to a proactive stance. The authority will share information, provide legal consultation, and organize intensive training to strengthen trade remedy capacity for enterprises that are BIDV's clients and partners."

Under this cooperation framework, BIDV introduced BIDV TradeFlat - the first end-to-end digital ecosystem for import-export businesses. Developed in partnership with technology provider FPT IS and tailored specifically for the import-export business community, BIDV TradeFlat integrates the entire import-export process on a single platform, including trade finance, customs procedures, insurance, transportation, and related services. The system delivers a seamless experience, supporting online digital signing anytime, anywhere, helping enterprises optimize costs, save time, and reduce reliance on traditional paper documents. This is a breakthrough in the digitalization of international trade activities, affirming BIDV's pioneering role in providing advanced technological solutions for enterprises.

With the goal of comprehensive, long-term, and sustainable cooperation based on each party's strength, BIDV and the Trade Remedies Authority of Vietnam will jointly implement practical initiatives and build optimal financial solution packages, creating a strong "trade shield" for import-export enterprises.

BIDV and the Trade Remedies Authority reaffirm their commitment to accompany enterprises, turning challenges into opportunities and working together toward a prosperous and sustainable economic future for Vietnam.

PHAN THI THANH NHAN

One touch that connects all

A bank card is the intersection of the digital payment ecosystem, where money, data, and trust flow together.

We live in a world where a single "touch" can open an entire journey of connection. When we swipe a card at a supermarket, tap a phone to buy a cup of coffee, or pay school fees via a banking app – these are not merely financial transactions, but a reflection of a society transitioning into the digital era.

The tiny card, indeed, stands at the center of this digital transformation.

After more than 30 years of development, from the first plastic card to date, Vietnam now has over 136 million cards in circulation. Card technology and usage have evolved from magnetic stripe to chip, to contactless cards, and now to digital forms embedded in phones and smart devices. In the near future, payment may no longer require physical contact but only facial, palm, or voice recognition. That evolution represents not just technological progress, but also the growth of user experience and trust in Vietnam's banking system.

THE CARD'S ROLE

Along that journey, the card has transformed from a payment tool into an identification and connection medium. The bank card is the intersection of the digital payment ecosystem, where money, data, and trust flow seamlessly. This ecosystem consists of five key stakeholder groups:

Deputy Prime Minister Ho Duc Phoc listens to the BIDV representative presenting on ID card integration technology.

First, the Government and regulatory agencies serve as the architects of the legal framework, national data infrastructure, and digital government.

One of the major drivers of digital payments lies in online public services. The National Public Service Portal and local platforms have enabled citizens to pay fees, taxes, insurance, tuition, and more swiftly and transparently - reducing social costs and promoting financial inclusion.

An emerging trend is the integration of payment with digital identity platforms (e.g., VNeID, chip-based ID, virtual accounts). Citizens will soon need only a single identity code to open accounts, verify transactions, sign digital contracts, and make payments.

Second, banks and financial institutions form the backbone of the payment infrastructure. With modern, nationwide systems continuously upgraded with advanced technologies, they play a crucial role in building trust among end users.

Third, card organizations, switching organizations, payment intermediaries, and fintech companies, alongside banking apps, are expanding the boundaries of digital payment through e-wallets, e-commerce platforms, ride-hailing, travel, and entertainment applications. By collaborating with banks, they accelerate technological innovation and expand both domestic and cross-border payment connectivity.

Fourth, businesses and retailers represent vital touchpoints between products and consumers, constantly innovating and reinforcing trust in new payment methods.

Fifth, end users are both the center of innovation and the driving force behind the digital payment ecosystem. With the philosophy of "customer-centricity," BIDV and the banking industry continuously innovate to make card products more diverse, convenient, accessible, and seamlessly integrated into every touchpoint.

SPREADING TRUST

Alongside convenience, customers seek assurance – the assurance of personal information and financial safety. Yet, the greater the experience, the more sophisticated potential risks become. That is where banks play their most critical role: cultivating trust and promoting safety in every transaction.

In the age of AI and rapid digital advancement, opportunities come hand in hand with challenges, particularly from cybercrime employing ever-evolving, complex tactics. Card professionals are familiar with forms such as skimming/e-skimming, shimming, psychological scams, chip swapping, numeric attacks, or relay attacks (also known as NFC relay) – a sophisticated form of card fraud where criminals intercept data transmitted via NFC between a physical card or mobile device and the payment terminal, relaying it to another device possibly located in a different country.

Such threats raise a vital question: How can users truly feel secure when making digital payments? The answer is: BIDV - like the entire banking system - chooses to act proactively rather than reactively.

First, proactive prevention: continuously assessing risks for each product and feature, embedding preventive measures within products and services themselves. BIDV prioritizes developing virtual cards, tokenization on Apple Pay and Google Pay, and multi-factor authentication for online transactions via 3Ds, ensuring customers enjoy convenience without compromising on safety.

