

No: 008 /BCEL BOD  
Date: 29 March 2024

## Invitation Letter

**Attention: All valued BCEL's Shareholders**


**Subject: Invitation to BCEL's Annual General Shareholders' Meeting**

- In accordance with the Resolutions of BCEL's Board of Directors no. 007/BOD.BCEL, dated on 11/03/2024;
- In accordance with the Resolutions of BCEL's Board of Directors no. 009/BOD.BCEL, dated on 22/03/2024;

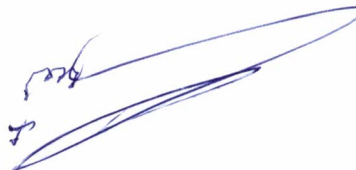
Banque Pour Le Commerce Exterieur Lao Public is honored to invite you, BCEL's shareholders, to BCEL's Annual General Shareholders' Meeting for the year 2023, which will be held on **29/04/2024 at 14:30 hrs. (Registration starts from 13:00 – 14:30)** at the Grand Ballroom, Lao Plaza Hotel, Vientiane Capital to discuss and approve the issues as specified in the attachments.

BCEL has set **25 March 2024 to be the Closing Date of the Shareholders Register Book (Record Date)** to define the right of the shareholders to participate in BCEL's Annual General Shareholders' Meeting which has been duly disclosed.

BCEL encourages the shareholders, who are not convenient to attend the meeting in person, to grant the proxy to either one of the independent members of BCEL's Board of Directors or a representative to attend the meeting on their behalf. The Proxy Form, is enclosed herewith. The completed Proxy Form should be sent to email: [bcelhqv@bcel.com.la](mailto:bcelhqv@bcel.com.la) before **25 April 2024**.

We hope you would devote your precious time to attend the meeting. 

**Chairman of the Board of Directors**



**Bounpone VANNACHIT**

## **Attachments**

1. Agenda of BCEL's Annual General Shareholders' Meeting for the year 2023 (Attachment 1)
2. The Minutes of BCEL's Annual General Shareholders' Meeting for the year 2022 (Attachment 2)
3. The brief report on the Business Performance of BCEL for the year 2023 and audited financial statements for the year 2023 (Attachment 3)
4. Draft Plan of the year 2024 (Attachment 4)
5. Biography of Dr. Akhom Praseuth (Attachment 5)
6. Additional information about the change of BCEL's share par value (Attachment 6)
7. Summary of the amendment of BCEL's Articles of Association in 2024 (Attachment 7)
8. The Proxy Form (Attachment 8)
9. The Rule of BCEL's General Shareholders' Meeting (Attachment 9)
10. The recommendation on the document and the reference that shall be presented when attending the meeting (Attachment 10)
11. The guideline on voting (Attachment 11)
12. Map of the meeting venue (Attachment 12)

### **❖ Remarks:**

1. Each shareholder can download the invitation letter and the attached files on the website of BCEL: [www.bcel.com.la](http://www.bcel.com.la) and on the Lao Securities Exchange's website [www.lsx.com.la](http://www.lsx.com.la) or to get the invitation letter stipulated your right to attend the meeting (with barcode) at the Lao Securities Exchange at the Level 4, Settlement and Securities Deposit Division at Phonthan Nue Village, T4 Road, Saysettha, Vientiane Capital. Tel: +85621 454361-4 from 29<sup>th</sup> March 2024.
2. For the shareholders who shall attend and to assign the proxy, please bring ID Card or Family Book or Passport (For Foreign shareholders) on the meeting day to inform when registering to the meeting. All the references are defined in the guideline to the meeting regarding the references and evidence to prove the right of the shareholders to the meeting (The documents are attached herewith)
3. For the shareholder that shall assign proxy to attend the meeting and voting. Please fill the information and sign on the Proxy Form, which attached herewith with full and complete information.

### **❖ BCEL's Contact Persons**

- 1) Dr. Inpong Siriphouthone, Tel: 020 2888 5353
- 2) Mr. Phonenalath Kongvongsa, Tel: 020 2222 3455

## **AGENDA**

### **The Annual General Shareholders' Meeting of BCEL for the year 2023**

**29 April 2024**

#### **Agenda 1: Confirmation of the minutes of the Ordinary Shareholders' Meeting for the year 2022**

BCEL has prepared the Minutes of the Annual General Shareholders' Meeting for the year 2022, hold on 27 April 2023, as shown in the **attachment 2** and the Minutes has been disclosed in compliance with the related regulations.

#### **Opinion of the Board of Directors:**

The Board of Directors agreed with the Minutes. Therefore, the Shareholders' Meeting is requested to consider and approve the Minutes of the Meeting.

#### **Vote requirement:**

This agenda will be approved if the approved votes reach more than half of the total votes in the meeting.

#### **Agenda 2: Consider and approve the annual report on the performance and financial statements of BCEL for the year 2023 (Attachment 3)**

Some of outstanding performance of BCEL over the year 2023 are the following:

- Held the Annual General Shareholders' Meeting for the year 2022 and completed the payment of dividend at 100 LAK per share to BCEL's shareholders;
- Held the Ordinary Meeting of BCEL's BOD for 4 times and 1 Extraordinary Meeting;
- Held 4 meetings to review the business performance of BCEL;
- Classified the performance of all branches and services units in 2023;
- Summarized the implementation of KPI to the branches for the year 2022 and determined the KPI for the year 2023;
- Provided sales of BOL's bond Phase II for two times (for the second and third time)
- Completed the development of IT tools, released the new products and services: Go-Live the LOS for credit approval process; developing the new function on BCEL Application: Tipme, OneX, Yuan Currency Fund Transfer via WeChat, OneCash Wallet for Foreigners, Consumer Loan; online queue booking; Function for BOL's bond reservation; Currency Exchange (Exchange Market); Development of EzyKip Application for tourists visiting Lao PDR and etc.
- Opened 2 service units: Lao-Bao Service Unit and Golden Triangle Service Unit
- Cooperated with business partners: cooperated with Tencent of China on the project fund transfer via BCEL to WeChat; cooperated with KEB Hana Bank, South Korea on the project Cross-Border QR Payment via GLN platform to scan at BCEL OnePay and Opening the project on Cross-Border Fund Transfer from Korea to Laos (BCEL and GLN International); cooperated with Lao-China Railway Company Limited on selling the railway tickets via LCR

application, which the payment to be made via BCEL One application, and cooperated with Prudential Laos to provide a platform for the purchase of life insurance via BCEL One;

- Received Lao Business Leader Award 2022 and 4 honorable awards from VISA Client forum 2023, including ❶ Leadership in Cross-border Payment Volume 2023, ❷ Leadership in Merchant Sales Volume 2023, ❸ Leadership in Excellent for CP Approval Rate 2023, and ❹ Leadership in Payment Volume 2023.

**Business results for the year 2023 audited by PWC and approved by BCEL's Board of Directors are the following:**

- Assets: 126,433,759 LAK million, 127.10% compared with the year 2023 plan;
- Loans: 52,198,063 LAK million, 104.29% compared with the year 2023 plan;
- NPL: 1.92%;
- Deposits: 117,626,838 LAK million, 129.26% compared with the year 2023 plan;
- Profit after tax: 231,408 LAK million, 115.70% compared with the year 2023 plan.

**Opinion of the Board of Directors:**

The Board of Directors agreed with the report and proposal. Therefore, the Shareholders' Meeting is requested to consider and approve.

**Vote requirement:**

This agenda will be approved if the approved votes reach more than half of the total votes in the meeting.

**Agenda 3: Consider and approve the allocation of the profit of the year 2023**

BCEL would like to request the Meeting to consider and approve the allocation of the profit after tax of the year 2023 into reserves and dividends for the shareholders as follows:

- Regulatory reserve: **10%**;
- Dividends: **300 LAK/Share**; Total dividend amount of **62,316,990,000 LAK**;
- The remaining shall be allocated into the business expansion fund;
- Dividend payment date: **14/05/2024**.

BCEL has selected the date of 26 April 2024 as the record date to determine the right of the shareholders to receive the dividends for the year 2023 which has already been disclosed.

**Opinion of the Board of Directors:**

The Board of Directors has duly considered and resolved to ask the Shareholders' Meeting to consider and approve this agenda.



**Vote requirement:**

This agenda will be approved if the approved votes reach more than half of the total votes in the meeting.

**Agenda 4: Consider and approve the Plan for the year 2024 (Attachment 4)**

The shareholders' meeting is requested to consider and approve the plan for the year 2024 which includes some key targets and figures compared with the actual figures of the year 2023 as follows:

- **Assets:** no less than 140,795,000 LAK million, increase 11.36% compared with the year 2023;
- **Deposits:** no less than 130,000,000 LAK million, increase 10.52% compared with the year 2023;
- **Loans:** no less than 59,470,000 LAK million, increase 13.93% compared with the year 2023 or the loan/deposit ratio of not less than 45%;
- **NPL:** no more than 3%;
- **Net profit (after tax):** no less than 300,000 million LAK, increase 29.64% compared with the year 2023;
- Service unit expansion: 4 service units; relocate 1 service unit;
- Procurement, construction and maintenance focuses mainly on the ongoing projects, replacement of broken items and procure only the necessary, in total of 585.10 LAK billion;
- Recruitment of 66 new employees to support the necessary tasks which could not be replaced by internal employees; to replace resigned employee and to enroll into new organizational structure and new service units.

**Opinion of the Board of Directors:**

The Board of Directors has duly considered and resolved to ask the Shareholders' Meeting to consider and approve this agenda.

**Vote requirement:**

This agenda will be approved if the approved votes reach more than half of the total votes in the meeting.

**Agenda 5: Consider and approve the appointment of the independent auditor for the year 2024.**

Pursuant to the research and bidding as provided in regulations, BCEL has nominated EY as the independent auditor of the year 2024 financial statements with the remuneration of 945,000,000 LAK (the remuneration for the previous year was 816,850,000 LAK) and there are 5 reports to be issued including:

- 1) Audit report on the financial statements in accordance with LAS;
- 2) Audit report on the financial statements in accordance with IFRS special purpose;

- 3) Management Letter;
- 4) Operational review report;
- 5) Loan review report.

**Opinion of the Board of Directors:**

The Board of Directors has duly considered and resolved to ask the Shareholders' Meeting to consider and approve this agenda.

**Vote requirement:**

This agenda will be approved if the approved votes reach more than half of the total votes in the meeting.

**Agenda 6: Consider and approve the appointment of the member of BCEL's Board of Directors (attachment 5)**

There are currently 8 members of BCEL's Board of Directors as below:

- |   |   |
|---|---|
| 1. Mr. Bounpone Vannachith,             | Vice Minister of Finance, Chairman  |
| 2. Mr. Kham souk Sundara                | Independent Director, as Vice Chairman  |
| 3. Mme. Saysamone Chanthachack          | Managing Director of BCEL, as Director  |
| 4. Mr. Pasomphet Khamtanh               | Deputy Director General, Department of State-Owned Enterprises _Reform and Insurance, as Director |
| 5. Mr. Stephane Mangiavacca             | COFIBRED Representative, as Director  |
| 6. Assoc. Prof. Thongphet Chanthanivong | Independent Director  |
| 7. Mrs. Latdavanh Songvilay             | Independent Director  |
| 8. Mr. Sonexay Silaphet                 | Independent Director  |

Mr. Khamsouk Sundara, who has been appointed as Independent Director and Vice Chairman for many terms, has completed his terms in accordance with the articles of association of BCEL (Article 32 of the articles of association of BCEL provides that the independent director shall have the term of no more than four consecutive terms).

Therefore, the BCEL's Board of Directors has considered the target of new member to be appointed. The Bank of the Lao PDR and the Ministry of Finance have agreed to appoint Dr. Akhom Praseuth, Director General of the Banking Institute, as Vice Chairman to replace Mr. Khamsouk Sundara. The other directors remain unchanged. Therefore, BCEL would like to propose the shareholders' meeting to consider and approve the appointment in line with the relevant regulations.

**Opinion of the Board of Directors:**

The Board of Directors has duly considered and resolved to ask the Shareholders' Meeting to consider and approve this agenda.

**Vote requirement:**

This agenda will be approved if the approved votes reach more than half of the total votes in the meeting.

**Agenda 7: Consider and approve the change of BCEL's share par value (Attachment 6).**

BCEL, the first commercial bank listed on the Lao Securities Exchange in 2011, initially had a total of 207,723,300 shares with a par value of 5,000 LAK per share. The majority shareholder is the Ministry of Finance, holding 60%, followed by BCEL's strategic partner COFIBRED with 10%, and 30% held by the public. However, trading volume on the Lao Securities Exchange has been relatively low compared to neighboring countries.

To stimulate more trading of BCEL's shares on the Lao Securities Exchange and make BCEL's shares more accessible to investors at a lower price while still maintaining the same market value, BCEL, in collaboration with relevant regulators, has sought feasibility to change the par value of BCEL's share by stock split at a ratio of 5:1. This means that the original par value of 5,000 LAK per share will be adjusted to 1,000 LAK per share. Consequently, the number of shares of BCEL will increase from currently 207,723,300 shares to 1,038,616,500 shares, while maintaining the same registered capital, preserving the market value in the Lao Securities Exchange, and keeping the shareholders' ownership proportions unchanged.

**Opinion of the Board of Directors:**

The Board of Directors has duly considered and resolved to ask the Shareholders' Meeting to consider and approve this agenda.

**Vote requirement:**

This agenda requires specific votes of at least 2/3 of the total votes in the meeting and having not less than 80% of the total shares of BCEL.

**Agenda 8: Consider and approve the amendment of BCEL's Articles of Association (Attachment 7).**

BCEL has recently restructured the committees under the supervision of the Board of Directors, reducing the number from 5 to 4 committees for enhanced comprehensiveness and operational flexibility. This restructuring was approved by the relevant regulators. Moreover, BCEL has also proposed to change the share par value as outlined in the agenda above.

As a result, these changes require the amendment of some articles in the Articles of Association of BCEL pertaining to its shares and Board of Directors' committees to align with these changes. This amendment will reduce BCEL's Articles of Association from 73 to 72 articles.

While these updates are essential to reflect the aforementioned changes, they are also necessary for documenting during the process of notifying relevant regulators about the change of share par value.

**Opinion of the Board of Directors:**

The Board of Directors has duly considered and resolved to ask the Shareholders' Meeting to consider and approve this agenda.

**Vote requirement:**

This agenda requires specific votes of at least 2/3 of the total votes in the meeting and having not less than 80% of the total shares of BCEL.

No: 15 /BCEL BOD  
Date: 10 MAY 2023

**Minutes**  
**Annual General Meeting of BCEL's Shareholders for the year 2022**  
**Date 27 April 2023**

The Annual General Meeting of Shareholders of Banque pour le Commerce Exterieur Lao Public (BCEL) for the Year 2022 (hereinafter called: "The Meeting") was held from 14:30 on the 27 April 2023 at Lao Plaza Hotel, Vientiane Capital, and was presided over by Mr. Khamsouk Sundara, Acting Chairman of BCEL's Board of Directors, together with Directors of the Board of Directors. The Meeting was attended by 35 shareholders, 154 proxies, and the total number of shares in the meeting was 158.143.510 shares, including 21.822.227 shares via proxies, which in total is equivalent to 76,132% of the total shares of BCEL and this made the quorum of the Meeting in accordance with the Articles of Association of BCEL and relevant laws. The number of shares not attending the Meeting was 49.579.790 shares, equivalent to 23,868% of the total shares of BCEL.

Chairpersons and the members of the Board of Directors attended the meeting consisted of:

1. Mr. Khamsouk Sundara, Independent Board Member, Vice Chairman, Acting Chairman of the Board of Directors, Chairman of the Meeting;
2. Mr. Bounpone Vannachit, Deputy Minister of Finance;
3. Mrs. Saysamone Chanthachack, Managing Director of BCEL, Board Member;
4. Mr. Pasomphet Khamtanh, Board Member;
5. Assoc.Prof.Thongphet Chanthanivong, Independent Board Member;
6. Mr. Sonexay Siliphet, Independent Board Member;
7. Mrs. Latdavanh Songvilay, Independent Board Member;
8. Mr. Viengsouk Chounthavong, BCEL's Deputy Managing Director, Board Member.

The Chairman of the Meeting introduced the rule of the Meeting and the voting procedure. After that, the Meeting was proceeded according to the agenda.

The Meeting has considered, commented and resolved each agenda as follows:

**Agenda 1: Confirmation of the minutes of the Extraordinary Shareholders' Meeting for the year 2022**

**Mrs. Saysamone Chanthachack, BCEL's Managing Director** reported to the Meeting that the minutes of the Extraordinary Shareholders' Meeting for the year 2022 were held on 22 November 2022. The minutes had been disclosed in compliance with the related regulations and requested the Meeting to consider and approve the said minutes;

The Chairman provided an opportunity for shareholders to ask the question on this agenda. However, there were no questions.

The Meeting resolved with the majority vote of the shareholders attending the Meeting as detailed below:



- Approved: 158.143.510 votes, equivalent to 100% of the total votes attending the Meeting.
- Disapproved: 0 votes, equivalent to 0% of the total votes attending the Meeting.

**Agenda 2: Consider and approve the annual report of performance and financial statements BCEL for the year 2022**


**Mrs. Saysamone Chanthachack, BCEL's Managing Director** reported to the meeting to acknowledge the annual report of performance and audited financial statements of BCEL for the year 2022 which has the important figures as follows:

- Assets: 94.493.015 LAK million, 130% compared with the year 2022 plan;
- Loans: 42.808.801 LAK million, 135% compared with the year 2022 plan;
- NPL: 3,36%;
- Deposits: 86.782.335 LAK million, 131% compared with the year 2022 plan;
- Equity: 2.357.960 LAK million, 95% compared with the year 2022 plan;
- Profit before tax: 197.079 LAK million, 334% compared with the year 2022 plan;
- Profit after tax: 228.190 LAK million, 483% compared with the year 2022 plan.

After that, the Chairman proposed to shareholders to ask the question on this agenda. There were comments and questions as follows:

- ❖ **Mr Ang Buth**, the representative from Canadia Bank Lao Ltd asked that the assets available for sale shown in the statement of financial position were relatively high. Where did these assets come from? What is BCEL's action plan to resolve this point?
- Mrs. Saysamone Chanthachack, BCEL's Managing Director explained as follows:
  - The assets available for sale were received from NPLs customers. BCEL applied several techniques to solve NPLs such as cash collection, negotiating with customers and collecting the debt from their secondary source of income, applying debt restructuring for some customers, negotiating with customers to hand over the collateral to BCEL. With this, some customers agreed to transfer the collateral to the bank for clearing the debts.
  - BCEL set strategies to sell the assets as fast as possible and attempted to sell within 01 year because holding as the assets is associated with various expenses such as the cost of transferring the title while the Law provides that the assets cannot be transferred as the BCEL's assets.
  - For the sale of collaterals, some cases were profitable, sell at cost, and some cases were unprofitable. BCEL has cooperated with the asset management companies and applied different methods to sell the assets; by the end of 2022, we could solve many cases.