Second, strict compliance: rigorously adhering to legal and industry standards that form the foundation for secure payment systems - such as the Law on Personal Data Protection, the Law on Electronic Transactions, Circular 18 on card operations, and Circular 50 on payment security.

BIDV also complies with State Bank of Vietnam's direction and NAPAS on converting from magnetic stripe to domestic chip cards, actively participates in SIMO information-sharing systems, and collaborates to prevent and investigate fraud.

BIDV ensures full compliance with the latest versions of PCI DSS, EMV, and EMV 3Ds standards. This is essential to safeguard both customer and bank interests, as international card networks grant financial protection to the party with stronger technology and compliance in case of risks.

Third, BIDV has boldly pioneered the application of artificial intelligence (AI), machine learning (ML), and big data analytics for 3Ds customer authentication and real-time fraud detection. Using AI-based monitoring systems, the bank identifies suspicious transactions with abnormal geographic or behavioral patterns, promptly preventing fraud and protecting customer assets.

Fourth, customer awareness is crucial. Alongside continuous communication campaigns to warn against fraud, BIDV equips customers with features that empower them to monitor and control their card transactions via the BIDV Smart Banking app.

Only when all parties - government, banks, businesses, and users - act together can the security wall stand firm. "One touch" is not just about technology, it is a promise of safety in every transaction. That is the journey BIDV and the entire banking sector are pursuing – building a payment ecosystem that is safe, modern, and trustworthy.

THAO NGUYEN

Driving logistics sector

As the market grows and expectations heighten, technology and capital are becoming decisive forces driving the logistics sector's progress.

In the dynamic global economic landscape, Vietnam's logistics industry, with a market size of around USD70-80 billion and over 45,000 logistics enterprises, holds strong potential to become a new logistics hub in the ASEAN region. Logistics not only serves as the backbone of supply chains but also as a vital indicator of national competitiveness. As the market grows and expectations heighten, technology and capital are becoming decisive forces driving the sector's progress.

OPPORTUNITIES AMID RISING COMPETITION

According to the Vietnam Logistics Business Association (VLA), logistics has been one of the fastest-growing and most stable service sectors in Vietnam in recent years, expanding by approximately 14–16 percent annually. In the first half of 2025 alone, transported goods volume exceeded 1.43 billion tons, up 14.28 percent year-on-year. The sector recorded a 10.8 percent growth rate and contributed about 5.17 percent to GDP, reaffirming its crucial role in national supply chains and economic development.

The boom of e-commerce in Vietnam, particularly in major cities, is driving demand for transportation, warehousing, and express delivery services. At the same time, the "China Plus One" strategy is spurring a global supply chain shift, positioning Vietnam as an attractive destination within multinational manufacturing and distribution networks. This presents an opportunity for domestic logistics firms to scale up operations, upgrade infrastructure, and professionalize their services.

However, challenges remain substantial. Logistics costs in Vietnam currently account for 16–18 percent of GDP, significantly higher than the global average of 10 - 12 percent, reducing business competitiveness. Infrastructure connectivity across transport modes remains inconsistent; many logistics enterprises lack long-term financing, face pressure from high-tech investment costs, and struggle to integrate new technologies with legacy systems. Additionally, growing international demands for transparency, green practices, and ESG compliance are pushing logistics companies to transform more decisively than ever.

From 2025 to 2035, digital transformation and green logistics are expected to define the industry's future. Cutting-edge technologies such as Artificial Intelligence (AI), the Internet of Things (IoT), Blockchain, and Big Data analytics are helping logistics enterprises optimize operations, enhance supply chain visibility, and enable faster, data-driven decisions.

Concurrently, green logistics - through measures such as route optimization, use of eco-friendly vehicles, energy-efficient cold storage, effective warehouse management, and packaging recycling - is evolving into a core sustainable growth strategy.

It not only reduces environmental impact but also strengthens brand reputation, optimizes resource use, and builds a modern logistics ecosystem aligned with digitalization and green transformation.

CAPITAL AND TECHNOLOGY AS TWIN ACCELERATORS

Digital transformation in logistics is not solely a matter of technology - it is also a matter of capital. To invest in intelligent management systems, data centers, automated machinery, modern vehicles, or IoT-enabled devices, enterprises need robust financial capacity to sustain long-term investment. Technology may open the door to acceleration, but capital is the fuel that keeps innovation running.

In reality, many logistics enterprises - especially small and medium-sized ones - understand the importance of technological transformation yet struggle to access traditional loans due to low credit limits, insufficient collateral, or limited equity. Meanwhile, the rapid pace of technological change exposes them to risks of depreciation or obsolescence if investments are poorly timed or spread too thin.

In this context, flexible financial solutions such as financial leasing are becoming "smart levers" that bridge the gap between investment demand and financial capacity. Through this model, enterprises can immediately use assets - from transport vehicles to advanced management and operational equipment - without incurring large

upfront costs. Payments are distributed over time, allowing for better cash flow management and easier equipment upgrades as new technologies emerge.

Another increasingly popular option is the "sale and leaseback" model, under which enterprises sell existing assets - such as vehicles, machinery, or equipment - to a leasing company and lease them back for continued use. This enables quick capital recovery while maintaining uninterrupted business operations. The proceeds from asset sales can then be reinvested in new technologies, expansion, and competitiveness enhancement.

FINANCIAL LEASING ENABLES LOGISTICS ENTERPRISES

Mr. Hoang Van Phuc, Deputy General Director of BIDV-SuMi TRUST Leasing Co., Ltd. (BSL), said: "Financial leasing is an effective instrument that helps logistics enterprises rapidly access modern technologies and upgrade their transport fleets without making large initial investments. It is a smart financing approach aligned with the industry's sustainable development trend."

The synergy between modern technology and flexible capital forms a sustainable competitive edge for logistics enterprises. With the ability to invest without immobilizing capital, companies can optimize costs, boost productivity, strengthen operational efficiency, and enhance service quality - critical elements for positioning within the global supply chain.

Recognizing the industry's growth potential and transformation trends, BSL continuously develops specialized financial solutions to help enterprises invest in infrastructure, vehicles, and modern technologies that enhance operational efficiency and competitiveness.

In a global economy driven by speed, data, and agility, Vietnam's logistics sector stands at the threshold of unprecedented opportunities. To turn potential into progress, enterprises need not only determination but also intelligent financial leverage. BSL's companionship serves as a catalyst - empowering Vietnamese logistics enterprises to accelerate, innovate, and grow smartly, sustainably, and resiliently within the global supply chain landscape.

DATA AND ANALYTICS CENTER

Portrait of a banker in the age of AI

Bankers in the age of AI are now performing tasks that did not exist ten years ago – understanding data as deeply as they understand customers and continuously learning new skills.

Many traditional operational tasks once performed by humans are now automated thanks to AI – from transaction processing and credit analysis to customer support. According to Gartner, 67 percent of banking organizations have already deployed AI in their operations. This creates a new context in which the role of bankers is gradually shifting from performing manual tasks to collaborating effectively with AI systems.

The emergence of AI is reshaping the workforce in the banking industry. McKinsey forecasts that by 2030, demand for technological skills will increase by 55 percent, and for social and emotional skills (such as leadership and people management) by about 24 percent, while demand for basic skills (such as data entry or simple information processing) will decline by around 15 percent. In practice, many banks have already seen the rise of new roles. Several pioneering banks have retrained tellers to become "universal bankers" – individuals who can both handle transactions and provide customer advisory services. McKinsey predicts that this group of "universal bankers" will grow by 20 percent annually from now until 2030, reflecting a trend toward integrating multiple competencies into a single job role.

Clearly, in the age of AI, the role of bankers is not disappearing but being upgraded – with fewer repetitive operational tasks and higher demands for technological literacy and soft skills to collaborate effectively with intelligent systems.

To adapt to this new landscape, each banker in the AI era needs to equip themselves with a comprehensive set of skills, encompassing both technical expertise and human-centered soft skills. Below are the key skill groups that a modern banker should possess:

Digital literacy: A basic understanding of AI, data, and digital tools is indispensable. Gartner identifies technological skills as the fastest-growing skill group of this decade. Bank employees will need to understand how AI systems function in banking operations, interpret AI-generated analytics reports, and use data analysis tools to work seamlessly with AI in making decisions.

Analytical and creative thinking: While AI can generate recommendations or automate initial steps of processes, humans will continue to play the

final decision-making role. Therefore, bankers must cultivate analytical thinking to assess AI outputs, identify anomalies or risks that machines may overlook, and devise solutions for new situations beyond AI's current capabilities. McKinsey forecasts significant growth in demand for advanced cognitive skills such as analytical and creative thinking. Bankers in the AI age must know how to combine data insights generated by machines with their own analytical reasoning to make optimal decisions for both customers and the organization.

Soft skills: As AI takes over routine transactions, the human role becomes even more critical in situations requiring empathy and understanding. Customers still need banking professionals to advise them on complex financial products or handle complaints – tasks that demand clear communication, active listening, and emotional intelligence. Social skills such as empathy and relationship building are therefore increasingly valued in the digital era. A great banker must know how to connect technology with people, using AI-driven insights to provide personalized and thoughtful customer advice.