The Meeting resolved with the majority vote of the shareholders attending the Meeting as detailed below:

- Approved: 158.143.510 votes, equivalent to 100% of the total votes attending the Meeting.
  - Disapproved: 0 votes, equivalent to 0% of the total votes attending the Meeting.
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**Agenda 3: Consider and approve the allocation of the profit for the year 2022**

Mrs. Saysamone Chanthachack, BCEL's Managing Director proposed to the Meeting to consider and approve the allocation of the profit for the year 2022:

- Regulatory reserve: **10%**;
- Dividends: **100 LAK/share**;
- The remaining shall be allocated into the business expansion fund;
- Dividend payment date: **12/05/2023**.
- Shareholders have the right to receive the dividends in accordance with the shareholders register book recorded on 21 April 2023.

After that, the Chairman proposed to shareholders to ask the question on this agenda, which have comments and questions as follows:

- ❖ **Mr. Huang Xue Bin:** The dividends for the year 2022 compared to the net profit and the previous dividends were relatively low, how about the plan of dividend payment in 2023?
- Mrs. Saysamone Chanthachack, BCEL's Managing Director explained that:  
Investors who have held BCEL's shares since listed in the Lao Securities Exchange will realize that BCEL's shares provide good dividends. Accordingly, the majority of shareholders continue to have trust in BCEL and remain to hold BCEL's shares. In 2021, BCEL did not pay the dividend owing to some reasons for not paying. In 2022, the management team of BCEL proposed to pay the dividend to enhance the confidence of BCEL's shareholders despite the low amount. In 2023, we could not say how much we will pay but the BCEL's management team commits to the shareholders that we will do our best and we will try to pay the dividend better than in the year 2022. According to the business performance of BCEL for the 1<sup>st</sup> Quarter of the year 2023 there are good outputs.

The Meeting resolved with the majority vote of the shareholders attending the Meeting as detailed below:

- Approved: 158.088.510 votes, equivalent to 99,965% of the total votes attending the Meeting.
- Disapproved: 55.000 votes, equivalent to 0,035% of the total votes attending the Meeting.

**Agenda 4: Consider and approve the Plan for the year 2023**

Mrs. Saysamone Chanthachack, BCEL's Managing Director proposed to the Meeting to consider and approve the plan for the year 2023, which has some key targets and figures compared with the actual figures of the year 2022 as follows:

- **Assets:** not less than 99.476.000 LAK million, increase 5% compared with the year 2022 actual figure;
- **Deposits:** not less than 91.000.000 LAK million, an increase of 5% compared with the year 2022 actual figure;
- **Loans:** not less than 50.050.000 LAK million, increase of 17% compared with the year 2022 actual figure, Loan/deposit ratio not less than 55%;
- **NPL:** not more than 3,5%;

- **Equity:** 2.740.000 LAK million, increase of 16% compared with the year 2022 actual figure;
- **Profit before tax:** 250.000 LAK million, increase of 27% compared with the year 2022 actual figure;
- **Profit after tax:** 200.000 LAK million;
- Service expansion: 5 service units;
- Procurement, construction and maintenance focuses mainly on the ongoing projects, replacement of broken items and procure only the necessary, in total of 304 LAK billion;

After that, the Chairman proposed to shareholders to ask the question on this agenda, which have comments and questions as follows:

- ❖ **Mr Sovanrith Im from Canadia Bank:** Why the growth rate of loan in 2023 is low ?
- Mrs. Saysamone Chanthachack, BCEL's Managing Director clarified: At glance, the plan for loan expansion may look low. The reasons are that the year plan 2023 will mainly emphasize the NPLs resolution as much as possible. The plan for NPLs resolution in 2023 is 1.000 billion LAK. In parallel, the bank will still provide new loans to customers. The plan has been set up based on the current capacity which we will continue to suffer from external challenges including the competitors. In 2022, the ratio of loan to deposit accounted for 47%, and in 2023, this ratio of loan to deposit will not be lower than 55%.
- ❖ Mr Kraiwal Kadavanich, Thai Shareholder Association had comments and questions as follows:
  - Expressed appreciation that the preparation of documents for the Meeting was well prepared both Lao and English versions with the contents covering the important issues, not too long nor too short.
  - For the Plan 2023, it is observed there are some points that do not even need funds for development while some items already invested are still under used such as BCEL's products should be more widely advertised. For example, BCEL VISA Credit Card to use the airport lounge the cardholders only need to purchase insurance with the Bank. This information should be made available for the customers. This will stimulate the income from insurance sales and credit card issuance.
  - The bank has developed a system allowing the payment by cards with a low amount that does not need the customers to sign on the sale slip. However, the implementation in some merchants is not well responded.
  - Some recommendations on the image of the bank to the international community: the use of commas and full stops in presenting the figures on BCEL's business performance should comply with the international standard such as the full stop should be used to separate the decimal figures, while the comma should be used to separate for the unit of thousand. In case of writing a cheque in English, the customers may use the punctuation following the international standards, the cheque should not be rejected just because it is made in international standard.
  - In many countries, withholding of fee documents is an offense. In the case of BCEL, the service fee tables are available on the Website. In practice, however, some employees



understand that the fee table is confidential. This is the wrong understanding and can affect the image of the bank. Customers should know the fee to decide which services are suitable.

- The bank should give the right to front officers if they are not able to solve the problems, they can contact the IT staff to talk with customers directly, for example, when the front officers could not solve the problems for customers for three times. Previously he asked the front officers to solve the problem on the menu Approve Merchant in BCEL One Application which was unsuccessful after trying for the 7 times. If this problem occurs in the future, it may affect the sale volume and may not achieve the plan.
- **Mrs. Saysamone Chanthachack**, BCEL's Managing Director:
  - Punctuation for separation of the thousand units in Laos is different from the international standard. BCEL has followed the Accounting Law and the notice from the Bank of Laos that suggested that commercial banks follow the Lao Accounting Law which use a full-stop to separate the unit of thousand and the comma is used to separate the decimal point.
- ❖ **Mr Kraiwal Kadavanich**, Thai Shareholder Association: In case of documents presented in English, it should follow the international standard. It is observed that one of the notices of BCEL stated that the use of full stop and comma based on international and Lao standards, which depends on whether documents are Lao or English versions. However, some employees have not followed the notice. It is needed to pay more attention to this point.
- **Mrs. Saysamone Chanthachack**, BCEL's Managing Director: Thanked for the comments and suggestions, BCEL will reconsider. For the disclosure of the fees, the matter will be discussed internally and asked Mr. Nanthalath to clarify regarding the problem on technical issues.
- ❖ **Mr Kraiwal Kadavanich**, Thai Shareholder Association, had additional comments: would it be possible that the Bank could allow the front officers to give information available on the website to customers because all information published on the website is not confidential.
- **Mr Nanthalath Keopasueth**: The services available in BCEL One application by standards will operated in accordance with settings in the system, and regarding the other problems raised in the comment we will check and discuss more in details later on.
- ❖ **Mr Khamxay Bounmisidavong**: Regarding the Plan for the year 2023, the Managing Director pledged in the previous agenda that the bank will attempt its best to have more profit and dividend in 2023. However, the figure of profit after tax in 2023 compared to the profit after tax in 2022 will be lower, what are the reasons?
- **Mrs. Saysamone Chanthachack**, BCEL's Managing Director explained that: In 2022, BCEL had deferred tax income so the profit after tax is higher than the profit before tax. For the year 2023, BCEL has no deferred tax income but the profit in the year 2023 plan increases compared with the figure in 2022. The payment of dividends will hopefully be better than in the year 2022.

The Meeting resolved with the majority vote of the shareholders attending the Meeting as detailed below:

- Approved: 158.143.510 votes, equivalent to 100% of the total votes attending the Meeting.
- Disapproved: 0 votes, equivalent to 0% of the total votes attending the Meeting.

**Agenda 5: Consider and approve the appointment of the independent auditor for the year 2023.**

Mrs. Saysamone Chanthachack, BCEL's Managing Director proposed to the meeting to approve the PWC as the external auditor of the year 2023 financial statements, the service fee of audit values at 816.850.000 LAK and the reports to be issued include the following:

- Audit report on the financial statements;
- Management Letter;
- Diagnostic report/Operational review report;
- Loan portfolio review report.

The Chairman proposed the shareholders to ask the question on this agenda. However, there were no questions.

The Meeting resolved with the majority vote of the shareholders attending the Meeting as detailed below:

- Approved: 158.143.510 votes, equivalent to 100% of the total votes attending the Meeting.
- Disapproved: 0 votes, equivalent to 0% of the total votes attending the Meeting.

**Agenda 6: Consider and approve the appointment of the Chairman of BCEL's Board of Directors**

Mrs. Saysamone Chanthachack, BCEL's Managing Director proposed to the meeting to approve the appointment of Mr. Bounpone Vannachit, Deputy Minister of Finance, the Chairman of BCEL's Board of Directors following the order no.0561/MOF, dated 21 February 2023 and the resolution of BCEL's Board of Director dated 21 March 2023.

After that, the Chairman proposed the shareholders to ask the question on this agenda, but there were no questions.

The Meeting resolved with the majority vote of the shareholders attending the Meeting as detailed below:

- Approved: 158.143.510 votes, equivalent to 100% of the total votes attending the Meeting.
- Disapproved: 0 votes, equivalent to 0% of the total votes attending the Meeting.

**Other matters:**

The Chairman proposed the opportunity for shareholders to have opinions and questions on other matters that are not included in the agenda of the Meeting. There were some opinions as follows:

- ❖ **Mr Kraiwal Kadavanich:** Proposed to BCEL to review and solve the problem that IT system and some regulations are inconsistent: For example, the issuing of card with a beautiful card number that has a fee of 100 USD. BCEL's regulations stated that it can be issued for only international cards, which in reality include the credit and pre-paid cards. However, the system allows issuing the beautiful number for the credit cards only. If the issuing of prepaid cards

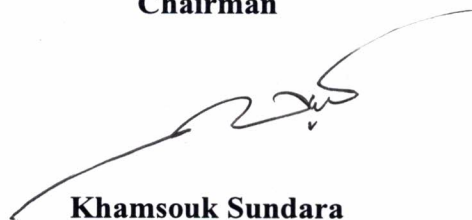


with beautiful number is hindered by the IT system, the regulation should be amended because the employees may get confused. Therefore, it is recommended that the bank should reconsider whether to resolve the system following the regulations or should amend the regulation in accordance with the system.

- **Mrs. Saysamone Chanthachack**, BCEL's Managing Director: thanked for comments, and that we will recheck and find the ways to improve suitably.
- ❖ **Mr Ang Buth**, the representative from Canadia Bank Lao Ltd: Regarding the assets that BCEL received from NPL customers, it is seen as the potential for income generation. Canadia Bank has a subsidiary that operates in real estate and assets development, which we have applied the service in Laos as well. If BCEL is interested in developing these assets to turn into revenue, Canadia Bank is opened for discussion.
- **Mrs. Saysamone Chanthachack**, BCEL's Managing Director: thanked for recommendation and would like to discuss in details.

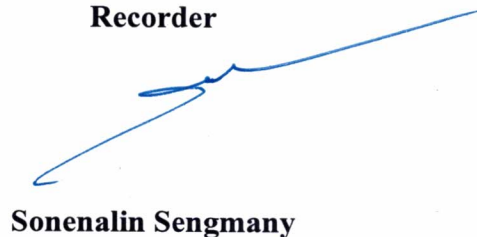
The Chairman addressed his appreciation to the shareholders and the proxies for their kind attendance at the Meeting and announced the Meeting closed at 15:50 of the same day.

**Chairman**



**Khamsouk Sundara**

**Recorder**



**Sonenalin Sengmany**

## **The Brief Report on the Business Performance of BCEL for the year 2023**

In 2023, BCEL's business performance remains to suffer from several difficulties mainly from slow economy recovering, the effect of inflation rate, and fluctuations in oil prices and exchange rates. Nonetheless, thanks to effective leadership and the collaborative efforts of all employees, BCEL was able to overcome these challenges and achieve the best possible outcome. Our business performance was highlighted by the following achievements:

### **1. Some outstanding activities and achievements**

Over last year, some of the outstanding activities and achievements include the following:

- Organized the Annual General Shareholders' Meeting for the year 2022 and completed the payment of dividend at 100 LAK per share to BCEL's shareholders;
- Organized the Ordinary Meeting of BCEL's BOD 4 times and 1 Extraordinary Meeting;
- Organized 4 meetings to review the business performance of BCEL and other important meetings inside and outside of country for 8 times;
- Reviewed the mid-term of the BCEL Strategic Plan for 2021-2025;
- Graded the branches and services units of BCEL for the year 2023;
- Summarized the implementation of KPI to the branches for the year 2022 and determined the KPI for the year 2023. In addition, the bank has established the criteria for awarding and remunerating for the branches implementing KPI and the performance of service units;
- Provided sales of BOL's bond Phase II for two times (for the second and third time);
- Published the Annual Report 2022, the Quarter Report 2023, and disclosed the Financial Report (IFRS standard) via Lao Security Exchange (LSX) website and BCEL's website;
- Completed the Go-Live of the LOS for credit approval process;
- Researched on the Customer Scoring System from the use of BCEL's products and services to evaluate the results from each customer;
- Developed various systems including: a standardized system for issuing deposit certificate, online account opening form, BCEL's employee information and statistics and queue system for express withdrawal via Fast Track;
- Developed the new function on BCEL Application: Tipme, OneX, Yuan Currency Fund Transfer via WeChat, OneCash Wallet for Foreigners, Consumer Loan, Online Queue booking, Function for BOL's Bonds Reservation; Currency Exchange (Exchange Market);
- Developed the EzyKip Application for tourists visiting Lao PDR and officially launched in early 2024;
- Cooperated with business partners: cooperated with Tencent of China on the project fund transfer via BCEL to WeChat; cooperated with KEB Hana Bank, South Korea on the project Cross-Border QR Payment via GLN platform to scan at BCEL OnePay and Opening the project on Cross-Border Fund Transfer from Korea to Laos (BCEL and GLN International); cooperated with Lao-China Railway Company Limited on selling the railway tickets via LCR application, which the payment to be made via BCEL One



application, and cooperated with Prudential Laos to provide a platform for the purchase of life insurance via BCEL One;

- Received privileged awards including: Lao Business Leader Award 2022 and 4 awards from VISA Client forum 2023: ❶ Leadership in Cross-border Payment Volume 2023, ❷ Leadership in Merchant Sales Volume 2023, ❸ Leadership in Excellent for CP Approval Rate 2023, and ❹ Leadership in Payment Volume 2023.

## **2. Results of Business Performance in 2023**

- **Assets:** 126,433,759 million LAK, achieved 127.10% of the year plan 2023;
- **Loans:** 52,198,063 million LAK, achieved 104.29 of the year plan 2023;
- **NPLs:** 1.92%;
- **Deposits:** 117,626,838 million LAK, achieved 129.26% of the year plan 2023;
- **Profit after tax:** 231,408 million LAK, achieved 115.70% of the year plan 2023;

## **3. Procurement, Construction, and Maintenance**

The plan for equipment supply, construction, and reparation was set for 304 billion LAK. In 2023, the fixed assets were recorded for booking the depreciation and the fixed assets on the processes of purchase and under construction in a total amount of 266 billion LAK or accounting for 87% of the year plan.

## **4. Service Unit Expansion**

BCEL has opened 02 service unit: Laobao Service Unit in Savannakhet Branch and Golden Triangle Service Unit in Bokeo Branch. In addition, the bank has upgraded the Service Office at the Vehicle Registration and Driving Licence Service Unit in Thongpong to become a Service Unit and separated Xaysomboun Service Unit from Xiengkhuang Branch to be a Service Unit under the direct supervision of the management team.

## **5. The implementation of plans, projects and programs**

11 Plans and 38 Projects		Unit	2023
		285	74%
<b>Strategy 1</b>	<b>Organization Strengthening</b>	<b>155</b>	<b>86%</b>
Plan 1	Financial Management and Business Sustainability	79	92%
Plan 2	Modern Credit Management	23	100%
Plan 3	Human Resource Enhancement	22	77%
Plan 4	Risk Management and Anti-Money Laundering Strengthening	31	77%
Plan 5	International Standardize the Corporate Governance	-	80%
<b>Strategy 2</b>	<b>Innovation, Modernization, and Business Digitalization</b>	<b>86</b>	<b>72%</b>
Plan 6	Development and Management of IT System	44	60%
Plan 7	Information Management System, and the Modernization and International Standardization of the Statistics	8	86%
Plan 8	Product and service development towards Digital Banking	34	69%
<b>Strategy 3</b>	<b>International Standardization of Control and Services</b>	<b>17</b>	<b>63%</b>
Plan 9	Accounting and Financial Report Development	11	75%

Plan 10	Audit Development and Strengthening	3	100%
Plan 11	PCI Compliance (Payment Card Industry Data Security Standard)	3	15%

## **6. Corporate Social Responsibility and Social Support**

Along with the business operation and the other tasks implemented in 2023, the management and the staff of BCEL have greatly contributed to the work related to Corporate Social Responsibility (CSR), which has been one of the key elements in the core values of BCEL, the detail is as follows:

- By applying BCEL's potential in technology and advancements, BCEL has developed a product for CSR named "BCEL OneHeart", an intermediary platform for donation that supports both the donors and the recipients. In 2023, BCEL OneHeart had 15 donation projects with 6,110 donations in the total amount of 322.73 million LAK.
- BCEL has also supported society in various forms in the fields of education and sports, health, the relief of natural disaster victims, national events, etc. The support was in the form of cash and materials. There were 106 events of social contribution in 2023, the total value was 1,034.89 million LAK.



BANQUE POUR LE COMMERCE EXTERIEUR  
LAO PUBLIC



FINANCIAL STATEMENTS

31 DECEMBER 2023





# **BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC**

## **FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023**

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<b>CONTENTS</b>	<b>PAGES</b>
General information	1 - 3
Independent auditors' report	4 – 8
Statement of income	9
Statement of comprehensive income	10
Statement of financial position	11
Statement of changes in equity	12 - 13
Statement of cash flows	14 - 15
Notes to the financial statements	16 - 53

# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

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### THE BANK

Banque Pour Le Commerce Exterieur Lao Public (“the Bank”) is a joint-stock bank incorporated and registered in the Lao People’s Democratic Republic (“Lao PDR”).

### ESTABLISHMENT AND OPERATIONS

The Bank was established from the equitisation of Banque Pour Le Commerce Exterieur Lao which had been established in accordance with the Banking Business License No. 129/BOL dated 01 November 1989. On 23 December 2010, the Bank successfully undertook its Initial Public Offering. On 10 January 2011, the Bank was equitized and renamed into Banque Pour Le Commerce Exterieur Lao Public under the Operating License No. 0061/LRO dated 10 January 2011 issued by the Business License Registration Office of the Lao PDR. At that date, the Government, represented by the Ministry of Finance (“MOF”), was the largest shareholder with 80% shareholding.

On 15 July 2011, the MOF sold 10% of the total ordinary shares (equivalent to 13.657.759 shares) to its strategic partner named Compagnie Financière de la BRED (“COFIBRED”) in accordance with the Ordinary Shares Purchase Agreement between the Ministry of Finance and COFIBRED. COFIBRED is a subsidiary of BRED, the biggest regional banking society in the Banque Populaire Group - a French group of cooperative banks. The total purchased price of LAK 150.235.349.000 has been paid fully by COFIBRED.