Adaptability and lifelong learning: In a world of rapid technological change, adaptability and lifelong learning are the most valuable assets for every banker. Employees need to be willing to learn new technologies, constantly update their knowledge, and view continuous learning as part of their job. Adaptability also includes being open to change – working alongside "AI colleagues" and embracing workflow transformations driven by automation. PwC emphasizes that "the need to upskill and reskill the workforce is more urgent than ever." Those who are flexible and eager to learn will find it easier to transition into new roles as banks restructure in the digital era.

To maximize these skill groups effectively, bankers must be supported by a workplace environment that encourages continuous learning, innovation, and adaptability. This is not only an individual responsibility but also a strategic priority of organizations. Banks must take the lead in equipping their workforce with new capabilities, building a culture ready for AI collaboration, and enabling employees to develop holistically.

For BIDV, the challenges of the AI age are also opportunities to reaffirm its role as a pioneering bank. BIDV has been actively applying AI across many operations while simultaneously enhancing employees' knowledge and skills. AI will not eliminate human roles; rather, it will open up opportunities for us to focus on more strategic, creative, and meaningful work. When every BIDV employee proactively acquires knowledge, develops critical thinking, and hones their skills, we not only elevate our individual value but also help BIDV advance confidently into the future. With thorough preparation and a readiness to adapt, every BIDV employee can confidently embrace AI as a powerful ally to better serve customers and achieve new milestones in their career.

The proactive upskilling lays the foundation for the success of tomorrow's bankers – those who harness the power of AI to reach new heights, contributing to the growth of themselves, BIDV, and the entire banking industry. When every BIDV employee views AI as a teammate rather than a competitor, we will not only survive in the new era but also lead it.

THU TRANG

BIDV Direct - A new digital banking solution for corporates

BIDV leader and speakers at the event

BIDV Direct is a centralized, secure, and flexible financial management solution designed with a customer-centric approach and adaptable to real business needs.

On 2 October, BIDV hosted a DigiTalk 2025 seminar themed "BIDV Direct - A new digital banking solution for corporate clients: One Platform, One Touchpoint." Mr. Vuong Thanh Long - Deputy Head of the Treasury and Financial Markets Group and Head of the FX Hub Project - emphasized the importance of applying digital technology to optimize financial operations and enhance customer experience. Mrs. Do Thi Thanh Huyen - Head of the Corporate Product Policy Department and Head of the BIDV Direct Project - highlighted key directions for the development and implementation of BIDV Direct to fully meet the evolving needs of corporate clients. Meanwhile, Mr. Nguyen Dinh Duong - Head of BIDV Hanoi Branch - shared practical perspectives on the project's initial outcomes and the expectations of both the branch and clients.

The speakers provided deep and sincere reflections on the journey of developing BIDV Direct - from the strategic decision to build a one-platform system with an open architecture and multi-layered security, to enabling API and host-to-host connectivity with ERP/TMS systems, and standardizing payroll, batch payments, and e-tax services for corporate clients.

These insights affirmed that BIDV Direct is not merely an online transaction channel but a comprehensive centralized financial management solution that is secure and adaptable on a single platform. It helps streamline processes, reshape operational culture, and accelerate the realization of a modern, intelligent digital workplace. The launch of BIDV Direct represents a bold yet timely move, offering convenient mobile access that allows approvals and transactions anytime, anywhere.

The seminar also served as an opportunity to recognize the dedicated efforts behind BIDV Direct - a solution fully developed by BIDV's in-house IT team. With a flexible implementation model and close coordination between technical and business units, BIDV Direct was successfully launched on schedule, operating stably and rapidly expanding its service scope.

"One Platform, One Touchpoint" is not just a slogan but a declaration of BIDV's journey - a fusion team mastering technology, building a unified platform that integrates all operations into a single digital touchpoint, standardizes processes, and keeps customers at the center while ensuring flexibility to meet practical demands.

LINH ANH

Financing solar rooftop project

BIDV has launched the solar rooftop project financing product – an outstanding green financial solution tailored for businesses.

This initiative affirms BIDV's commitment to accompanying enterprises on their journey towards greener production, energy efficiency, and enhanced corporate social responsibility.

To meet diverse customer needs and facilitate access to capital while improving investment efficiency, BIDV has designed two flexible financing schemes suitable for the two main types of solar rooftop investment projects currently available in Vietnam.

In particular, for self-consumption solar rooftop projects under the government's Decree No. 58/2025/ND-CP, businesses can borrow up to 75 percent of total investment costs to pay contractors and equipment suppliers, or to refinance existing loans from other credit institutions. When additional collateral is provided beyond the solar rooftop system itself, the loan-to-value ratio may reach up to 85 percent. With a repayment term of up to 10 years, the product provides investors with significant flexibility in financial planning. Notably, beyond saving on electricity expenses, businesses can also generate additional revenue by selling surplus power to Electricity of Vietnam (EVN) in accordance with prevailing regulations.

For solar rooftop projects whose main revenue source comes from selling electricity to EVN under the Prime Minister's Decision No. 13/2020/QD-TTg, BIDV offers attractive financing of up to 85 percent of total investment costs. The loan term is flexibly determined but may not exceed the term of the power purchase agreement with EVN. Enterprises can secure their loans with the solar rooftop system itself and/or other additional collateral.

With the long-standing reputation and proven financial capacity through years of contributing to the country's socio-economic development, BIDV reaffirms its position as a reliable financial partner for renewable energy businesses. By prioritizing credit support for renewable energy projects such as solar rooftop systems, BIDV not only helps customers reduce funding costs and optimize resource efficiency but also supports enterprises in building a responsible and sustainable corporate image.

The solar rooftop project financing initiative is more than a practical financial solution for enterprises - it represents a significant step in BIDV's green growth strategy, contributing to the realization of national sustainable development and energy transition goals.

MANH HAI

AM Best affirms BIC's ratings

BIC logo on an office building in Hanoi

AM Best continued to affirm ratings of BIDV Insurance Joint Stock Corporation (BIC) at aaa.VN – the highest level in Vietnam

The firm has affirmed the Financial Strength Rating of B++ (Good), the Long-Term Issuer Credit Rating of "bbb" (Good), and the Vietnam National Scale Rating of aaa.VN (Exceptional) of BIDV Insurance Joint Stock Corporation (BIC) – the highest in Vietnam. The outlook of these Credit Ratings (ratings) is stable.

The ratings reflect BIC's balance sheet strength, which AM Best assesses as strong, as well as its impressive operating performance, solid business profile, sound and effective enterprise risk management.

BIC's financial strength, measured by Best's Capital Adequacy Ratio (BCAR), was highly rated by AM Best. BIC benefits from good internal capital generation, supported by consistent earnings and reasonable dividend payout ratio, ensuring that its risk-based capital remains robust and well aligned with its development strategy.

In 2025, BIC continues to pursue a prudent, safe, and effective investment strategy while strengthening its reinsurance activities to mitigate major risks and natural catastrophes. Its reinsurance counterparties are reputable and of good credit quality with ratings of A- or higher.

AM Best assesses BIC's operating performance as adequate. BIC reported a five-year average return-on-equity ratio of 15.2 percent (2020-2024), supported in part by consistent underwriting margins over recent years. In addition, the company's stable stream of interest income from term deposits and fixed-income holdings is expected to remain as an important contributor to its overall earnings.

BIC's risk management framework and capabilities benefit from a level of technical support, expertise and oversight provided by BIDV, as well as from a strategic relationship with its shareholder, Fairfax Asia Limited.

BIC is a subsidiary of BIDV with the bank's ownership ratio of over 51 percent. The company officially commenced operations in January 2006 and has listed its shares on the Ho Chi Minh City Stock Exchange since 2011. In 2015 the company sold shares to Fairfax Asia Limited - a subsidiary of Fairfax Financial Holdings - one of the world's leading financial and insurance groups.

LINH ANH

Hana Bank acquires financial sector's first consumer risk management patent

Hana Bank announced it had acquired a patent related to its consumer risk management system, official recognition of its unique system for managing risk associated with investment products before and after they are purchased by customers.

The new consumer risk management patent acquired by Hana Bank has allowed it to upgrade its system for risk management before and after the sale of investment products to customers, for improved investment security for financial consumers and improved operating stability for financial product managers.

The patented system is critical to preventing concentrated sales of high-risk investment products and to providing customers with a tailored risk management service, and is seen as a quick response by Hana Bank to the emphasis on consumer protection brought on by the Financial Consumer Protection Act.

It enables an advance screening of investment products for risks related to the market, credit, and asset management, and real-time analysis of and response to all risks by customers and the finance companies developing and selling investment products. The patented system is expected to help establish stable investment performance for financial consumers and a culture of responsible sale of investment products by finance companies.

The system enables Hana Bank to manage consumer risk by checking for risks in the development, selection, and sale of investment products, detecting red flags after the sale of investment products, monitoring of risk for individual customers, screening of risk for finance companies developing and selling investment products, and active crisis response for early containment (preemptive risk identification followed by executive decision-making).

In 2021, Hana Financial Group (HFG) became the first in the financial sector to install a Consumer Risk Management Committee, a group which plans and performs asset risk management not from the standpoint of a finance company but from the consumer, and has since undertaken a wide range of activities to protect consumers and manage their risk.

Hana Bank's consumer risk management system and expertise will be shared with all HFG subsidiaries as the Group practices its mission of "growing together, sharing happiness".

HUYEN TRUC

Green transition and sustainable finance

Representatives of banks in a panel discussion session

In October 2025, in Beijing, the Asian Development Bank (ADB), in cooperation with the Ministry of Finance of the Grand Duchy of Luxembourg, organized an international workshop on sustainable finance transition.