On 17 August 2017, Lao Securities Commission Office approved the Bank to recapitalize by both Rights offering (which resulted in 68.047.300 shares) and Public offering (which resulted in 3.098.400 shares) in Lao Securities Exchange in order to increase its charter capital. The Bank received the new Banking Business License No. 21/BOL, dated 13 September 2017 issued by Bank of the Lao PDR. On 15 September 2017, Lao Securities Exchange certified that the Bank successfully increased its charter capital amount LAK 355.728.500.000 (equivalent to 71.145.700 shares) in accordance with Listing Certificate No. 01/LSX, dated 15 September 2017 and its latest amended Business License No. 0429/ERO dated 18 May 2018 issued by Ministry of Industry and Commerce.

On 11 October 2019, Lao Securities Commission Office approved the Bank to recapitalised by both Rights offering and Public offering. The purpose of the government share divestment is to support more diverse shareholders to develop the Bank on the business expansion and sustainability. On 29 November 2019, Lao Securities Commission Office certified the Bank successfully offered 10% of the Bank’s shares.

The shareholding structure of the Bank as at 31 December 2023 is as follows:

Shareholders	Number of shares	%
The Government	124.634.021	60%
Strategic partners	20.772.359	10%
Local investors (including employees of the Bank) and other foreign investors	62.316.920	30%
	<u>207.723.300</u>	<u>100%</u>

The principal activities of the Bank are to provide banking services including mobilizing and receiving short-term, medium-term, and long-term deposits from organisations and individuals; making short-term, medium-term, and long-term loans to organisations and individuals based on the nature and capability of the Bank’s sources of capital; foreign exchange transactions, international trade financial services, discounting of commercial papers, bonds and other valuable papers, and providing other banking services allowed by Bank of the Lao PDR.

### SHARE CAPITAL

The share capital as at 31 December 2023 is LAKm 1.038.617 (31 December 2022: LAKm 1.038.617).

## BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

### FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

#### LOCATION AND NETWORK

The Bank's Head Office is located at No. 01, Pangkham Street, Ban Xiengnheun, Chanthabouly District, Vientiane Capital, Lao PDR. As at 31 December 2023, the Bank has one (1) Head Office, six (6) associates and joint ventures, twenty (20) main branches, ninety-nine (99) services units, and twelve (12) exchange units all over Lao PDR.

#### INVESTMENTS IN ASSOCIATES AND INTEREST IN JOINT VENTURES

As at 31 December 2023, the Bank has investments in associates and interest in joint ventures totally six (6) as follows:

Name	Established in accordance with Business License No.	Business Sector	% owned by the Bank
BCEL - Krung Thai Securities Company Limited	1079/ERO issued by the Ministry of Industry and Commerce on 10 July 2019	Securities	70%
Lao Viet Joint Venture Bank	732/ERO dated 29 August 2016 by the Ministry of Industry and Commerce	Banking & Finance	25%
Banque Franco - Lao Limited	0495/ERO dated 7 June 2018 by the Ministry of Industry and Commerce	Banking & Finance	30%
Lao-Viet Insurance Joint Venture Company	0600 dated 16 August 2013 by the Ministry of Industry and Commerce	Insurance	35%
Lao China Bank Company Limited	041/ERM dated 27 January 2014 by the Department of Enterprise Register and Management of the Lao PDR	Banking & Finance	39,87%
Lao National Payment Network Company Limited	0349/ERO granted by the Department of Enterprise Registration and Management of the Ministry of Industry and Commerce of the Lao PDR on 12 March 2019	Transaction settlement management (Electronic)	20%

#### BOARD OF DIRECTORS

Members of the Board of Directors during the year ended 31 December 2023 and at the date of this report are as follows:

Name	Title	Date of appointment
Mr. Bounpone Vannachit	Chairman	Appointed on 27 April 2023
Mr. Khamsouk Sundara	Vice Chairman	Reappointed on 14 July 2022
Mr. Pasomphet Khamtanh	Member	Appointed on 3 August 2021
Mr. Stéphane Mangiavacca	Member	Appointed on 29 May 2020
Mrs. Saysamone Chanthachack	Member	Appointed on 22 November 2022
Assoc.Prof.Thongphet Chanthanivong	Member	Appointed on 3 August 2021
Mrs. Latdavanh Songvilay	Member	Appointed on 3 August 2021
Mr. Sonexay Silaphet	Member	Appointed on 3 August 2021
Mr. Viengsouk Chounthavong	Member	Appointed on 27 April 2018



# **BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC**

## **FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023**

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### **MANAGEMENT**

Members of the Management during the year ended 31 December 2023 and at the date of this report are as follows:

Name	Title	Date of appointment
Mrs. Saysamone Chanthachack	General Managing Director	Appointed 2 August 2022
Mr. Kongsack Soukphonesy	Deputy Managing Director	Appointed 1 May 2021
Mr. Nanthalath Keopaseuth	Deputy Managing Director	Appointed 30 September 2014
Mr. Viengsouk Chounthavong	Deputy Managing Director	Appointed 18 February 2019
Mrs. Bouaphayvanh Nandavong	Deputy Managing Director	Appointed 1 May 2021
Mr. Saichit Simmavong	Deputy Managing Director	Appointed 1 May 2021

### **LEGAL REPRESENTATIVE**

The legal representative of the Bank during the period and as at the date of this report is Mr. Nanthalath Keopaseuth - Deputy Managing Director.

### **AUDITORS**

The auditor of the Bank is PricewaterhouseCoopers (Lao) Sole Company Limited.



## **Independent auditor's report**

To: Board of Director and Shareholders of Banque Pour Le Commerce Extérieur Lao Public

### **Our opinion**

In our opinion, the financial statements of Banque Pour Le Commerce Extérieur Lao Public (the Bank) for the year ended 31 December 2023 are prepared, in all material respects, in accordance with the accounting policies described in Note 2 to the financial statements.

### **What we have audited**

The Bank's financial statements comprise:

- the statement of income for the year ended 31 December 2023;
- the statement of comprehensive income for the year then ended;
- the statement of financial position as the year then ended;
- the statement of changes in equity for the year then ended;
- the statement of cash flows for the year then ended; and
- the notes to the financial statements, which include significant accounting policies and other explanatory information.

### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs). Our responsibilities under those standards are further described in the Auditor's responsibilities for the audit of the financial statements section of our report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Independence**

We are independent of the Bank in accordance with the International Code of Ethics for Professional Accountants (including International Independence Standards) issued by the International Ethics Standards Board for Accountants (IESBA Code). We have fulfilled our other ethical responsibilities in accordance with the IESBA Code.

### **Emphasis of matter - Basis of accounting**

We draw attention to Note 2 to the financial statements, which describe the basis of accounting. The financial statements have been prepared in accordance with the Bank's accounting policies which the accounting basis used in the preparation of these financial statements may differ from International Financial Reporting Standard (IFRS). The readers should therefore be aware that the accompanying financial statements are not intended to present the financial position and its financial performance and cash flows in accordance with IFRS. Our opinion is not modified in respect to this matter.

## Key audit matter

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. We determine one key audit matter: Provision for impairment of loan to customers. The matter was addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key audit matter	How our audit addressed the key audit matter
<p><b>Provision for impairment of loan to customers</b></p> <p>Refer to Note 13 – Provision for impairment.</p> <p>As of 31 December 2023, Loan to customer balance was LAK 52,198.063 million (41% of total asset), and provision for impairment balance was LAK 1,687.920 million.</p> <p>Provision for impairment of loan to customers was considered as significant in our audit due to the estimation of provision for impairment involved the management's judgements and assumptions in identifying evidence of impairment for individual and collective customers and calculating the impairment amount including uncertainty of timing for recognition.</p> <p>Management had set up provision for impairment on loan to customers by classifying in two type of impairment which were individual and collective impairment.</p> <p>For individual impairment was calculated by the present value of the estimated future cashflows expected from customer (note 2.8.1)</p> <p>For collective impairment, loan to customer were grouped based on similar credit risk characteristics. Future cashflows on a group of loan to customer were collectively evaluated for impairment and were estimated based on historical loss experience.</p>	<p>We performed the following procedures:</p> <ul style="list-style-type: none"> <li>Performed risk assessment on both internal and external factors which may affect the operating result of individual, industry group and customer group which it might affect the judgement and estimation made by management.</li> <li>Evaluated and tested the Information Technology General Control over access program and data, control over completeness of customer's data used in calculation of provision impairment.</li> <li>Evaluated and tested manual controls over loan to customer and provision for impairment processes as follows; <ul style="list-style-type: none"> <li>Loan origination and approval</li> <li>Collateral valuation</li> <li>Data input into system</li> </ul> </li> <li>Tested samples of loans which it had classified as individual and collective impairments, we performed as follows; <ul style="list-style-type: none"> <li>Inquired with management regarding processing of identify and classified loans as individual and collective impairments</li> <li>Examined the assumptions used in the calculation of present value of future cashflows expected from customer with supporting document such as future cashflows expected from customer, collateral valuation,</li> <li>Recomputed discount rate and assess the appropriate of discount rate used in calculation of present value of future cashflows</li> </ul> </li> </ul>

### Key audit matter (continued)

Key audit matter	How our audit addressed the key audit matter
Based on the significant level of subjectivity and estimation uncertainty, provision for impairment account on loan to customers was a key audit matter.	<ul style="list-style-type: none"> <li>- Assessed the appropriateness of assumptions used in calculation of probability of default, loss rate for calculation of collective impairment by examine with relevant supporting evidence and had a detailed discussion with management regarding the assumptions.</li> <li>- Recomputed provision for impairment at the end of reporting date.</li> <li>• Furthermore, for collateral valuations performed by the professional valuers, we evaluated their competence, capabilities and objectivity including evaluated the appropriateness of their work. Then, we sampled those valuations to check that the management used the valuations in the calculation of provision for impairment for individual customer</li> </ul> <p>From those procedures performed, we found that management's judgements and assumptions regarding provision for impairment was appropriate.</p>

### Other information

The directors are responsible for the other information. The other information comprises the information included in the annual report, but does not include the financial statements and our auditor's report thereon. The annual report is expected to be made available to us after the date of this auditor's report.

Our opinion on the financial statements does not cover the other information and we will not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

When we read the annual report, if we conclude that there is a material misstatement therein, we are required to communicate the matter to the audit committee.

## **Responsibilities of the directors for the financial statements**

The directors are responsible for the preparation and presentation of the financial statements in accordance with the accounting policies described in Note 2 to the financial statements, and for such internal control as the directors determine is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the directors are responsible for assessing the Bank's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Bank or to cease operations, or has no realistic alternative but to do so.

The audit committee assists the directors in discharging their responsibilities for overseeing the Bank's financial reporting process.

## **Auditor's responsibilities for the audit of the financial statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Bank's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Bank to cease to continue as a going concern.

We communicate with the audit committee regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



We also provide the audit committee with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with the audit committee, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

For PricewaterhouseCoopers (Lao) Sole Company Limited

  
By Apisit Thiangtrongpinyo  
Partner

Vientiane Capital, Lao PDR  
Date: 29 March 2024

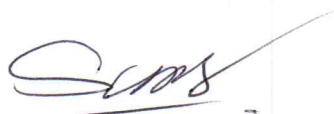


# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## STATEMENT OF INCOME FOR THE YEAR ENDED 31 DECEMBER 2023

	Notes	2023 LAKm	2022 LAKm
Interest incomes	4	4.000.347	3.116.126
Interest expenses	4	(2.262.158)	(1.845.243)
<b>Net interest incomes</b>	<b>4</b>	<b>1.738.189</b>	<b>1.270.883</b>
Fee and commission incomes	5	925.033	513.818
Fee and commission expenses	5	(371.827)	(149.673)
<b>Net fee and commission incomes</b>	<b>5</b>	<b>553.206</b>	<b>364.145</b>
Net gain/(loss) from dealing in foreign currencies	6	390.926	(38.154)
Other operating incomes	7	445.957	121.260
<b>Operating income</b>		<b>3.128.278</b>	<b>1.718.134</b>
Credit loss expense of loans to customers	13	(2.098.555)	(912.720)
Additional of impairment losses of financial investments - Available-for-sale		(2.301)	-
<b>NET OPERATING INCOME</b>		<b>1.027.422</b>	<b>805.414</b>
Personnel expenses	8	(399.534)	(329.249)
Depreciation and amortisation	17,18	(93.616)	(112.823)
Depreciation of right-of-use assets	19	(8.574)	(7.898)
Other operating expenses	9	(294.971)	(195.263)
<b>TOTAL OPERATING EXPENSES</b>		<b>(796.695)</b>	<b>(645.233)</b>
Share of profit of associates and joint ventures	16	52.393	36.898
<b>PROFIT BEFORE TAX</b>		<b>283.120</b>	<b>197.079</b>
Income tax Expense	24.1	(51.712)	31.111
<b>NET PROFIT FOR THE YEAR</b>		<b>231.408</b>	<b>228.190</b>
<b>Earnings per share (LAK)</b>	<b>31</b>	<b>1.114</b>	<b>1.099</b>

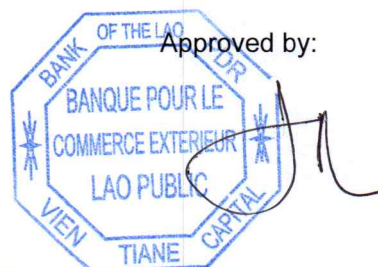
Prepared by:



Approved by:



Approved by:



Ms. Phetsamay Xayamoungkhoun

Mr. Vithaya Chanthery

Mr. Nanthalath Keopaseuth

Deputy Chief of Accounting  
Department  
Date: 29 March 2024

Deputy Chief of Internal Audit  
Department  
Date: 29 March 2024

Deputy Managing Director  
Date: 29 March 2024

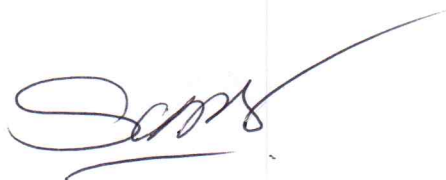
The accompanying notes on pages 16 to 53 form an integral part of these financial statements.

# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 31 DECEMBER 2023

	Notes	2023 LAKm	2022 LAKm
<b>NET PROFIT FOR THE YEAR</b>		<b>231.408</b>	<b>228.190</b>
<b>OTHER COMPREHENSIVE (EXPENSE)/INCOME</b>			
Remeasurement of employee benefit	25	11.334	(1.053)
Profit tax related to components of other comprehensive income	24.3	(2.267)	211
<b>OTHER COMPREHENSIVE (EXPENSE)INCOME FOR THE YEAR, NET OF TAX</b>		<b>9.067</b>	<b>(842)</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR, NET OF TAX</b>		<b>240.475</b>	<b>227.348</b>

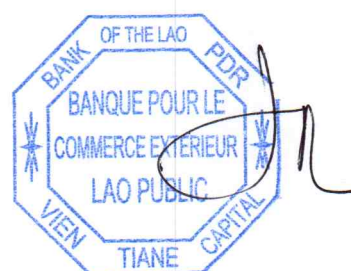
Prepared by:



Approved by:



Approved by:



Ms. Phetsamay Xayamoungkhoun

Deputy Chief of Accounting  
Department  
Date: 29 March 2024

Mr. Vithaya Chanthery

Deputy Chief of Internal Audit  
Department  
Date: 29 March 2024

Mr. Nanthalath Keopaseuth

Deputy Managing Director  
Date: 29 March 2024

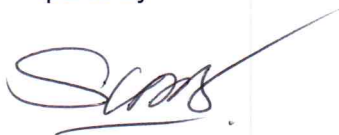
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# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

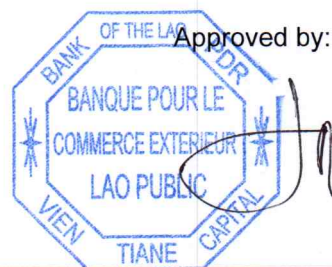
## STATEMENT OF FINANCIAL POSITION AS AT YEAR ENDED 31 DECEMBER 2023

	Notes	2023 LAKm	2022 LAKm
<b>ASSETS</b>			
Cash and balances with Bank of the Lao PDR	10	31.684.143	27.786.294
Due from banks	11	21.964.355	11.855.719
Loans to customers	12	53.892.356	47.235.372
Financial investments - Available-for-sale	14	87.822	90.123
Financial investments - Held-to-maturity	15	14.865.690	4.967.151
Investments in associates and joint ventures using the equity method	16	747.223	691.081
Property and equipment	17	568.104	540.325
Intangible assets	18	321.734	283.285
Right-of-use assets	19	53.500	52.028
Deferred tax assets	24.3	102.813	116.520
Other assets	20	2.146.019	875.117
<b>TOTAL ASSETS</b>		<b>126.433.759</b>	<b>94.493.015</b>
<b>LIABILITIES AND EQUITY</b>			
<b>LIABILITIES</b>			
Due to banks and other financial institutions	21	9.463.117	6.639.183
Due to customers	22	109.471.717	80.994.071
Borrowings from other banks	23	4.378.394	4.105.783
Current tax liabilities	24.2	27.454	21.907
Lease liabilities		29.285	26.553
Other liabilities	25	486.128	347.558
<b>TOTAL LIABILITIES</b>		<b>123.856.095</b>	<b>92.135.055</b>
<b>EQUITY</b>			
Share capital	26	1.038.617	1.038.617
Statutory reserves	27	911.701	836.635
Other comprehensive items		18.107	9.040
Retained earnings		609.239	473.668
<b>TOTAL EQUITY</b>		<b>2.577.664</b>	<b>2.357.960</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>126.433.759</b>	<b>94.493.015</b>

Prepared by:



Approved by:

Approved by:



Ms. Phetsamay Xayamoungkhoun

Mr. Vithaya Chanthery

Mr. Nanthalath Keopaseuth

Deputy Chief of Accounting  
Department  
Date: 29 March 2024

Deputy Chief of Internal Audit  
Department  
Date: 29 March 2024

Deputy Managing Director  
Date: 29 March 2024

The accompanying notes on pages 16 to 53 form an integral part of these financial statements.

**BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC**

**STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2023**

	Notes	Share capital LAKm	Statutory reserves LAKm	Other comprehensive items		Retained earnings LAKm	Total LAKm
				Remeasurement of post- employment benefit reserve LAKm	Available- for-sale reserve LAKm		
<b>Balance as at 31 December 2021</b>		<b>1.038.617</b>	<b>831.667</b>	<b>9.882</b>	<b>1.534</b>	<b>250.446</b>	<b>2.132.146</b>
Appropriation to reserves for the year 2021	27	-	4.968	-	-	(4.968)	-
Net profit for the year 2022		-	-	-	-	228.190	228.190
Remeasurement in the fair value of financial investments – Available-for-sale		-	-	-	(1.534)	-	(1.534)
Remeasurement of employee benefit	25	-	-	(1.053)	-	-	(1.053)
Profit tax related to components of other comprehensive income	24.3	-	-	211	-	-	211
<b>Balances as at 31 December 2022</b>		<b>1.038.617</b>	<b>836.635</b>	<b>9.040</b>	<b>-</b>	<b>473.668</b>	<b>2.357.960</b>

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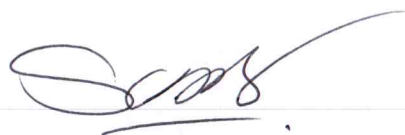


**BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC**

**STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED 31 DECEMBER 2023**

	Notes	Share capital LAKm	Statutory reserves LAKm	Other comprehensive items	Retained earnings LAKm	Total LAKm
				Remeasurement of post- employment benefit reserve LAKm		
<b>Balance as at 31 December 2022</b>		<b>1.038.617</b>	<b>836.635</b>	<b>9.040</b>	<b>473.668</b>	<b>2.357.960</b>
Dividend paid out to shareholders for the periods	32	-	-	-	(20.771)	(20.771)
Appropriation to reserves for the year 2022	27	-	75.066	-	(75.066)	-
Net profit for the year 2023		-	-	-	231.408	231.408
Remeasurement of employee benefit	25	-	-	11.334	-	11.334
Profit tax related to components of other comprehensive income	24.3	-	-	(2.267)	-	(2.267)
<b>Balances as at 31 December 2023</b>		<b>1.038.617</b>	<b>911.701</b>	<b>18.107</b>	<b>609.239</b>	<b>2.577.664</b>

Prepared by:



Ms. Phetsamay Xayamoungkhoun

Deputy Chief of Accounting  
Department  
Date: 29 March 2024

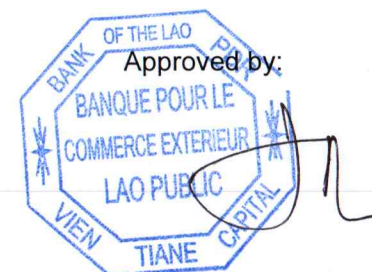
Approved by:



Mr. Vithaya Chanthery

Deputy Chief of Internal Audit Department  
Date: 29 March 2024

Approved by:



Mr. Nanthalath Keopaseuth

Deputy Managing Director  
Date: 29 March 2024

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# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2023

	Notes	2023 LAKm	2022 LAKm
<b>OPERATING ACTIVITIES</b>			
<b>Profit before tax</b>		<b>283.120</b>	<b>197.079</b>
<i>Adjustments for:</i>			
Depreciation and amortisation charges	17,18,19	102.190	120.720
Expense for impairment losses	13	2.098.555	912.720
Changes in provision for impairment loss on Financial investments - Available-for-sale		2.301	-
Post-employment benefit expense	25	7.226	9.288
Share of profit of associates and joint ventures	16	(52.393)	(36.898)
Unrealise (Gain)/loss on exchange rate		(464.090)	1.532.273
Loss on disposal/written-off		479	6.359
Interest incomes	4	(4.000.347)	(3.116.126)
Interest expenses	4	2.262.158	1.845.243
Dividend income	7	(1.918)	(1.918)
<b>Cash flows from operating profit before changing in operating assets and liabilities</b>		<b>237.281</b>	<b>1.468.742</b>
<i>Changes in operating assets</i>			
Net change in balances with other banks		(12.079.564)	(1.486.073)
Net change in loans to customers		(20.095.751)	(13.983.518)
Net change in other assets		(1.177.526)	(192.252)
<i>Changes in operating liabilities</i>			
Net change in due to other banks		2.849.098	1.361.992
Net change in due to customers		28.253.313	23.658.446
Net change in other liabilities		684.569	55.838
Net change in borrowing from other banks		148.527	(711.662)
Interest received		7.319.548	694.112
Interest paid		(2.457.374)	(1.380.334)
Tax paid during the year	24.2	(34.725)	(2.261)
<b>Net cash flows from operating activities</b>		<b>3.647.396</b>	<b>9.483.029</b>
<b>INVESTING ACTIVITIES</b>			
Purchase and construction in progress and property and equipment		(105.860)	(80.409)
Purchase of right of use		(6.440)	(5.364)
Purchase of intangible asset		(50.307)	(1.784)
Proceeds from disposals of property and equipment		-	7.468
Payment for investment in associates and joint ventures	16	(12.000)	(18.498)
Dividends received from investment in associates and joint venture investment	16	8.251	7.633
Dividends received from financial investments – available for sale	7	1.918	1.918
Payment from investment in financial investments – hold to maturity		(5.674.624)	(931.000)
Proceed from investment in investment in financial investments – hold to maturity		4.101.382	1.465.537
<b>Net cash flows from/(used) in investing activities</b>		<b>(1.737.680)</b>	<b>445.501</b>

The accompanying notes on pages 16 to 53 form an integral part of these financial statements

# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

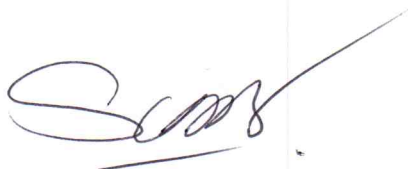
## STATEMENT OF CASH FLOWS FOR THE YEAR ENDED 31 DECEMBER 2023

	Notes	2023 LAKm	2022 LAKm
<b>FINANCING ACTIVITIES</b>			
Payment of dividends	32	(20.771)	-
Payment on lease payment		(10.870)	(13.345)
<b>Net cash flows used in financing activities</b>		<b>(31.641)</b>	<b>(13.345)</b>
<b>Net change in cash and cash equivalents</b>		<b>1.878.075</b>	<b>9.915.185</b>
<b>Cash and cash equivalents at the beginning of the year</b>	<b>28</b>	<b>35.715.070</b>	<b>25.799.885</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>28</b>	<b>37.593.145</b>	<b>35.715.070</b>

### Non-cash from financing and investing activities;

Acquisition of construction in progress and property and Equipment	3.711	2.033
Settlement loan to customers and investment in hold-to-maturity securities	7.699.424	229.358
Acquisition of right-of-use assets	4.051	-

Prepared by:



Approved by:



Approved by:



Ms. Phetsamay Xayamoungkhoun

Deputy Chief of Accounting  
Department  
Date: 29 March 2024

Mr. Vithaya Chanthery

Deputy Chief of Internal Audit  
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Date: 29 March 2024

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Deputy Managing Director  
Date: 29 March 2024

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# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

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### 1. GENERAL INFORMATION

Banque Pour Le Commerce Exterieur Lao Public (the Bank) is a public limited company which registered under Bank of Lao PDR (BoL) and listed on the Securities Exchange of Lao PDR (LSX).

The Bank is incorporated and domiciled in Lao PDR. The Bank's Head Office is located at No. 01, Pangkham Street, Ban Xiengnheun, Chanthabouly District, Vientiane Capital, Lao PDR, As at 31 December 2023. the Bank has one (1) Head Office, six (6) associates and joint ventures, twenty (20) main branches, ninety-nine (99) services units, and twelve (12) exchange units all over Lao PDR.

The principal business operations of the Bank, its associates and joint ventures are to provide banking and other services including:

- mobilising and receiving deposits from organisations and individuals
- making loans to organisations and individual
- foreign exchange transactions
- international trade financial services
- discounting of commercial papers
- bonds and other valuable papers
- insurance
- securities

The financial statements is presented in Lao Kip and rounded to the nearest million, unless otherwise stated.

The financial statements was authorised for issue by the Board of Directors on 29 March 2024.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principle accounting policies applied in the preparation of the financial statements are set out below.

#### 2.1 Basis of preparation

The accompanying financial statements have been prepared in accordance with the Bank's principal accounting policies as described below and have been prepared generally of the historical cost convention, except for certain financial assets (financial investments – available for sale) measured at fair value.

According to the Accounting Law no. 47/NA issued on 26 December 2013; Public Interest Enterprises (PIEs) are required to apply IFRS. However, the Ministry of Finance has issued announcement No. 1137/MoF issued on 27 April 2020 and from Lao Securities and Exchange Commission Office (LSCO) dated 25 May 2020, which provided options for PIEs to prepare action plan for adoption IFRS until 31 December 2025 and 1 January 2026 onward, all listed companies must fully adopt IFRS.

The management is presently preparing an action plan for implementation of IFRS in accordance with the announcement. Therefore, the accounting principles applied may materially differ from International Financial Reporting Standards (IFRS).

The preparation of financial statements requires management to make estimates and assumptions affecting the reported assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and revenues and expenses in the reported periods. Although these estimates are based on management's best knowledge of current events and actions, actual results may differ from those estimates (Noted 3).



**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.2 Foreign currency translation**

Transactions in foreign currencies are initially recorded at the spot rate of exchange ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated into LAK at the spot rate of exchange at the reporting date (see the list of exchange rates of applicable foreign currencies against LAK as at 31 December 2023 and 31 December 2022 as presented in Note 35). Unrealised exchange differences arising from the translation of monetary assets and liabilities on the balance sheet date are recognised in the statement of income.

**2.3 Recognition of income and expense**

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Bank and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognised.

**2.3.1 Interest income and expense**

For all financial instruments measured at amortised cost, interest-bearing financial assets classified as available-for-sale and financial instruments designated at fair value through profit or loss, interest income or expense are recorded using the effective interest rate (EIR).

The calculation takes into account all contractual terms of the financial instrument (for example, prepayment options) and includes any fees or incremental costs that are directly attributable to the instrument and are an integral part of the EIR, but not future credit losses.

When the recorded value of a financial asset or a group of similar financial assets has been reduced by an impairment loss, interest income continues to be recognised using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

**2.3.2 Fees and commission incomes**

The Bank earns fee and commission income from a diverse range of financial services it provides to its customers. Fee and commission income is recognised at an amount that reflects the consideration to which the Bank expects to be entitled in exchange for providing the services.

The performance obligations, as well as the timing of their satisfaction, are identified, and determined, at the inception of the contract. The Bank's revenue contracts do not typically include multiple performance obligations, as explained further in 2.3.2.1 and 2.3.2.2 below.

When the Bank provides a service to its customers, consideration is invoiced and generally due immediately upon satisfaction of a service provided at a point in time or at the end of the contract period for a service provided over time (unless otherwise specified in 2.3.2.1 and 2.3.2.2 below). The Bank has generally concluded that it is the principal in its revenue arrangements because it typically controls the services before transferring them to the customer.

2.3.2.1 Fee and commission income from services where performance Obligations are satisfied over time performance obligations satisfied over time include services where the customer simultaneously receives and consumes the benefits provided by the Bank's performance as the Bank performs.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.3 Recognition of income and expense (continued)**

**2.3.2 Fees and commission incomes (continued)**

2.3.2.2 Fee and commission income from providing services where performance obligations are satisfied at a point in time

Services provided where the Bank's performance obligations are satisfied at a point in time are recognised once control of the services is transferred to the customer. This is typically on completion of the underlying transaction or service or, for fees or components of fees that are linked to a certain performance, after fulfilling the corresponding performance criteria. These include fees and commissions arising from negotiating or participating in the negotiation of a transaction for a third party, such as the arrangement/participation or negotiation of the acquisition of shares or other securities, or the purchase or sale of businesses, brokerage and underwriting fees.

The Bank typically has a single performance obligation with respect to these services, which is to successfully complete the transaction specified in the contract.

**2.3.3 Dividend income**

Dividend income is recognised when the Bank's right to receive the payment is established.

**2.3.4 Net trading income**

Results arising from trading activities include all gains and losses from changes in fair value and related interest income or expense and dividends for financial assets and financial liabilities 'held for trading'.

**2.4 Cash and cash equivalents**

Cash and cash equivalents as referred to in the statement of cash flows comprise cash on hand, non-restricted current accounts with the BOL and amounts due from banks on demand or with an maturity of three months or less.

**2.5 Investments in associates and interest in joint ventures**

The Bank has investment in associates and interest in joint ventures, which are jointly entities, whereby the ventures have a contractual arrangement that establishes joint control over the economic activities of the entities. The arrangement requires unanimous agreement for financial and operating decisions among the ventures.

The Bank recognises its interest in the associates and joint ventures using the equity method using the financial information available on hand.

**Equity method**

Under the equity method of accounting, the investments are initially recognised at cost and adjusted thereafter to recognise the Bank's share of the post-acquisition profits or losses of the investee in profit or loss, and the Bank's share of movements in other comprehensive income of the investee in other comprehensive income.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.5 Investments in associates and joint ventures (continued)**

**Equity method (continued)**

Dividends received or receivable from investment in associates and interest in joint ventures are recognised as a reduction in the carrying amount of the investment. Where the Bank's share of losses in an equity-accounted investment equals or exceeds its interest in the entity, the Bank does not recognise further losses, unless it has incurred obligations or made payments on behalf of the other entity. The allowance for impairment is made for investments in associates and joint ventures when the associates and joint ventures are making a loss (except for the loss which is identified in the business plan before establishment). Accordingly, the allowance is made for the difference between actual investment in the associates and joint venture and the Bank's proportionate share in the associates and joint venture's net equity.

**2.6 Financial instruments -initial recognition and subsequent measurement**

**2.6.1 Date of recognition**

All financial assets and liabilities, with the exception of loans to customers and balances due to customers, are initially recognised on the trade date, i.e., the date that the Bank becomes a party to the contractual provisions of the instrument. This includes "regular way trades" - purchases or sales of financial assets that require delivery of assets within the time frame generally established by regulation or convention in the marketplace.

Loans to customers are recognised when funds are transferred to the customers' account. The Bank recognises due to customer balances when funds reach the Bank.

**2.6.2 Initial measurement of financial instruments**

The classification of financial instruments at initial recognition depends on their purpose and characteristics and the management's intention in acquiring them. All financial instruments are measured initially at their fair value plus transaction costs, except in the case of financial assets and financial liabilities recorded at fair value through profit or loss.

**2.6.3 The effective interest rate method**

The effective interest rate (EIR) is the rate exactly discounts estimated future cash payments or receipts through the contractual term of the financial instrument or, when appropriate a shorter period, to the net carrying amount of the financial asset or financial liability. The amortised cost of the financial asset or financial liability is adjusted if the Bank revises its estimates of payments or receipts. The adjusted amortised cost is calculated based on the original or latest re-estimated EIR and the change in is recorded as 'Interest and similar income' for financial assets and 'Interest and similar expense' for financial liabilities.

**2.6.4 'Day 1' profit or loss**

When the transaction price differs from the fair value of other observable current market transactions in the same instrument, or based on a valuation technique whose variables include only data from observable markets, the Bank immediately recognises the difference between the transaction price and fair value (a 'Day 1' profit or loss) in 'Net trading income'. In cases where fair value is determined using data which is not observable, the difference between the transaction price and model value is only recognised in the statement of income when the inputs become observable, or when the instrument is derecognised.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.6 Financial instruments - initial recognition and subsequent measurement (continued)**

**2.6.5 Available for sale financial investments**

Available for sale investments include equity investments. Equity investments classified as available for sale are those which are neither classified as held for trading nor designated at fair value through profit or loss.

The Bank has not designated any loans or receivables as available for sale.

After initial measurement, available for sale financial investments are subsequently measured at fair value.

Unrealised gains and losses are recognised directly in equity (Other comprehensive income) in the 'Available-for-sale reserve'. When the investment is disposed of, the cumulative gain or loss previously recognised in equity is recognised in the statement of income in 'Other operating income'. Where the Bank holds more than one investment in the same security, they are deemed to be disposed of on a first-in first-out basis.

Dividends earned while holding available-for-sale financial investments are recognised in the statement of income as 'Other operating income' when the right of the payment has been established. The losses arising from impairment of such investments are recognised in the statement of income in 'Impairment losses on financial investments' and removed from the 'Available-for-sale reserve'.

**2.6.6 Held-to-maturity financial investments**

Held-to-maturity financial investments are non-derivative financial assets with fixed or determinable payments and fixed maturities, which the Bank has the intention and ability to hold to maturity. After initial measurement, held-to-maturity financial investments are subsequently measured at amortised cost using the EIR. Periodically, held-to-maturity securities are subject to review for impairment. Allowance for impairment of these securities is made when there has been a significant or prolonged decline in the fair value below their cost. The losses arising from impairment of such investments are recognised in the statement of income line 'Impairment loss expense'.

If the Bank were to sell or reclassify more than an insignificant amount of held-to-maturity investments before maturity (other than in certain specific circumstances), the entire category would be tainted and would have to be reclassified as available-for-sale investments. Furthermore, the Bank would be prohibited from classifying any financial asset as held-to-maturity during the following two years.

**2.6.7 Due from banks and loans to customers**

'Due from banks' and 'Loans customers' include non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, other than:

- ▶ Those that the Bank intends to sell immediately or in the near term and those that the Bank, upon initial recognition, designates as at fair value through profit or loss;
- ▶ Those that the Bank, upon initial recognition, designates as available-for-sale;
- ▶ Those for which the Bank may not recover substantially all of its initial investment, other than because of credit deterioration.



**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.6 Financial instruments - initial recognition and subsequent measurement (continued)**

**2.6.7 Due from banks and loans to customers (continued)**

After initial measurement, amounts 'Due from banks' and 'Loans to customers' are subsequently measured at amortised cost using the EIR method, less allowance for impairment. The amortised cost is calculated by taking into account any discount or premium on acquisition and fees and costs that are an integral part of the EIR. Therefore, the Bank recognises interest income using a rate of return that represents the best estimate of a constant rate of return over the expected behavioral life of the loan, hence, recognising the effect of potentially different interest rates charged at various stages, and other characteristics of the product life cycle (prepayments, penalty interest and charges).

If expectations are revised the adjustment is booked as a positive or negative adjustment to the carrying amount in the balance sheet with an increase or reduction in interest income. The adjustment is subsequently amortised through Interest and similar income in the statement of profit or loss.

**2.6.8 Due to other banks and customers and other borrowed funds**

"Due to other banks and customers and other borrowed funds" include arrangements where the substance of the contractual arrangements result in the Bank having an obligation either to deliver cash or another financial asset to the holder.

After initial measurement, "Due to other banks and customers and other borrowed funds" are subsequently measured at amortised cost using the EIR. The amortised cost is calculated by taking into account any discount or premium on the issue and costs that are an integral part of the EIR.

**2.6.9 Reclassification of financial assets**

The Bank was permitted to reclassify, in certain circumstances, non-derivative financial assets out of the 'Held-for-trading' category and into the 'Available-for-sale', 'Loans and receivables', or 'Held-to-maturity' categories. From this date it was also permitted to reclassify, in certain circumstances, financial instruments out of the 'Available-for-sale' category and into the 'Loans and receivables' category. Reclassifications are recorded at fair value at the date of reclassification, which becomes the new amortised cost.

For a financial asset reclassified out of the 'Available-for-sale' category, any previous gain or loss on that asset that has been recognised in equity is amortised to profit or loss over the remaining life of the investment using the EIR. Any difference between the new amortised cost and the expected cash flows is also amortised over the remaining life of the asset using the EIR. If the asset is subsequently determined to be impaired, then the amount recorded in equity is recycled to the statement of profit or loss.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.6 Financial instruments - initial recognition and subsequent measurement (continued)**

**2.6.9 Reclassification of financial assets (continued)**

In rare circumstances, the Bank may reclassify a non-derivative trading asset out of the 'Held-for-trading' category and into the 'Loans and receivables' category if it meets the definition of loans and receivables and the Bank has the intention and ability to hold the financial asset for the foreseeable future or until maturity. If a financial asset is reclassified, and if the Bank subsequently increases its estimates of future cash receipts as a result of increased recoverability of those cash receipts, the effect of that increase is recognised as an adjustment to the EIR from the date of the change in estimate.

Reclassification is at the election of management and is determined on an instrument by instrument basis.

**2.7 De-recognition of financial assets and financial liabilities**

**2.7.1 Financial assets**

A financial asset (or, where applicable a part of a financial asset or part of a group of similar financial assets) is derecognised when the rights to receive cash flows from the asset have expired. The Bank also derecognises the assets if it has both transferred the asset, and the transfer qualifies for derecognition.

The Bank has transferred the asset if, and only if, either:

- ▶ The Bank has transferred its contractual rights to receive cash flows from the asset or
- ▶ It retains the rights to the cash flows but has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement.