The theme of the workshop was "Driving Change: Lessons from Breakthroughs in Innovative and Sustainable Finance in the People's Republic of China." The event attracted representatives from regulatory agencies, financial institutions, and experts from various Asia–Pacific countries, including the Joint Stock Commercial Bank for Investment and Development of Vietnam (BIDV).

The workshop was held under the framework of Technical Assistance TA 6687-PRC: Supporting Sustainable Finance and Regional Cooperation, led by ADB, with the aim of promoting experience sharing, model exchange, and regional cooperation in innovative, green, and sustainable finance. Discussions focused on key topics such as the development of green bond and carbon credit markets; improvement of green taxonomies and ESG standards; application of digital finance and disaster risk management; and enhancement of the private sector's role in mobilizing capital for sustainable projects.

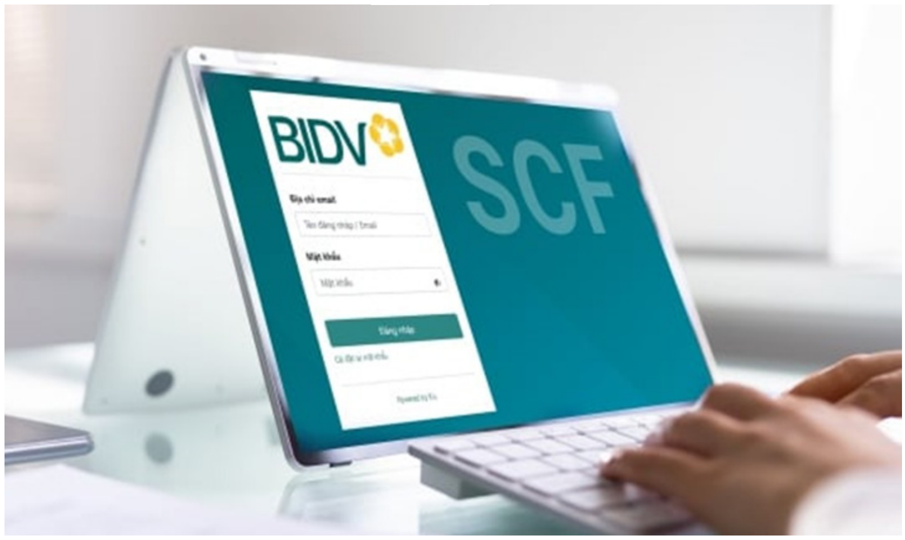
Speaking at the workshop, Mrs. Nguyen Thi Kim Phuong - BIDV's representative - stated: "Recognizing the importance and significance of green growth, from the stage of developing the business strategy for the 2021–2025 period with a vision to 2030, BIDV has identified the goal of creating sustainable value as the guiding principle throughout its operations. Understanding the challenges businesses face in accessing green finance, BIDV has pioneered various initiatives to support and accompany enterprises, proactively implementing preferential credit programs for renewable energy, energy-saving, and green development projects. At the same time, with strong reputation and operational capacity, BIDV has strengthened cooperation with international organizations to finance green and sustainable development projects, reaffirming its pioneering position in pursuing the vision of a 'Large – Strong – Green' bank."

Participants at the workshop emphasized the importance of building an innovative, transparent, and sustainable financial ecosystem and expressed their commitment to further regional cooperation to mobilize private capital for projects related to climate change adaptation, energy transition, and green development.

THU TRANG

Creating supply chain value for businesses

The BIDV SCF system marks an important step forward in its commitment to accompanying businesses in creating supply chain value, optimizing cash flow, enhancing efficiency, and fostering sustainable development.



Affirming its leading position in the supply chain finance market with flexible "tailor-made" solutions, BIDV currently holds the top market share in SCF outstanding loans, with a growth rate of 40 percent compared to 2024. The bank also leads the market in the number of implemented chains, with nearly 100 supply chains across diverse sectors such as automobiles, animal feed, fertilizers and chemicals, and construction materials.

BIDV's supply chain finance solutions feature a wide range of products, including supplier financing, buyer factoring, seller factoring, and distributor overdraft facilities, to meet the flexible financial needs of every link in the supply chain. These solutions help enterprises accelerate working capital turnover, shorten payment cycles, and strengthen transparency and resilience across the entire value chain.

BIDV SCF is a digital platform accessible via web browsers on internet-connected devices. Built on a Public Cloud with an open-architecture design, the system ensures high flexibility, stability, and security, while being ready to integrate with clients' enterprise resource planning (ERP) systems.

BIDV SCF delivers outstanding benefits for both anchor companies (buyers) and suppliers or distributors (sellers). For buyers, the platform supports automated management of receivables and payables, including batch invoice uploads, payment confirmation, and the setup of customized financing terms for each supply chain. All supply chain information is centralized in an intuitive dashboard offering multi-dimensional reporting, helping enterprises optimize resource allocation.

For sellers, BIDV SCF provides a comprehensive solution to cash flow bottlenecks caused by long payment cycles. The system automates receivable management, allowing businesses to upload sales invoices and receive instant notifications when buyers confirm payments. This not only unlocks liquidity but also empowers businesses with proactive financial control, strengthens partnerships, and enhances competitiveness in the market.

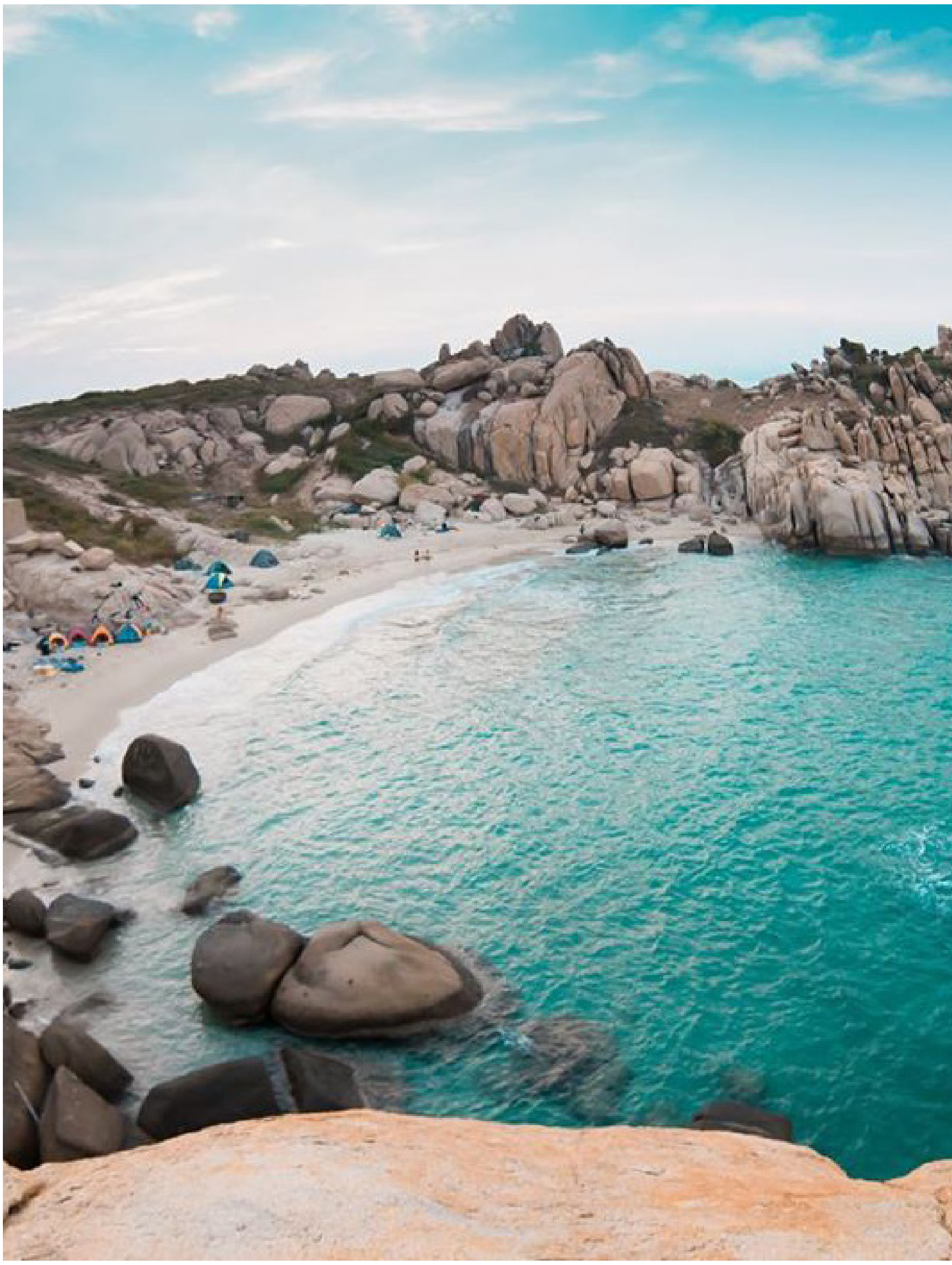
BIDV SCF stands as a testament to BIDV's determination in digital transformation and its commitment to delivering modern, fast, and convenient financial solutions for corporate clients. BIDV is always ready to accompany enterprises in embracing a fully digital future.

To celebrate the launch of the new platform, BIDV is offering a complimentary VNPT e-sign digital signature with up to 12 months of free usage for the first 80 corporate customers who register and successfully activate their BIDV SCF accounts. This essential tool enables businesses to complete their digital transaction experience with legal assurance, security, and seamless operation on the new platform.