A transfer only qualifies for derecognition if either:

- ▶ The Bank has transferred substantially all the risks and rewards of the asset or
- ▶ The Bank has neither transferred nor retained substantially all the risks and rewards of the asset but has transferred control of the asset.

In relation to the above, the Bank considers the control to be transferred if, and only if, the transferee has the practical ability to sell the asset in its entirety to an unrelated third party and is able to exercise that ability unilaterally and without needing to impose additional restrictions on the transfer.

When the Bank has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, and has neither transferred nor retained substantially all of the risks and rewards of the asset nor transferred control of the asset, the asset is recognised to the extent of the Bank's continuing involvement in the asset. In that case, the Bank also recognises an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Bank has retained.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.7 De-recognition of financial assets and financial liabilities (continued)**

**2.7.1 Financial assets (continued)**

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Bank could be required to repay.

The Bank also derecognises a financial asset, in particular, a loan to customer when the terms and conditions have been renegotiated to the extent that it substantially became a new loan, with the difference recognised as an impairment in the statement of profit or loss.

**2.7.2 Financial liabilities**

A financial liability is derecognised when the obligation under the liability is discharged or cancelled or expires. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a de-recognition of the original liability and the recognition of a new liability. The difference between the carrying value of the original financial liability and the consideration paid is recognised in profit or loss.

**2.8 Impairment of financial assets (Loan to customers)**

The Bank assesses at each reporting date, whether there is any objective evidence that a financial asset – loan to customers is impaired. A financial asset – loan to customer is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated.

Evidence of impairment may include: indications that the borrower or a group of borrowers is experiencing significant financial difficulty; the probability that they will enter bankruptcy or other financial reorganisation; default or delinquency in interest or principal payments; and where observable data indicates that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

**2.8.1 Financial assets carried at amortised cost**

Individual impairment losses

For financial assets – loan to customers carried at amortised cost, the Bank first assesses whether objective evidence of impairment exists for financial assets that are individually significant or are already under specific work out by management.

If there is objective evidence that an impairment loss has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). An estimation of future cash flow of loan to customers under Non-Performing Loan classification are calculated from 40% of collateral value assessed by internal valuer together with a consideration of expected timeline to sale collateral. An estimate of future cash flow of loan to customer under Performing Loan classification are from the expected of collection of loan principal and interest throughout contractual period together with taking consideration of the expected recoverable rate using the rate for grade A at 99% and grade B at 97%-95%) plus 20% of collateral value.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.8 Impairment of financial assets (continued)**

**2.8.1 Financial assets carried at amortised cost (continued)**

The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognised in credit loss expense in the statement of profit or loss. Interest income continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. The interest income is recorded as part of interest and similar income.

Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realised or has been transferred to the Bank. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognised, the previously recognised impairment loss is increased or reduced by adjusting the allowance account. If a future write-off is later recovered, the recovery is credited to income.

The present value of the estimated future cash flows is discounted at the financial asset's contractual interest rate. If the Bank has reclassified trading assets to loans, the discount rate for measuring any impairment loss is the new EIR determined at the reclassification date.

The calculation of the present value of the estimated future cash flows of a collateralised financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

**Collective impairment model**

For the purpose of a collective evaluation of impairment, financial assets are grouped on the basis of similar credit risk characteristics that are indicative of the debtors' ability to pay all amounts due according to the contractual terms (for example, on the basis of a credit risk evaluation or grading process).

Future cash flows on a group of financial assets that are collectively evaluated for impairment are estimated on the basis of historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not currently exist.

Estimates of changes in future cash flows reflect and are directionally consistent with changes in related observable data from period to period (such as changes in unemployment rates, personal indebtedness, collateral values including property prices for mortgages, commodity prices, payment status or other factors that are indicative of incurred losses in the group and their magnitude). The methodology and assumptions used for estimating future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.



**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.8 Impairment of financial assets (continued)**

**2.8.2 Impairment of available for sale investments**

The Bank records impairment charges on available for sale equity investments when there has been a significant or prolonged decline in the fair value below their cost. The determination of what is 'significant' or 'prolonged' requires judgment. In making this judgment, the Bank evaluates, among other factors, historical share price movements and duration and extent to which the fair value of an investment is less than its cost.

**2.8.3 Collateral valuation**

The Bank seeks to use collateral, where possible, to mitigate its risks on financial assets. The collateral comes in various forms such as cash, securities, letters of credit/guarantees, real estate, receivables, inventories, other non-financial assets and credit enhancements such as netting agreements. The fair value of collateral is generally assessed, at a minimum, at inception and based on the Bank's annually reporting schedule.

To the extent possible, the Bank uses active market data for valuing financial assets, held as collateral. Other financial assets which do not have a readily determinable market value are valued using models. Non-financial collateral, such as real estate, is valued based on data provided by third parties (if available) such as mortgage brokers, housing price indices, audited financial statements, and other independent sources.

**2.8.4 Collateral repossessed**

The Bank's policy is to determine whether a repossessed asset is best used for its internal operations or should be sold. Assets determined to be useful for the internal operations are transferred to their relevant asset category at the lower of their repossessed value or the carrying value of the original secured asset. Assets that are determined better to be sold, are immediately transferred to assets held for sale at their fair value at the repossession date in line with the Bank's policy.

**2.9 Offsetting financial instruments**

Financial assets and financial liabilities are offset and the net amount reported in the statement of financial positions if, and only if, there is a currently enforceable legal right to offset the recognised amounts and there is an intention to settle on a net basis, or to realise the asset and settle the liability simultaneously. This is not generally the case with master netting agreements, and the related assets and liabilities are presented gross in the statement of financial position.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.10 Property and equipment**

Property and equipment are stated at cost excluding the costs of day-to-day servicing, less accumulated depreciation and accumulated impairment in value. Changes in the expected useful life are accounted for by changing the amortisation period or method, as appropriate, and treated as changes in accounting estimates.

Depreciation is calculated using the straight-line method to write down the cost of property and equipment to their residual values over their estimated useful lives. Construction in progress is not depreciated. The following are annual rates used:

Buildings & improvements	5%-10%
Office equipment	20%
Furniture and fixtures	20%
Motor vehicles	20%

Property and equipment are derecognised on disposal or when no future economic benefits are expected from its use. Any gain or loss arising on de-recognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is recognised in 'Other operating income' in the statement of income in the year the asset is derecognised.

**2.11 Intangible assets**

The Bank's other intangible assets include the value of land use rights and software.

An intangible asset is recognised only when its cost can be measured reliably, and it is probable that the expected future economic benefits that are attributable to it will flow to the Bank.

Intangible assets acquired separately are measured on initial recognition at cost. The cost of intangible assets acquired in a business combination is their fair value as at the date of acquisition. Following initial recognition, intangible assets are carried at cost less any accumulated amortisation and any accumulated impairment losses.

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortised over the useful economic life. The amortisation period and the amortisation method for an intangible asset with a finite useful life are reviewed at least at each financial year-end. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are accounted for by changing the amortisation period or method, as appropriate, and they are treated as changes in accounting estimates. The amortisation expense on intangible assets with finite lives is recognised in the statement of income in the expense category consistent with the function of the intangible asset.

Amortisation is calculated using the straight-line method to write down the cost of intangible assets to their residual values over their estimated useful lives. The following are annual rates used:

Software	20% - 50%
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The land use rights of the Bank were not amortised as land use rights have indefinite term and was granted by the Government of Lao PDR.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.12 Impairment of non-financial assets**

The Bank assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Bank estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit (CGU)'s fair value less costs to sell and its value in use. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs to sell, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded subsidiaries or other available fair value indicators.

For assets excluding goodwill, an assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. If such indication exists, the Bank estimates the asset's or CGU's recoverable amount. A previously recognised impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognised. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceeds the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognised for the asset in prior years. Such reversal is recognised in the statement of income.

**2.13 Financial guarantees**

In the ordinary course of business, the Bank issues financial guarantees, consisting of letters of credit, guarantees and acceptances. Financial guarantees are initially recognised in the financial statements (within 'Other liabilities') at fair value on the date the guarantee was issued, being the premium received.

Subsequent to initial recognition, the Bank's liability under each guarantee is measured at the higher of the amount initially recognised less cumulative amortisation recognised in the statement of income, and the best estimate of expenditure required to settle any financial obligation arising as a result of the guarantee.

Any increase in the liability relating to financial guarantees is recorded in the statement of income in 'Credit loss expense'. The premium received is recognised in the statement of income in 'Net fees and commission income' on a straight-line basis over the life of the guarantee.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.14 Leasing**

**2.14.1 Right-of-use assets**

At inception of a contract, the Bank assesses whether a contract is, or contains, a lease arrangement based on whether the contract that conveys to the user (the lessee) the right to control the use of an identified asset for a period of time in exchange for consideration. If a contract contains more than one lease component, or a combination of leasing and services transactions, the consideration is allocated to each of these lease and non-lease components on conclusion and on each subsequent re-measurement of the contract on the basis of their relative stand-alone selling prices. The Bank combines lease and non-lease components, in cases where splitting the non-lease component is not possible.

The Bank recognises right-of-use assets at the commencement date of the lease (i.e., the date the underlying asset is available for use). Right-of-use assets are measured at cost, less any accumulated depreciation and impairment losses, and adjusted for any re-measurement of lease liabilities.

The cost of right-of-use assets includes the amount of lease liabilities adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received.

The lease term includes periods covered by an option to extend if the Bank is reasonably certain to exercise that option. Unless the Bank is reasonably certain to obtain ownership of the leased asset at the end of the lease term, the recognised right-of-use assets are depreciated on a straight-line basis over the shorter of its estimated useful life and the lease term. Right-of-use assets are subject to impairment assessment.

**2.14.2 Lease liabilities**

At the commencement date of the lease, the Bank recognises lease liabilities measured at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in-substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees. The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the Bank and payments of penalties for terminating a lease, if the lease term reflects the Bank exercising the option to terminate. The variable lease payments that do not depend on an index or a rate are recognised as expense in the period on which the event or condition that triggers the payment occurs.

In calculating the present value of lease payments, the Bank uses the incremental borrowing rate at the lease commencement date if the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in the in-substance fixed lease payments or a change in the assessment to purchase the underlying assets.



**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.14 Leasing (continued)**

**2.14.3 Short-term leases and leases of low-value assets**

The Bank applies the short-term lease recognition exemption to its short-term leases that have a lease term of 12 months or less from the commencement date and do not contain a purchase option. It also applies the lease of low-value assets recognition exemption to leases of assets that are considered of low value. Lease payments on short-term leases and leases of low-value assets are recognised as expense on a straight-line basis over the lease term.

**2.15 Employee benefits**

**Post-employment benefits**

Post-employment benefits are paid to retired employees of the Bank at the time of retirement by the amount equal to (Latest Basic Salary + Wage + 25% of allowance (If have) + 25% of other benefits) x 1,5 x working years.

The fund for Post-employment benefits come from:

- (i) the retirement reserve contributed by the employees, for which the Bank withholds a certain monthly amount from employees' salary (5,5%) of the amount (Equal to Basic Salary + Wage + 25% of allowance + 25% of other benefits);
- (ii) and the Bank contribution by monthly, which is equal to 6% of the amount (Equal to Basic Salary + Wage + 25% of allowance + 25% of other benefits);

The Bank records its contribution as 'Payroll and other staff costs' into the statement of income on an accrual basis.

In October 2022, the bank applied Social Security Fund therefore the Bank is required to contribute to the Social Security Organisation at the rate of 6% of employee's basic salary monthly and the bank has still pay post-employment benefit as mention above also.

In April 2023, the Bank implemented a new employee benefit policy that specify the employee benefit payment into two groups: 1) the employees hired before October 2022, the Bank will continue to use the same methodology for calculating employee benefits, deducting gratuities or pensions (pension specifically for employee who contributed to the SSO more than 180 months) paying by SSO, 2) the employees hired after October 2022, pensions or gratuities will be paid in accordance with SSO policy.

The employee benefit obligation is calculated annually by management using the projected unit credit method. The present value of the employee benefit obligation is determined by discounting the estimated future cash outflows using market yield of government bonds that matches the terms and currency of the expected cash outflows.

Post-employment benefits are paid to retired employees of the Bank at the time of retirement from:

- (i) the retirement reserve contributed by the employees, for which the Bank withholds a certain monthly amount from employees' salary (currently 8,00%) and records into "Other liabilities" in the statement of financial position; the Bank's contribution, which is equal to employees' number of months working at the Bank multiplied by 15,00% of their latest salary. The Bank records its contribution as 'Payroll and other staff costs' into the statement of income when such payment is made.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.15 Employee benefits (continued)**

**Post-employment benefits (continued)**

**Termination benefits**

In accordance with Article 82 of the Amended Labour Law No. 43/NA approved by the President of the Lao People's Democratic Republic on 28 January 2014, the Bank has the obligation to pay allowance for employees who are terminated by dismissal in the following cases:

- ▶ The worker lacks specialised skills or is not in good health and thus cannot continue to work;
- ▶ The employer considers it necessary to reduce the number of workers in order to improve the work within the labour unit.

For the termination of an employment contract on any of the above-mentioned grounds, the employer must pay a termination allowance which is calculated on the basis of 10% of the basic monthly salary earned before the termination of work.

As at 31 December 2023, no employee of the Bank was dismissed under the above-mentioned grounds; therefore, the Bank has not made a provision for termination allowance in the separate financial statements.

**2.16 Provisions**

Provisions are recognised when the Bank has a present obligation (legal or constructive) as a result of a past event, and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. When the effect of the time value of money is material, the Bank determines the level of provision by discounting the expected cash flows at a pre-tax rate reflecting the current rates specific to the liability. The expense relating to any provision is presented in the statement of income net of any reimbursement in other operating expenses.

**2.17 Profit tax**

**Current tax**

Current tax assets and liabilities for the current and prior years are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that are enacted, or substantively enacted, by the reporting date in the countries where the Bank operates and generates taxable income.

Current income tax relating to items recognised directly in equity is recognised in equity and not in the statement of profit or loss. Management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

**2.17 Profit tax (continued)**

Deferred tax

Deferred tax is provided on temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognised for all taxable temporary differences, except where the deferred tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss.

The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilised. Unrecognised deferred tax assets are reassessed at each reporting date and are recognised to the extent that it becomes probable that future taxable profit will allow the deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realised or the liability is settled, based on tax rates (and tax laws) that have been enacted or substantively enacted at the reporting date.

Current and deferred tax is recognised in profit or loss, except to the extent that it relates to items recognised in other comprehensive income or directly in equity. In this case, the tax is also recognised in other comprehensive income or directly in equity, respectively.

Deferred tax assets and liabilities are offset where there is a legally enforceable right to offset current tax assets and liabilities and where the deferred tax balances relate to the same taxation authority. Current tax assets and tax liabilities are offset where the entity has a legally enforceable right to offset and intends either to settle on a net basis, or to realise the asset and settle the liability simultaneously.

**2.18 Statutory reserves**

Under the requirements of the Law on Commercial Banks dated 7 December 2018, commercial banks are required to appropriate net profit to the following reserves:

- ▶ Regulatory reserve fund
- ▶ Business expansion fund and other funds

In accordance with Article 156, Enterprise Law dated 26 December 2013, the Bank is required to appropriate 10% of profit after tax each year into Regulatory reserve fund. When this reserve fund reaches 50% of the registered capital, the Bank may suspend such provision, unless otherwise provided by the laws. The Bank will record after getting approval from General Shareholders' Meeting.

The business expansion fund and other funds shall be created upon decision of the Board of Management.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**3. SIGNIFICANT ACCOUNTING ESTIMATES AND ASSUMPTIONS**

The preparation of the Bank's separate financial statements requires management to make estimates and assumptions that affect the reported amount of revenues, expenses, assets and liabilities, and the accompanying disclosures, as well as the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods.

In the process of applying the Bank's accounting policies, management has made the following judgements and assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year. Existing circumstances and assumptions about future developments may change due to circumstances beyond the Bank's control and are reflected in the assumptions if and when they occur. Items with the most significant effect on the amounts recognised in the financial statements with substantial management judgement and/or estimates are collated below with respect to judgements/estimates involved.

**3.1 Effective interest rate method**

The Bank's EIR method, recognises interest income using a rate of return that represents the best estimate of a constant rate of return over the expected behavioral life of loans and deposits and recognises the effect of potentially different interest rates charged at various stages and other characteristics of the product life cycle (including prepayments and penalty interest and charges). This estimation, by nature, requires an element of judgement regarding the expected behavior and life cycle of the instruments, as well expected changes to other fee income/expense that are integral parts of the instrument.

**3.2 Impairment losses on loans to customers**

The Bank reviews its individually significant loans at each reporting date to assess whether an impairment loss should be recorded in the statement of income.

The Bank's impairment methodology for assets carried at amortised cost results in the recording of provisions for:

- ▶ Individual impairment losses on individually significant or specifically identified exposures;

This estimation requires an element of management's judgement, in particular for the estimation of the amount and timing of future cash flows and collateral values when determining individual impairment losses. These estimates are driven by a number of factors, the changing of which can result in different levels of allowances.

- ▶ Collective impairment.

The loss allowances for financial assets are based on assumptions about default risk and loss rates. The Bank uses judgement in making these assumptions and selecting the inputs used in the impairment calculation, based on the Bank's past history and existing market conditions at the end of each reporting period.



**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

**3. SIGNIFICANT ACCOUNTING ESTIMATES AND ASSUMPTIONS (CONTINUED)**

**3.3 Impairment of available-for-sale investments**

The Bank reviews its equity securities classified as available-for-sale investments at each reporting date to assess whether they are impaired.

This assessment, including the interpretation of what is 'significant' or 'prolonged' requires judgement. In making this judgement, the Bank evaluates, among other factors, historical share price movements, and the duration and extent to which the fair value of an investment is less than its cost.

**3.4 Determination of lease terms**

Critical judgement in determining the lease term, the Bank considers all facts and circumstances that create an economic incentive to exercise an extension option, or not exercise a termination option. Extension options (or periods after termination options) are only included in the lease term if the lease is reasonably certain to be extended (or not terminated).

For leases of properties, the most relevant factors are historical lease durations, the costs and conditions of leased assets.

Most extension options on offices and vehicles leases have not been included in the lease liability, because the Bank considers i) the underlying asset condition and/or ii) insignificant cost to replace the leased assets.

The lease term is reassessed if an option is actually exercised (or not exercised) or the Bank becomes obliged to exercise (or not exercise) it. The assessment of reasonable certainty is only revised if a significant event or a significant change in circumstance affecting this assessment occur, and that it is within the control of the Bank.

**3.5 Determination of discount rate applied to leases**

The Bank determines the incremental borrowing rate as follows:

- Where possible, use recent third-party financing received by the individual lessee as a starting point, adjusting to reflect changes in its financing conditions.
- Make adjustments specific to the lease, e.g. term, currency and security.

**4. NET INTEREST INCOMES**

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
<b>Interest income calculated using the effective interest method from:</b>		
Lending to customers	3.118.426	2.537.667
Investment securities	420.810	315.734
Deposits in other banks	461.111	262.725
	<b>4.000.347</b>	<b>3.116.126</b>
<b>Interest expense calculated using the effective interest method for:</b>		
Customer deposits	(2.012.627)	(1.604.004)
Due to banks	(249.531)	(241.239)
	<b>(2.262.158)</b>	<b>(1.845.243)</b>
<b>Net interest incomes</b>	<b>1.738.189</b>	<b>1.270.883</b>

**BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

**5. NET FEE AND COMMISSION INCOMES**

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
<b>Fee and commission income from:</b>		
Settlement services	582.628	421.069
Treasury activities	14.963	16.493
Other activities	327.442	76.256
	<b>925.033</b>	<b>513.818</b>
<b>Fee and commission expense for:</b>		
Settlement services	(110.122)	(57.119)
Treasury activities	(261.705)	(92.554)
	<b>(371.827)</b>	<b>(149.673)</b>
<b>Net fee and commission incomes</b>	<b>553.206</b>	<b>364.145</b>

**6. NET GAIN/(LOSS) FROM DEALING IN FOREIGN CURRENCIES**

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
Gain from foreign currencies trading and revaluation of monetary items	15.392.519	19.843.888
Loss from foreign currencies trading and revaluation of monetary items	(15.001.593)	(19.882.042)
	<b>390.926</b>	<b>(38.154)</b>

**7. OTHER OPERATING INCOMES**

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
Recovery of bad debts written off	429.990	79.983
Dividend income	1.918	1.918
Others	14.049	39.359
	<b>445.957</b>	<b>121.260</b>

**8. PERSONNEL EXPENSES**

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
Salaries	179.493	175.210
Bonus and other allowances	169.167	131.925
Post-employment benefits expense	45.644	9.288
Other staff costs	5.230	12.826
	<b>399.534</b>	<b>329.249</b>

**BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC****NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023****9. OTHER OPERATING EXPENSES**

	<b>2023</b> <b>LAKm</b>	<b>2022</b> <b>LAKm</b>
Deposit Insurance paid to Depositor Protection Fund	90.619	66.506
Repair and maintenance	32.774	23.698
Stationery and office materials	25.531	19.473
Training, meeting and seminar	18.553	9.162
Utilities	12.817	9.085
Telecommunication	9.466	9.435
Insurance expense	9.416	6.885
Publication, marketing and promotion	9.037	5.052
Rental fee	6.759	7.533
Fuel expense	5.712	4.502
Consulting and financial service fees	1.709	2.783
Tax and other duties	1.406	2.019
Interest expense on lease liabilities	757	1.016
Other expenses	70.415	28.114
	<b>294.971</b>	<b>195.263</b>

**10. CASH AND BALANCES WITH BANK OF THE LAO PDR (“THE BOL”)**

	<b>2023</b> <b>LAKm</b>	<b>2022</b> <b>LAKm</b>
Cash on hand in LAK	2.343.586	1.836.261
Cash on hand in foreign currencies (“FC”)	2.827.492	2.003.515
Balances with the BOL:		
- Demand deposit	15.450.480	21.205.571
- Compulsory deposit (*)	6.228.255	2.196.153
- Term deposits	4.813.060	516.600
Accrued interest income	21.270	28.194
	<b>31.684.143</b>	<b>27.786.294</b>

Balances with the BOL include demand and compulsory deposits. These balances earn no interest.

- (\*) Under regulations of the BOL, the Bank is required to maintain certain reserves with the BOL in the form of compulsory deposits, which are computed at 8,00% for LAK and 10,00% for foreign currencies, on a bi-weekly basis, (2022: 5,00% and 5,00%) of customer deposits having original maturities of less than 12 months. During the year, the Bank maintained its compulsory deposits in compliance with the requirements by the BOL. This restricted deposits with bank of the Lao PDR are not available for use in the Bank’s day-to-day operations.

# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

### 11. DUE FROM BANKS

	2023 LAKm	2022 LAKm
<b>Current and saving accounts</b>	<b>11.804.977</b>	<b>7.033.415</b>
- In LAK	10.945	255.257
- In foreign currencies	11.794.032	6.778.158
<b>Term deposits</b>	<b>10.003.341</b>	<b>4.722.038</b>
- In LAK	4.042.000	3.105.000
- In foreign currencies	5.961.341	1.617.038
<b>Accrued interest income</b>	<b>156.037</b>	<b>100.266</b>
	<b>21.964.355</b>	<b>11.855.719</b>

Interest rates for amounts due from other banks during the year are as follows:

	2023 % per annum	2022 % per annum
Demand deposits	0,15% - 1,20%	0,15% - 1,20%
Saving deposits	0,07% - 2,16%	2,16%
Term deposits	0,15% - 7,70%	2,00% - 7,50%

### 12. LOANS TO CUSTOMERS

	2023 LAKm	2022 LAKm
Gross loans	52.198.063	42.808.801
In which:		
Less: Allowance for impairment losses (Note 13)	(1.687.920)	(1.809.562)
Accrued interest income	3.382.213	6.236.133
	<b>53.892.356</b>	<b>47.235.372</b>

Interest rates for commercial loans during the year are as follows:

	2023 Interest rates % per annum	2022 Interest rates % per annum
Loans denominated in LAK	3,00% - 17,00%	5,00% - 16,00%
Loans denominated in USD	5,80% - 16,00%	4,99% - 16,00%
Loans denominated in THB	6,00% - 11,50%	6,00% - 11,50%

*Analysis of loan portfolio by currency:*

	2023 LAKm	2022 LAKm
Loans denominated in LAK	17.840.433	12.763.474
Loans denominated in USD	28.553.192	24.790.269
Loans denominated in THB	5.804.438	5.255.058
	<b>52.198.063</b>	<b>42.808.801</b>

# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

### 12. LOANS TO CUSTOMERS (CONTINUED)

*Analysis of loan portfolio by original maturity:*

	2023 LAKm	2022 LAKm
Short-term loans	3.794.827	4.560.760
Medium-term loans	34.227.684	24.929.587
Long-term loans	14.175.552	13.318.454
	<b>52.198.063</b>	<b>42.808.801</b>

*Analysis of loan portfolio by industrial sectors of customers:*

	2023		2022	
	LAKm	%	LAKm	%
Industrial services companies	29.659.421	56,82%	23.252.832	54,32%
Services companies	5.587.391	10,71%	5.667.984	13,24%
Trading companies	6.507.353	12,47%	4.672.093	10,91%
Construction companies	6.354.360	12,17%	5.120.441	11,96%
Transportation companies	2.095.071	4,01%	1.751.815	4,09%
Technical instruments enterprises	1.017.387	1,95%	1.755.682	4,10%
Agricultural & forestry	235.490	0,45%	80.631	0,19%
Handicrafts	3.093	0,01%	2.830	0,01%
Others	738.497	1,41%	504.493	1,18%
	<b>52.198.063</b>	<b>100,00%</b>	<b>42.808.801</b>	<b>100,00%</b>

### 13. ALLOWANCE FOR IMPAIRMENT LOSSES OF LOANS TO CUSTOMERS

Changes in allowance for impairment losses of loans to customers during the year ended are as follows:

	2023 LAKm	2022 LAKm
<b>Balance as at 1 January</b>	<b>1.809.562</b>	<b>1.457.635</b>
Net change during the year	2.098.555	912.703
Non-performing loans written off	(2.365.211)	(904.200)
Foreign exchange differences	145.014	343.424
<b>Balance as at 31 December</b>	<b>1.687.920</b>	<b>1.809.562</b>

Breakdown of allowance for impairment losses of loans to customers as at 31 December are as follows:

	2023		2022	
	Outstanding balance LAKm	Impairment LAKm	Outstanding balance LAKm	Impairment LAKm
Individually impaired	6.484.088	1.388.525	5.764.485	1.586.358
Collectively impaired	45.713.975	299.395	37.044.316	223.204
	<b>52.198.063</b>	<b>1.687.920</b>	<b>42.808.801</b>	<b>1.809.562</b>



# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

### 14. FINANCIAL INVESTMENTS - AVAILABLE-FOR-SALE

As at 31 December 2023, the shares have fair value of amount LAKm 87.822 (2022: LAKm 90.123).

### 15. FINANCIAL INVESTMENTS - HELD-TO-MATURITY

	2023 LAKm	2022 LAKm
Amortised cost of Treasury bills issued by the Ministry of Finance	4.237.005	855.777
Amortised cost of Bonds issued by the bank of Lao PDR	4.207.804	-
Amortised cost of Bonds issued by the Ministry of Finance	6.420.881	4.111.374
	<b>14.865.690</b>	<b>4.967.151</b>

#### 15.1 Treasury bills issued by the Ministry of Finance

Term	Purchase date	Maturity date	CCY	Face value LAKm	Amortised cost LAKm	Interest rate per annum (nominal)
1 Year	17-Jul-23	17-Jul-24	LAK	617.983	617.733	5,80%
1 Year	12-Sep-23	12-Sep-24	LAK	1.000.000	999.658	5,80%
1 Year	17-Jul-23	17-Jul-24	USD	739.894	739.670	5,00%
1 Year	12-Sep-23	12-Sep-24	THB	1.271.020	1.270.695	5,00%
1 Year	28-Sep-23	28-Sep-24	THB	609.391	609.249	5,00%
				<b>4.238.288</b>	<b>4.237.005</b>	

#### 15.2 Bonds issued by the Ministry of Finance and bank of Lao PDR

- Details of other bonds by contractual maturity date are as follows:

	2023		2022	
	Face value LAKm	Amortised cost LAKm	Face value LAKm	Amortised cost LAKm
Within 1 year	700.911	697.735	-	-
1 to 5 years	6.961.756	6.920.602	1.836.096	1.814.313
Over 5 years	3.124.876	3.010.348	2.359.536	2.297.061
	<b>10.787.543</b>	<b>10.628.685</b>	<b>4.195.632</b>	<b>4.111.374</b>

- Details of other bonds interest by contractual maturity date are as follows:

	2023 % per annum	2022 % per annum
Within 1 year	0,10%-5,80%	5,00%
1 to 5 years	0,10%-6,90%	3,80-6,95%
Over 5 years	5,50%-6,00%	4,00-6,00%

Other bonds refer to the bonds issued by the Ministry of Finance and the Bank of Lao PDR to settle the loans that the bank has provided to customers for the construction of government projects, as well as to settle loans guaranteed by the Ministry of Finance and the Bank of Lao PDR.

# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

### 16. INVESTMENTS IN ASSOCIATES AND JOINT VENTURES

	LAKm
<b>Balance as at 1 January 2023</b>	<b>691.081</b>
Share of profit of associates and joint ventures	52.393
Invest in associates and joint ventures	12.000
Less: Dividends received during the year	(8.251)
<b>Balance as at 31 December 2023</b>	<b>747.223</b>

Investment in associates and joint ventures as at 31 December, and dividend income for the year ended 31 December were as follows:

	Ownership interest		Cost		Equity		Dividend income	
	2023	2022	2023	2022	2023	2022	2023	2022
	(%)				LAKm			
BCEL – Krung Thai Securities Company Limited	70	70	70.000	70.000	79.766	76.392	2.377	-
Lao Viet Joint Venture Bank	25	25	197.839	197.839	268.770	260.080	-	-
Banque Franco – Lao Limited	30	30	150.000	138.000	175.985	148.156	-	-
Lao China Bank Company Limited	39,87	39,87	151.458	151.458	196.535	181.030	-	4.808
Lao-Viet Insurance Joint Venture Company	35	35	9.168	9.168	16.453	17.549	5.874	1.076
Lao National Payment Network Company Limited	20	20	6.800	6.800	9.714	7.874	-	1.749
<b>Total</b>			<b>585.265</b>	<b>573.265</b>	<b>747.223</b>	<b>691.081</b>	<b>8.251</b>	<b>7.633</b>

- BCEL - Krung Thai Securities Company Limited is incorporated in the Lao PDR under the Business License No. 180-10 granted by the Investment Promotion Department of the Ministry of Planning and Investment of the Lao PDR on 14 December 2010. The company's principal activities are to provide brokerage services, proprietary trading, finance and securities investment advisory services, custody services, underwriting for share issues and other value-added services.
- Lao Viet Joint Venture Bank ("LVB") is incorporated in the Lao PDR with its head office located in Vientiane and engages in the provision of banking services. It is a joint venture with the Bank for Investment and Development of Vietnam, a state-owned commercial bank incorporated in the Socialist Republic of Vietnam. The joint venture was granted the banking license on 31 March 2000 by the Bank of the Lao PDR for a period of 30 years. In 2015, LVB increased its contributed capital to LAK 791.357.560.000. The Bank's ownership rate in LVB after the capital increase is 25% in accordance with Investment License No. 004-15/KH-DDT4 issued by Ministry of Planning and Investment on 24 August 2015, equivalent to LAKm 197.839.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**16. INVESTMENTS IN ASSOCIATES AND JOINT VENTURES (CONTINUED)**

- Lao China Bank Company Limited ("LCNB") is incorporated in the Lao PDR and engages in the provision of banking services. It is a joint venture with Fudian Bank China, a state-owned commercial bank incorporated in China. The joint venture bank was granted the Banking Business Licence on 20 January 2014 by the Bank of the Lao PDR. In 2022, According to the updated business license No. 0839/ຈທວ, dated 26 April 2022, Lao China Bank Company Limited increased its share capital from 1.000 to 1.229 shares, but BCEL has consented to keep its ownership (490 shares) and no additional payment will be made for this capital increase. Another shareholder, "Fudian Bank Co., Ltd," is the only one who injects additional cash to increase the number of shares to 229 or 79.880 million LAK, causing BCEL's percentage of ownership to decline from 49.00% to 39.87%. As 31 December 2023, the total value of investment was LAKm 151.458.
- Banque Franco - Lao Limited ("BFL") is incorporated in the Lao PDR with its head office located in Vientiane and engages in the provision of banking services. It is a joint venture with Cofibred Company Frances De La Bred which is a state-owned bank incorporated in Paris, France. The joint venture was granted the temporary banking license on 01 October 2009 and a permanent license on 16 July 2010 by the Bank of the Lao PDR. The legal capital of BFL was USD 20 million which was later revised to USD 37 million in accordance with the President's decree issued on 24 September 2009 and letter No. 01/BOL dated 28 January 2010 from BOL. As 31 December 2023, the total contributed capital of the Bank in this company was LAKm 150.000 (2022: LAKm 138.000) and had been fully contributed in 2023.
- Lao-Viet Insurance Joint Venture Company ("LVI") is incorporated as a joint venture company in Lao PDR providing insurance service under the investment License No.077/08/FIMC issued by the foreign investment Management Committee on 09 June 2008. It is a joint venture with BIDV Insurance Joint Stock Corporation and Lao viet Joint venture Bank. As at 31 December 2023, the total contributed capital of the Bank in this company was USD 1.050.000, equivalent to LAKm 9.168 (2022: LAKm 9.168).
- Lao National Payment Network Company Limited (LAPNet) is incorporated in the Lao PDR under the Business License No. 0349 granted by the Department of Enterprise Registration and Management of the Ministry of Industry and Commerce of the Lao PDR on 12 March 2019 and engages in the provision of financial services. It is an association among Bank of the Lao PDR, Union Pay International, Lao Development Bank, Agriculture Promotion Bank, Joint Development Bank, Lao-Viet Bank, ST Bank, BIC Bank and the Bank. As 31 December 2023, the total value of investment was LAKm 34.000.

**BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

**17. PROPERTY AND EQUIPMENT**

	Construction in progress LAKm	Buildings & improvements LAKm	Office equipment LAKm	Furniture & fixtures LAKm	Motor vehicles LAKm	Total LAKm
<b>At 1 January 2022</b>						
Cost	102.991	541.374	283.694	37.510	25.179	990.748
Less: Accumulated depreciation	-	(236.413)	(169.387)	(28.009)	(16.614)	(450.423)
<b>Net book amount</b>	<b>102.991</b>	<b>304.961</b>	<b>114.307</b>	<b>9.501</b>	<b>8.565</b>	<b>540.325</b>
<b>For the Year ended 31 December 2023</b>						
Opening net book value	102.991	304.961	114.307	9.501	8.565	540.325
Additions	112.583	1.118	1.618	321	9	115.649
Transferred in/(out) (i)	(44.370)	17.296	18.695	2.125	176	(6.078)
Written-off net book value	-	(16)	(17)	(1)	-	(34)
Depreciation charge	-	(30.476)	(44.756)	(3.706)	(2.820)	(81.758)
<b>Closing net book amount</b>	<b>171.204</b>	<b>292.883</b>	<b>89.847</b>	<b>8.240</b>	<b>5.930</b>	<b>568.104</b>
<b>At 31 December 2023</b>						
Cost	171.204	556.973	303.787	36.680	25.365	1.094.009
Less: Accumulated depreciation	-	(264.090)	(213.940)	(28.440)	(19.435)	(525.905)
<b>Net book value</b>	<b>171.204</b>	<b>292.883</b>	<b>89.847</b>	<b>8.240</b>	<b>5.930</b>	<b>568.104</b>

(i) The transfer in(out) is included transfer the intangible assets which completed during the year LAKm 6.077 (Note 18)

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

18. INTANGIBLE ASSETS

	Land use rights LAKm	Software LAKm	Total LAKm
<b>At 1 January 2023</b>			
Cost	244.337	62.683	307.020
Accumulated amortisation	-	(23.735)	(23.735)
<b>Net book amount</b>	<b>244.337</b>	<b>38.948</b>	<b>283.285</b>
<b>Year ended 31 December 2023</b>			
Opening net book amount	244.337	38.948	283.285
Additions	44.229	-	44.229
Transfer in (i)	758	5.320	6.078
Amortisation charge	-	(11.858)	(11.858)
<b>As at 31 December 2023</b>	<b>289.324</b>	<b>32.410</b>	<b>321.734</b>
<b>At 31 December 2023</b>			
Cost	289.324	68.002	357.326
Accumulated amortisation	-	(35.592)	(35.592)
<b>Net book amount</b>	<b>289.324</b>	<b>32.410</b>	<b>321.734</b>

(i) Transfer in is included which included complete tangible asset transfer from property and equipment (Note 17)

19. RIGHT-OF-USE ASSETS

	Lands and buildings LAKm
<b>As at 1 January 2023</b>	
Cost	90.543
Accumulated depreciation	(38.515)
<b>Net book amount</b>	<b>52.028</b>
<b>Accumulated depreciation:</b>	
Opening balance	52.028
Additions	10.491
Written-off net book value	(445)
Depreciation charge	(8.574)
<b>As at 31 December 2023</b>	<b>53.500</b>
<b>At 31 December 2023</b>	
Cost	100.589
Accumulated depreciation	(47.089)
<b>Net book value</b>	<b>53.500</b>



# BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2023

### 20. OTHER ASSETS

	2023 LAKm	2022 LAKm
Assets available for sale (i)	1.459.456	358.864
Accrued interest income	232.405	104.679
Other assets awaiting account transfer or settlement (ii)	207.958	65.961
Advance for top-up (ii)	106.637	167.218
Stationeries and other tools	32.000	18.503
Prepaid expenses to be allocated	21.130	16.158
Advance payment to suppliers	8.749	3.302
Others	77.684	140.432
	<b>2.146.019</b>	<b>875.117</b>

- (i) Assets available for sale represent properties derived from the debtor who has given them to satisfy the bank's debt.
- (ii) Other assets awaiting account transfer or settlement represent transactions such as interbank transfers, card transactions processed through an inter-card center, or other financial activities. These transactions have been initiated but have not yet been fully settled and reconciled between different entities, awaiting settlement with a related entities.
- (iii) Advance for Top-up represent a payment made in advance for the purchase of a telephone network's call value for the purpose of providing a top-up service to the bank's customers.