With its effective trade finance and supply chain finance solutions, and strong recognition from the market, BIDV has been honored by The Asian Banker as the Best Trade Finance and Supply Chain Finance Bank in Vietnam for two consecutive years.

TUE MINH

Cu Lao Cau – the pristine gem



Cu Lao Cau, also known as Hon Cau, is a small island located in Tuy Phong commune, Lam Dong province. Cu Lao Cau is a newly emerging "paradise" that has recently become a sensation among travel enthusiasts.

Pristine, mysterious, and fascinating – these are the impressions Cu Lao Cau leaves on anyone who sets foot on it. The island is ideal for those who love exploring the beauty of the sea and seeking adventurous experiences.

Shaped like a battleship, Cu Lao Cau is surrounded by countless rock formations of various colors and shapes. This deserted island lies about 10 kilometers from the mainland, accessible by boat in approximately 20 - 30 minutes depending on the vessel. According to local fishermen, the island is home to abundant seaweed called rau cau chan vit, hence the name Cu Lao Cau. The fishermen have given poetic names to many sites around the island, such as Love Cave, Fairy Bath Beach, Ecstasy Ravine, Coral Beach, and Ca Suot Beach – perfect for couples on adventure trips and travelers who enjoy exploration and discovery.

The island features thousands of uniquely shaped and colored rocks, interlinked to form fascinating natural caves. The hues of these rocks change throughout the day depending on the sunlight, interspersed with lush green patches of grass. Cu Lao Cau has been designated as a marine life conservation area and an attractive eco-tourism destination. Its untouched,

enchanting beauty and the unique experiences it offers leave lasting impressions on visitors.

The best time to visit the island is from April to August of the lunar calendar, when the sea is calm, the breeze is gentle, and the vast blue ocean is at its most alluring.

Cu Lao Cau is a small island with an area of only about 1.5 square kilometers, allowing visitors to explore its many wonders within a single day. Coral Beach features stunning coral reefs teeming with diverse species in various shapes and vibrant colors. Here, visitors can enjoy snorkeling and marvel at the untouched coral system stretching over 2 kilometers, comprising nearly 234 coral species.

Ba Hon Cave is another favorite spot, named after three massive upright rocks that form a unique and striking structure.

Besides exploring nature, caves, and coral reefs, camping overnight on the island is also an unforgettable experience. As evening falls, visitors can organize small parties, gather around a bonfire, sing, and dance under the stars. Lying beneath the starlit sky, listening to the gentle sound of waves, and embracing the serene natural scenery brings an unmatched sense of peace and joy.

Visitors to Cu Lao Cau also have the chance to savor local seafood specialties such as oc vu nang (limpet), moon crab, and scallop meat. Other types of seafood here are equally fresh, diverse, and reasonably priced, adding to the island's irresistible charm.

QUYNH TRANG

Scholarships for students

BIDV presented a scholarship package worth VND500 million (USD20,000) to the academy's outstanding students.

Mr. Dang Van Tuyen, BIDV board member, represents BIDV to award the scholarships

At the opening ceremony of the 2025 - 2026 academic year of the Banking Academy, Mr. Dang Van Tuyen, Member of the Board of Directors of BIDV, presented scholarships of VND500 million (USD20,000) to outstanding students and those from disadvantaged backgrounds. The scholarships offer timely encouragement for their studies, personal development, and research efforts, while further deepening the partnership between BIDV and the academy.

The scholarship program is part of BIDV's annual initiative to motivate and support students who demonstrate academic excellence or face financial hardship, contributing to the cultivation of a high-quality workforce for the banking sector in the new era.

Over the years, BIDV has consistently carried out scholarship programs at universities nationwide, with the Banking Academy always receiving special attention. As a long-standing and important partner, the academy enjoys BIDV's full commitment to providing comprehensive, high-quality, and responsible financial services, tailored to meet the needs of its faculty, staff, and students.

This initiative not only reaffirms BIDV's enduring commitment to accompanying the education sector but also underscores the bank's pioneering role in nurturing the next generation of talent for the nation.

Moving forward, BIDV and the Banking Academy will continue to strengthen their comprehensive cooperation in training and human resource development; promote research and academic exchange; implement communication and brand-building initiatives; expand the use of banking products and services; and enhance student support. BIDV remains dedicated to awarding scholarships to outstanding students and sponsoring career fairs, professional competitions, and other programs that help students enhance their skills and gain practical experience.

Since 2002, BIDV has granted thousands of meaningful scholarships to students with outstanding achievements. The bank has also offered special scholarships to academy students whose parents are BIDV employees, demonstrating its long-term care and commitment to nurturing young generations in their educational and personal development journeys.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