### 21. DUE TO BANKS AND OTHER FINANCIAL INSTITUTIONS

	2023 LAKm	2022 LAKm
<b>Demand deposits</b>	<b>8.136.564</b>	<b>5.260.211</b>
- In LAK	2.551.312	1.744.986
- In foreign currencies	5.585.252	3.515.225
<b>Saving deposits</b>	<b>400.852</b>	<b>356.226</b>
- In LAK	154.784	94.772
- In foreign currencies	246.068	261.454
<b>Term deposits</b>	<b>881.074</b>	<b>975.367</b>
- In LAK	201.536	238.485
- In foreign currencies	679.538	736.882
<b>Others</b>	<b>40.130</b>	<b>17.718</b>
- In LAK	40.130	17.689
- In foreign currencies	-	29
<b>Accrued interest expense</b>	<b>4.497</b>	<b>29.661</b>
	<b>9.463.117</b>	<b>6.639.183</b>

Interest rates for deposits from other banks and financial institutions during the year are as follows:

	2023 % per annum	2022 % per annum
Demand deposits	0,00% - 0,30%	0,00% - 0,30%
Saving deposits	No interest	No interest
Term deposits	0,56% - 6,65%	0,56% - 6,65%

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

	2023 LAKm	2022 LAKm
<b>Demand deposits</b>	<b>16.773.450</b>	<b>10.938.271</b>
Demand deposits in LAK	4.990.191	4.438.412
Demand deposits in FC	11.783.259	6.499.859
<b>Saving deposits</b>	<b>59.829.971</b>	<b>42.874.328</b>
Saving deposits in LAK	23.183.532	17.924.403
Saving deposits in FC	36.646.439	24.949.925
<b>Term deposits</b>	<b>31.394.673</b>	<b>26.007.200</b>
Term deposits in LAK	9.082.106	8.885.920
Term deposits in FC	22.312.567	17.121.280
<b>Margin deposits</b>	<b>210.254</b>	<b>370.732</b>
Margin deposits in LAK	32.218	290.574
Margin deposits in FC	178.036	80.158
<b>Others</b>	<b>375.193</b>	<b>139.691</b>
<b>Accrued interest expense</b>	<b>888.176</b>	<b>663.849</b>
	<b>109.471.717</b>	<b>80.994.071</b>

	2023 % per annum	2022 % per annum
Demand deposits	No interest	No interest
Saving deposits in LAK	1,25% - 1,89%	1,25% - 1,75%
Saving deposits in USD	0,90% - 1,15%	0,60% - 1,00%
Saving deposits in THB	0,45% - 0,70%	0,45% - 0,55%
Term deposits in LAK	3,16% - 12,15%	3,16% - 12,50%
Term deposits in USD	1,65% - 7,75%	1,65% - 7,75%
Term deposits in THB	1,10% - 7,75%	1,40% - 7,75%

	2023 LAKm	2022 LAKm
Borrowings from the BOL	4.257.910	3.614.601
Borrowings from other	62.260	21.000
Accrued interest expense	58.224	470.182
	<b>4.378.394</b>	<b>4.105.783</b>
	2023 LAKm	2022 LAKm
Current borrowings	94.589	3.841.066
Non-current borrowings	4.283.805	264.717
	<b>4.378.394</b>	<b>4.105.783</b>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**23. BORROWINGS FROM OTHER BANKS (CONTINUED)**

Borrowings from the BOL as at 31 December 2023 include:

- ▶ USD 97.854.000 long-term borrowing (original borrowing amount was USD 100.000.000 with interest rate of 5,50% per annum) for the purpose of providing credit to certain Government-backed Hydropower projects. The loan's contract has period from 27 August 2015 to 27 August 2025. Interest is paid quarterly.
- ▶ USD 97.900.000 long-term borrowing (original borrowing amount was USD 100.000.000 with interest rate of 5,30% per annum) for the purpose of providing credit to certain Government-backed Hydropower projects. The loan's contract has period from 3 May 2016 to 3 May 2026. Interest is paid quarterly.
- ▶ LAK 4.050.000.000 long-term borrowing (credit line was LAK 4.050.000.000 with interest rate of 3% per annum) for the purpose of providing credit to medium and small corporates who got effected from COVID-19 according to the BOL regulation No.318/BOL dated 19 May 2020. The loan's principal is paid by 3 times such as first-time repayment in 2024 for loan principal is 30%, second time repayment in 2025 for loan principal is 30%-, and third-time repayment in 2026 for loan principal is 40%. Interest is paid two time per year (June and December). This borrowing period is started from 18 August 2020 to 18 August 2026.
- ▶ LAK 4.116.657.000 long-term borrowing (credit line was LAK 4.200.000.000 with interest rate of 3% per annum) for the purpose of providing credit to medium and small corporates who got effected from COVID-19 according to the BOL regulation No.318/BOL dated 19 May 2020. The loan's principal is paid by 3 times such as first-time repayment in 2024 for loan principal is 30%, second time repayment in 2025 for loan principal is 30%-, and third-time repayment in 2026 for loan principal is 40%. Interest is paid two time per year (June and December). This borrowing period is started from 3 November 2020 to 3 November 2026.
- ▶ LAK 3.000.000.000 long-term borrowing (credit line was LAK 3.080.000.000 with interest rate of 3% per annum) for the purpose of providing credit to medium and small corporates who got effected from COVID-19 according to the BOL regulation No.318/BOL dated 19 May 2020. The loan's principal is paid by 3 times such as first-time repayment is in 2024 for loan principal 30%, second time repayment is in 2025 for loan principal 30%-, and third-time repayment is in 2026 for loan principal 40%. Interest is paid two time per year (June and December). This borrowing period is started from 22 December 2020 to 22 December 2026.
- ▶ LAK 10.050.000.000 long-term borrowing (credit line was LAK 15.050.000.000 with interest rate of 3% per annum) for the purpose of providing credit to medium and small corporates who got effected from COVID-19 according to the BOL regulation No.318/BOL dated 19 May 2020. The loan's principal is paid by 3 times such as first-time repayment is in 2025 for loan principal 30%, second time repayment is in 2026 for loan principal 30%-, and third-time repayment is in 2027 for loan principal 40%. Interest is paid two time per year (June and December). This borrowing period is started from 15 March 2021 to 15 March 2027.
- ▶ LAK 110.000.000.000 long term borrowing (credit line was LAK 110.000.000.000 with interest rate of 3% per annum) for the purpose of providing credit to medium and small corporates who got effected from COVID-19 according to the BOL regulation No.318/BOL dated 19 May 2020. The loan's principal is paid by 2 times such as first-time repayment is in 2026 for loan principal 40%- and second-time repayment is in 2027 for loan principal 60%. Interest is paid two time per year (June and December). This borrowing period is started from 3 November 2022 to 3 November 2027.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**23. BORROWINGS FROM OTHER BANKS (CONTINUED)**

- ▶ LAK 120.000.000.000 long term borrowing (credit line was LAK 120.000.000.000 with interest rate of 3% per annum) for the purpose of providing credit for the company to capital of investment to develop medical technology and medicine (Purchase the production equipment, raw material for use in production and use to develop staff and investment construction the factory building). The loan's principal is paid by 4 times by repayment each year is 25% such as first-time repayment is in 2025. Interest is paid quarterly. This borrowing period is started from 27 December 2021 to 27 December 2028.

Borrowings from other as at 31 December 2023 include:

- ▶ LAK 21.000.000.000 long term borrowing (Credit line was LAK 21.00.000.000 with interest rate of 0%) for the purpose of providing credit for the enterprises, small and medium corporates that Lao own 100% to continue or expands their business. The loan principal is paid after the end of contract and the borrowing period is started from 6 December 2022 to 6 December 2033.
- ▶ LAK 30.260.000.000 long term borrowing (Credit line was LAK 30.260.000.000 with interest rate of 0%) for the purpose of providing credit for the enterprises, small and medium corporates that Lao own 100% to continue or expands their business. The loan principal is paid after the end of contract. This borrowing period is started from 13 December 2023 to 20 October 2034.
- ▶ LAK 11.000.000.000 long term borrowing (Credit line was LAK 11.000.000.000 with interest rate of 0%) for the purpose of providing credit for the enterprises, small and medium corporates that Lao own 100% to continue or expands their business. The loan principal is paid after the end of contract. This borrowing period is started from 28 December 2023 to 08 December 2034.

**24. TAXATION****24.1 Income tax expense**

Major components of tax expense are as follows:

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
Current income tax expense	(40.272)	(48.184)
Deferred tax income	(11.440)	79.295
<b>Total tax expense for the year</b>	<b>(51.712)</b>	<b>31.111</b>

NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023

24. TAXATION (CONTINUED)

24.2 Current profit tax ("PT")

The Bank is obliged to pay tax at a rate of 20% (2022: 20%) on total profit before tax in accordance with the Tax Law.

The calculations of Profit tax for the years 2023 and 2022 are as follows:

	2023 LAKm	2022 LAKm
<b>Profit before tax</b>	<b>283.120</b>	<b>197.079</b>
<i>Adjustments for:</i>		
- Amotisation of financial investment – hold to maturity	3.176	3.077
- Amortisation of loans to customers	138.126	(281.447)
- Impairment losses of loans to customers	(32.319)	261.433
- Defined post-employment benefits plan obligation expense	(2.245)	(6.855)
- Non-taxable profit from investment in associates and joint ventures using the equity method	(44.142)	(29.266)
<b>Profit before tax in accordance with the relevant regulations and notifications of the Bank of Lao People's Democratic Republic</b>	<b>345.716</b>	<b>144.021</b>
<b>Tax rate at 20% (2022: 20%)</b>	<b>69.143</b>	<b>28.804</b>
<i>Tax effect of:</i>		
- Income exempted from PT	(3.019.740)	(3.924.746)
- Non-deductible expenses	2.988.058	3.942.513
- Other adjustments	2.811	1.613
<b>Current income tax expense</b>	<b>40.272</b>	<b>48.184</b>

Presented below is the numerical reconciliation between current tax expense and income benefit:

	2023 LAKm
<b>Profit before tax</b>	<b>283.120</b>
Tax rate 20%	56.624
Tax effect of:	
Tax effects of non-deductible expenses	3.030.026
Tax effects of non-taxable income	(3.037.749)
Other adjustment	2.811
<b>Income tax expense</b>	<b>51.712</b>

	2023 LAKm	2022 LAKm
<b>Total tax expense in the year</b>	<b>40.272</b>	<b>48.184</b>
Payable at the beginning of the year	21.907	(24.015)
Paid in the year	(34.725)	(2.262)
<b>PT payable at the end of the year</b>	<b>27.454</b>	<b>21.097</b>

The Bank's tax returns are subject to examination by the tax authorities. Because the application of tax laws and regulations in many types of transactions is susceptible to varying interpretations, amounts reported in the separate financial statements could be changed at a later date upon final determination by the tax authorities.



**BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC**

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

**24. TAXATION (CONTINUED)**

**24.3 Deferred tax assets/(liabilities)**

	Statement of financial position		Statement of income		Statement of comprehensive income	
	2023 LAKm	2022 LAKm	2023 LAKm	2022 LAKm	2023 LAKm	2022 LAKm
Deferred tax assets	140.398	121.615	18.783	77.522	-	211
Deferred tax liabilities	(37.585)	(5.095)	(30.223)	1.773	(2.267)	-
<b>Deferred tax assets, net</b>	<b>102.813</b>	<b>116.520</b>				
<b>Net deferred tax credited/(charged) to the statement of income</b>			<b>(11.440)</b>	<b>79.295</b>		
<b>Net deferred tax credited to the statement of comprehensive income</b>					<b>(2.267)</b>	<b>211</b>

**25. OTHER LIABILITIES**

	2023 LAKm	2022 LAKm
Other liabilities awaiting account transfer or settlement	250.712	163.936
Defined post-employment benefit plan obligations	63.216	75.310
Other tax payable	53.007	55.238
Payables to employees	34.357	13.347
Payable to suppliers	34.354	26.643
Others	50.482	13.084
	<b>486.128</b>	<b>347.558</b>

Changes in defined post-employment benefit plan obligations are as follows:

	2023 LAKm	2022 LAKm
As at 1 January	75.310	70.026
Current service cost	3.146	4.355
Interest cost	4.080	4.933
Actuarial changes arising from changes in financial assumption	(11.334)	1.053
Benefits paid	(7.986)	(5.058)
<b>As at 31 December</b>	<b>63.216</b>	<b>75.310</b>

Net benefit expense (recognised in profit or loss):

	2023 LAKm	2022 LAKm
Current service cost	3.146	4.355
Interest cost	4.080	4.933
	<b>7.226</b>	<b>9.288</b>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

**25. OTHER LIABILITIES (CONTINUED)**

The principal assumptions used in determining post-employment benefit obligations for the Bank's plans are shown below:

	<b>2023</b> %	<b>2022</b> %
Discount rate	5,00 – 8,00	5,00 – 10,40
Future salary increases	2,35	0,91
Employee turnover rate	2,91	4,24

A quantitative sensitivity analysis for significant assumptions as at 31 December is, as shown below:

	<b>2023</b> <b>LAKm</b>	<b>2022</b> <b>LAKm</b>
Discount rate		
increase 50 basis points	(3.214)	(4.432)
decrease 50 basis points	3.476	4.832
Future salary increases		
increase 50 basis points	5.283	5.154
decrease 50 basis points	(5.729)	(4.745)

**26. SHARE CAPITAL**

The total number of authorized share capital is 207.723.300 shares (2022: 207.723.300 shares) with a par value of LAK 5,000 per share (2022: LAK 5,000 per share). All issued shares are fully paid.

**27. STATUTORY RESERVES**

	<b>Regulatory reserve fund LAKm</b>	<b>Business expansion fund and other funds LAKm</b>	<b>Total LAKm</b>
<b>As at 31 December 2021</b>	<b>228.135</b>	<b>603.532</b>	<b>831.667</b>
Appropriation to reserves for the year 2021	496	4.472	4.968
<b>As at 31 December 2022</b>	<b>228.631</b>	<b>608.004</b>	<b>836.635</b>
Appropriation to reserves for the year 2022	9.583	65.483	75.066
<b>As at 31 December 2023</b>	<b>238.214</b>	<b>673.487</b>	<b>911.701</b>

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

**28. ADDITIONAL CASH FLOW INFORMATION**

Cash and cash equivalents included in the separate statement of cash flows comprise the following separate statement of financial position amounts:

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
Demand deposits with the BOL	15.450.480	21.205.571
Current accounts with other banks	11.804.977	7.033.415
Cash and cash equivalents on hand	5.171.078	3.839.776
Term deposit due within 90 days	5.166.610	3.636.308
	<b>37.593.145</b>	<b>35.715.070</b>

**29. CONTINGENT LIABILITIES AND COMMITMENTS**

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
Un-drawn commitments to lend for customers (ii)	8.425.014	2.890.791
Un-drawn commitments to lend for other banks (ii)	36.000	-
At sight letters of credit	1.241.528	796.757
Letter of credit and bank guarantees (i)	574.835	698.175
	<b>10.277.377</b>	<b>4.385.723</b>

**(i) Letter of credit and bank guarantees**

Letters of credit guarantees (including standby letters of credit) and acceptances commit the Bank to make payments on behalf of customers contingent upon the failure of the customer to perform under the terms of the contract. Guarantees and standby letters of credit carry the same credit risks as loans. Credit guarantees can be in the form of bills of exchange or in the form of irrevocable letters of credit, advance payment guarantees, and endorsement liabilities from bills discounted.

**(ii) Un-drawn commitments to lend**

Commitments to extend credit represent contractual commitments to make loans and revolving credits. Commitments generally have fixed expiry dates, or other termination clauses. Since commitments may expire without being drawn upon, the total contract amounts do not necessarily represent future cash requirements. However, the potential credit loss is less than the total unused commitments since most commitments to extend credit are contingent upon customers maintaining specific standards. The Bank monitors the term to maturity of credit commitments because longer-term commitments generally have a greater degree of credit risk than shorter-term commitments.

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

**30. RELATED PARTY DISCLOSURES**

Significant transactions with other related parties during the year 2023 are as follows:

**a) Parent entity**

The Bank is controlled by the following entity

<b>Name</b>	<b>Type</b>	<b>Place of incorporation</b>
The Ministry of Finance of Lao PDR ("MOF")	Parent	Lao PDR

The remaining 40% of the shares is widely held.

**b) Transaction with related parties**

Transactions with related parties are as follows:

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
<b>Interest and similar incomes</b>		
Parent entity	513.795	293.105

**c) Outstanding balances of significant related party**

The outstanding balances at the end of the period ended in relation to transactions with related parties are as follows:

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
<b>Due from banks</b>		
Joint venture and Associates	2.978.124	1.674.875
<b>Financial investments - Held-to-maturity</b>		
Parent entity	15.025.830	5.015.632
<b>Other assets</b>		
Parent entity	233.527	104.679
Joint venture and Associates	5.020	5.249
<b>Due to banks and other financial institutions</b>		
Joint venture and Associates	2.175.996	2.008.538

**d) Key management compensation**

Key management includes member of the board of director and board of management.  
The compensation paid or payable to key management are as follows:

	<b>2023 LAKm</b>	<b>2022 LAKm</b>
Salaries and other short-term	3.055	2.807

**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

**31. EARNINGS PER SHARE**

	<u>2023</u>	<u>2022</u>
<b>Basic earnings per share</b>		
From continuing operations attributable to the ordinary equity holders of the bank (LAKm)	231.408	228.190
Weighted average number of ordinary shares used as the denominator in calculating basic earnings per share (Shares)	207.723.300	207.723.300
Total basic earnings per share attributable to the ordinary equity holders of the bank (LAK)	1.114	1.099

**32. DIVIDENDS**

The Annual General Meeting of shareholder held on 27 April 2023, approved the payment of annual dividend from net profit for the year ended 31 December 2022 at LAK 100 per share, totaling LAK 20.771 million. The dividend was paid on 12 May 2023.

**33. RISK MANAGEMENT POLICIES**

***Introduction***

Risk is inherent in the Bank's activities but is managed through a process of ongoing identification, measurement and monitoring, subject to risk limits and other controls. This process of risk management is critical to the Bank's continuing profitability and each individual within the Bank is accountable for the risk exposures relating to his or her responsibilities.

The primary objective of the Bank in risk management is to comply with the BOL regulations. On the other hand, the Bank has recognised the importance of meeting international best practices on risk management. The Board of Directors and Board of Management, with support from an Asset and Liability Management Committee, are in the process of formulating broad parameters of acceptable risk for the Bank and monitor the activities against these parameters.

The Board has appointed the Asset and Liability Management Committee which has the responsibility to monitor the overall risk process within the Bank.

The Bank is exposed to credit risk, liquidity risk and market risk, the latter being subdivided into trading and non-trading risks. It is also subject to various operating risks.

The independent risk control process does not include business risks such as changes in the environment, technology and industry. The Bank's policy is to monitor those business risks through the Bank's strategic planning process.

***Risk management structure***

The Board of Directors is responsible for the overall risk management approach and for approving the risk management strategies and principles.

The Asset and Liability Management Committee has the overall responsibility for the development of the risk strategy and implementing principles, frameworks, policies and limits. The Risk-Compliance Department is responsible for managing risk decisions and monitoring risk levels and reports to the Board of Directors.



**BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC****NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2023**

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**33. RISK MANAGEMENT POLICIES (CONTINUED)***Introduction (continued)*

The Bank's policy is that risk management processes throughout the Bank are audited annually by the Internal Audit function, which examines both the adequacy of the procedures and the Bank's compliance with the procedures. Internal Audit discusses the results of all assessments with management and reports its findings and recommendations to the Audit Committee.

**34. EVENTS AFTER THE REPORTING DATE****Dividend payment approval**

At the Board of Directors' meeting No.009/BCEL.BOD held on 22 March 2024, the Board of Directors approved a dividend payment in respect of net profit for the year of LAK 300 per share, amounting to a total of LAK 62.317 million.

This approved dividend will be paid on 14 May 2024

**35. EXCHANGE RATES OF APPLICABLE FOREIGN CURRENCIES AGAINST LAK AT YEAR END**

	<b>2023 LAK</b>	<b>2022 LAK</b>
USD	20.468,00	17.220,00
EUR	22.603,00	18.287,00
THB	635,51	498,22
GBP	25.723,00	20.593,00
JPY	144,10	129,82
AUD	13.871,00	11.558,00
CNY	2.954,00	2.456,00

## **The brief Plan of the year 2024**

The year 2024 is another year in which BCEL's business operations continue to face many difficulties and challenges from the overall impact of the global, regional and macroeconomic conditions such as the increase in inflation at a higher level compared with recent years coupled with the political and military conflicts in the European region and Middle East, which causes the price of energy and food to increase many times, resulting in many countries in the world facing inflation. Against this situation, the central banks of each country have implemented monetary policy to control inflation through policy instruments that are oriented and in line with their economic conditions. For the economy of the Lao PDR in 2024, it is expected to grow by 4% <sup>1</sup>, but nevertheless, the economy of the Lao PDR will continue to face many challenges. In addition to the high inflation rate, there are also labor shortages, trade deficits, and the effects of economic uncertainty. In addition, the increasing level of the public debt, poor revenue collection, depreciation of the Lao kip, weak domestic production and the use of foreign currencies in the society are also the challenges for the growth of the economy in 2024. However, the Lao government considers tourism as the key potential to stimulate the economy recently.

Based on the factors mentioned above, BCEL's business plan for the year 2024 is based on its business situation in the past, in order to determine the targeted numbers in the plan taking in account the domestic, regional and international economic comparisons, in order to ensure that BCEL's business operations are sustainable and able to gradually solve the problems that have arisen in business operations in the past which can be defined as a target as detailed below:

### **1. Vision**

BCEL has set up the vision based on the long-term strategy 2021-2025, as **"To become a strong, modern bank, achieving international standard"**.

### **2. Mission**

To support the vision of becoming a strong and modern bank that achieves international standards, the key missions of BCEL are to development and improvement of strong corporate governance by emphasizing business operations that are suitable for the new era, strengthen financial stability, comply with Basel 2 principles, improve the capacity of the bank's IT system and modern technology which will be applied in banking services. Management of information systems is also critical area to develop which should meet accuracy, transparency, fast, and compliance with international standards. Moreover, BCEL shall focus on the human resources development to support the vision of development, which will be enhanced through staff expertise, better customer services experience, and more important is to ultimately sustaining the highest shareholder benefit.

### **3. Goals for the year 2024**

In order to make the development fully meet the standards in all areas, all Divisions must pay closer attention to the implementation of BCEL's operation and projects plan to achieve the goals set from time to time as follows:

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<sup>1</sup> <https://www.adb.org/news/lao-pdr-growth-slower-expected-2023-stable-outlook-2024-adb>

- Ensure BCEL's stable, financially strong and sustainable business expansion in order to handle the unusual changes in situations and unexpected problems that might occur in the future;
- Modernize the services, and use new innovations in banking business, moving towards digital banking.
- Develop the human resource comprehensively and become expert and professional;
- Customer-centric, maintain current customer base, expanding new customers and improve customer satisfaction;
- Focus on sustaining the benefits of BCEL's shareholders and corporate social responsibility;
- Make BCEL to meet the requirements and international standards.

#### **4. Financial Plan for the year 2024:**

In 2024, BCEL will continue to set its own business direction to be aspirational and progressive, in order to make the overall business results effective, build confidence for shareholders as follows:

- Assets: no less than 140,795,000 million LAK, when compared to 2023 it will be increased by 11.36%;
- Deposits: no less than 130,000,000 million LAK, when compared to 2023 it will be increased by 10.52%;
- Loans: no less than 59,470,000 million LAK, when compared to 2023 it will be increased by 13.93% (or the loan/deposit ratio of no less than 45%);
- NPLs: no more than 3% of the total loan amount;
- Net profit (after tax): no less than 300,000 million LAK, when compared to 2023 it will be increased by 29.64%.

#### **5. Plan for procurement, construction and maintenance**

Due to the limited budget for the business expansion plan, therefore, the plan for equipment supply, construction, and reparation will be focusing on continuing the unfinished tasks, replacing the broken-down equipment, and supplying new equipment as necessary. The plan amount total of 585.10 billion LAK which is under the available budget.

#### **6. Service expansion plan**

In 2024, BCEL has a service expansion plan in focal areas by analysing the economic growth situation in general and the performance of BCEL itself in specific. The service network expansion will go through the process of feasibility study to ensure the quality of the presence of the service network from time to time. This is aimed at achieving the highest direct and indirect benefits for BCEL. In 2024 BCEL planned to expand 4 new service units and relocate 1 service unit as detailed below:

<b>No</b>	<b>Name of service unit</b>	<b>Branch</b>	<b>note</b>
<b>relocate 1 service unit</b>			
1	Dongkhamxang service unit	Saysettha branch	Move from The LSX service unit
<b>expand 4 new service units</b>			
1	Xaymoungkhoun service Unit	Vientiane Capital	
2	International airport service Unit	Vientiane Capital	
3	XieangHone Service Unit	Xayyaboury	
4	Xongmek Service Unit	Champasack	Upgrade from exchange room in to service unit

## **7. Recruitment plan**

For 2024, BCEL has made a plan to recruit new employees by summarizing the needs of employees from Divisions, Centers, and Branches within BCEL. The recruitment will be conducted based on the economic situation and the performance of BCEL from time to time, and the necessity, for instance, the vacancy for the position that could not be repositioning and vacancy for the position that were resigned. The main practice for the position in 2024 will be repositioning the internal staff as appropriate, tidy and efficient for the purpose of reducing the expense. The recruitment plan is set for 66 employees.

## **Curriculum Vitae**

### **1. Personal detail:**

Name: **Akhom Praseuth**

Date of birth: 3/5/1968

Nationality: Lao

Office address: Banking Institute (Bank of the Lao PDR)  
Tanmixay Village, Xaythany District, Vientiane,  
Lao PDR



### **2. Academic qualification:**

- Bachelor of Engineer Mechanics, Road Automobile University, Tashkent, Uzbekistan, 1991
- Master of Business Administration, National Institute of Development Administration, Bangkok, Thailand, 1997
- Doctor of Business Administration, Korea Maritime University, Pusan, R. Korea, 2005

### **3. Working experience:**

- 1992-1993: worked for Ministry of Transportation, Communication, Post and Construction.
- 1997-2002: Division Chief of Internal Economic Research, Economic Research Department, Bank of Lao PDR.
- January-August 2005: Division Chief of External Economic Research, Economic Research Department, Bank of Lao PDR.
- 2005-February 2006: Division Chief of Monetary Policy, Monetary Policy Department, Bank of Lao PDR.
- August 2006-September 2008: Member of Board of Director, Lao Development Bank.
- January 2007-2009: Head of Drafting team of Financial Sector Strategy for Lao PDR;

- February 2007-February 2008: Deputy Director General of Bank and Financial Institution Supervision Department, Bank of Lao PDR.
- February 2008-August 2010: Deputy Secretary General, Securities and Exchange Commission.
- August 2010-July 2018: Director General of Financial Institution Supervision Department, Bank of Lao PDR.
- October 2010-2018: Member of Board of Director, Laos Securities Exchange.
- October 2014-2018: Head of Financial Strategy Development Team.
- July 2018-July 2021: Managing Director of Lao Development Bank.
- July 2021-Present: Director General of Banking Institute.



## **Additional Information about the Change of BCEL's Share Par Value**

### **1. Background and Importance**

BCEL was the first commercial bank to list on the Lao Securities Exchange in 2011. The total shares of 207,723,300 shares with par value of 5,000 LAK/share are owned by the Ministry of Finance by 60%, COFIBRED by 10% and the public investors by 30%. The trading of shares in the Lao Securities Exchange has not been properly active in recent years, for example, the trading of BCEL's shares from 01 January 2023 to 30 June 2023 had a maximum volume of 178,600 shares (value 852,40 LAK million) accounting for only 0,08% of the total shares and there were occasions that no trading made for the day.

In order to encourage more trading of BCEL's shares in the Lao Securities Exchange and to enable a wide range of investors to have better access to BCEL's shares with lower price while still maintaining the market value, BCEL has researched and coordinated with the relevant regulators to change the par value of BCEL's share by stock split of 5/1 ratio. This will change the current par value from 5,000 LAK/share to 1,000 LAK/share, increase the number of BCEL's shares from currently 207,723,300 shares to 1,038,616,500 shares with same registered capital, while the market value in the Lao Securities Exchange remains unchanged and maintain the same shareholders' ownership proportions.

### **2. Details of the change of share par value**

The details of the change of share par value can be explained in the table below:

<b>Details</b>	<b>Current</b>	<b>New (After Stock Split 5:1)</b>
Par Value	5,000 LAK/share	1,000 LAK/share
Registered Capital	1,038,616,500,000 LAK	1,038,616,500,000 LAK
Number of shares	207,723,300 shares	1,038,616,500 shares
Current market price (as of February 2024)	4,490 LAK/share	898 LAK/share
Total market value	932,677,617,000 LAK	932,677,617,000 LAK

## A Summary of the Amendments of BCEL's Articles of Association in 2024

No.	Amendment	The 2021 version (Original)	Amended Version in 2024
1	<b>Article 6: Form of the Bank</b> (amended)	BCEL has a status of being a legal entity, a form of being a public company and operates under the Law on Commercial Bank and other relevant laws of the Lao PDR.	BCEL holds the status of a legal entity, functioning as a public company and operating under the Law on Commercial Banks, as well as any other relevant laws and regulations of the Lao PDR.
2	<b>Article 11: Shares (amended)</b>	BCEL has a total share of 207,723,300 shares (Two hundred seven million seven hundred twenty-three thousand and three hundred shares) and each share has a value of 5,000 Kip (Five Thousand Kip), equivalent to 1,038,616,500.000 Kip (One Thousand Thirty-Eight Billion Six Hundred Sixteen Million and Five Hundred Thousand Kip). These BCEL shares are non-withdrawable; however, ownership can be transferred in compliance with the laws of the Lao PDR.	BCEL has a total share count of 1,038,616,500 shares (One thousand thirty-eight million six hundred sixteen thousand five hundred shares), with each share valued at 1,000 Kip (One thousand Kips). This equates to a total value of 1,038,616,500,000 Kips (One Thousand Thirty-Eight Billion Six Hundred Sixteen Million and Five Hundred Thousand Kip). These BCEL shares are non-withdrawable; however, ownership can be transferred in compliance with the laws of the Lao PDR.
3	<b>Article 28: Rights and Duties of the Boards of Directors (amended)</b>  (For Clause 11. and 16.)	<p>11. To appoint the Committees to BCEL's Board of Directors including Audit Committee, Risk Management Committee, Remuneration Committee, Nomination Committee and other committees that are considered necessary;</p> <p>16. To research and consider the remuneration for Chairman, Vice Chairman, Members, the Committees to the Board of Directors, General Managing Director and Deputy Managing Director in order to submit to the Shareholders' Meeting for consideration and approval in accordance with proposal by the remuneration committee with the objective of maintaining the highest benefit for BCEL and the shareholders.;</p>	<p>11. To appoint the Committees to BCEL's Board of Directors including the Audit Committee, the Risk Management Committee, the Nomination and Remuneration Committee, the Governance Committee, and any other committees that are considered necessary;</p> <p>16. To research and determine the remuneration for the Chairman, Vice Chairman, Members, the Committees of the Board of Directors, General Managing Director, and Deputy Managing Director in order to submit to the Shareholders' Meeting for consideration and approval in accordance with the proposal made by the relevant committee with the objective of</p>

			maintaining the highest benefit for BCEL and the shareholders.
4	<b>Article 33: Members of Committees to the Board of Directors (amended)</b> (Note: this is the merge between the Remuneration Committee and the Nomination Committee)	The committees to the Board of Directors consist of: 1. Corporate Governance Committee; 2. Audit Committee; 3. Risk Management Committee; 4. Remuneration Committee; 5. Nomination Committee.	The committees to the Board of Directors consist of: 1. Corporate Governance Committee; 2. Audit Committee; 3. Risk Management Committee; 4. Nomination and Remuneration Committee.
5	<b>Article 38: Rights and Duties of the Nomination Committee (amended)</b> (Note: this is a merge between the Article 37 and 38 since the Committees were merge into one Committee)	<b>The Nomination Committee has the following rights and duties:</b> 1. To define the principles and procedures regarding for the selection of personnel for the position in the Board of Directors and General Managing Director such principles and procedures must be transparent and auditable; 2. To consider and give the comment on the position of General Managing Director of BCEL before the appointment, transfer or cancellation; 3. To consider the qualifications, knowledge, experience and suitability in compliance with criteria provided in the Decision on the Board of Directors and other regulations announced in each period time; 4. To propose the name of the individual who has passed the selection to the Board of Directors for consideration and to propose to the Shareholders' Meeting for approval; 5. To report its performance to the Board of Directors; 6. To disclose information in the Annual Report related to the names of the members of the Nomination Committee, number of meetings held by the Nomination Committee, number of attendances by each member of the Nomination	<b>The Nomination and Remuneration Committee has the following rights and duties:</b> 1. To define the principles and procedures regarding for the selection of personnel for the position in the Board of Directors and General Managing Director such principles and procedures must be transparent and auditable; 2. To consider and give a comment on the position of General Managing Director of BCEL before the appointment, transfer or cancellation; 3. To consider the qualifications, knowledge, experience and suitability in compliance with criteria provided in the Decision on the Board of Directors and other regulations announced in each period time; 4. To propose the name of the individual who has passed the selection to the Board of Directors for consideration and to propose to the Shareholders' Meeting for approval; 5. Determine the principles and forms of remuneration; 6. To research to determine the remuneration of the Board of Directors and the management team in order to propose to the Shareholders' Meeting for approval;

		<p>Committee, assessment results of the members of the Nomination Committee and the summary of the activities of the members of the Nomination Committee;</p> <p>7. To perform other rights and duties as assigned by the Board of Directors.</p>	<p>7. To research to determine the remuneration of Chiefs of Divisions and Deputy Chiefs of Divisions in order to propose to the Board of Directors for approval;</p> <p>8. To report its performance to the Board of Directors and the Shareholders' Meeting;</p> <p>9. To disclose information in the Annual Report related to the names of the members of the Nomination Committee, number of meetings held by the Nomination Committee, number of attendances by each member of the Nomination Committee, assessment results of the members of the Nomination Committee and the summary of the activities of the members of the Nomination Committee;</p> <p>10. To perform other rights and duties as assigned by the Board of Directors.</p>
6	<b>Article 73: Effectiveness ( amended )</b>	<p><b>Article 73: Effectiveness</b></p> <p>This Articles of Association consist of 11 chapters and 73 articles. It shall replace the Articles of Association number 22/BCEL.2018 dated 30/07/2018 and it is effective after receiving the approval by the Shareholders' Meeting.</p>	<p><b>Article 72: Effectiveness</b></p> <p>This Articles of Association consists of 11 chapters and 72 articles. It shall replace the Articles of Association number 001/BCEL.2021 dated 21/05/2021 and it is effective after receiving approval by the Shareholders' Meeting.</p>

**Notes:**

1. These Articles of Association are amended by merging the provision of Article 37 (roles and responsibilities of the Remuneration Committee) and Article 38 (roles and responsibilities of the Nomination Committee) into one article (Article 37 roles and responsibilities of the Remuneration & Nomination Committee). The amendment results the decrease of numbers of articles from 73 articles to 72 articles.
2. The amended provision is highlighted in color to facilitate the readers.

## ໃບມອບສິດ Proxy

1. ຂ້າພະເຈົ້າ ..... ສັນຊາດ.....  
 I / We ..... nationality .....  
 ເຮືອນເລກທີ ..... ບ້ານ ..... ເມືອງ .....  
 residing at ..... Village ..... District .....  
 ແຂວງ ..... Province.....

ເປັນຜູ້ຖືຮຸ້ນຂອງທະນາຄານການຄ້າຕ່າງປະເທດລາວ ມະຫາຊຸນ

Being a shareholder of Banque Pour Le Commerce Exterieur Lao Public

ມີຮຸ້ນທັງໝົດຈຳນວນ.....ຮຸ້ນຊຶ່ງເທົ່າກັບຈຳນວນສຽງທີ່ຈະລົງຄະແນນສຽງ

Holding a total number of .....shares which are equivalent to the same number of votes

2. ຂໍມອບໝາຍສະມາຊິກສະພາບໍລິຫານອິດສະຫຼະ:

Hereby assign the Independent Board Member (select only one):

- |  |  |
|--|--|
| <input type="checkbox"/> ທ່ານ ຄຳສຸກ ສຸນດາຣາ  | <input type="checkbox"/> ທ່ານ ຮສ. ທອງເພັດ ຈັນທະນິວົງ |
| Mr. Khamsouk Sundara                         | Assoc Prof. Thongphet Chanthanivong                  |
| <input type="checkbox"/> ທ່ານ ສອນໄຊ ສິລາເພັດ | <input type="checkbox"/> ທ່ານນາງ ລັດດາວັນ ຊິງວິໄລ    |
| Mr. Sonexay Silaphet                         | Mrs. Latdavanh Songvilay                             |

☐ ບຸກຄົນອື່ນ ກະລຸນາລະບຸລາຍລະອຽດ / Or other person, please specify:

ຂໍມອບໝາຍ ທ່ານ/ທ່ານ ນາງ ..... ອາຍຸ.....ປີ  
 Hereby assign Mr./Ms. .... age .....  
 ສັນຊາດ.....ຢູ່ເຮືອນເລກທີ.....  
 Nationality..... residing at.....  
 ບ້ານ..... ເມືອງ ..... ແຂວງ .....  
 Village ..... District ..... Province.....

ໃຫ້ເປັນຜູ້ຕາງໜ້າຂອງຂ້າພະເຈົ້າ ເພື່ອເຂົ້າຮ່ວມ ແລະ ລົງຄະແນນສຽງແທນຂ້າພະເຈົ້າຢູ່ໃນກອງປະຊຸມຜູ້ຖືຮຸ້ນ ທຸກຄົນ, ທີ່ຈະຈັດຂຶ້ນໃນ ເວລາ 14:30 ໂມງ ຂອງວັນທີ 29 ເມສາ 2024.

To be my/our proxy to attend and vote on my/our behalf in the Shareholders' Meeting of the Banque Pour Le Commerce Exterieur Lao Public which will be held at 14:30 PM of 29 April 2024.

3. ຂ້າພະເຈົ້າ ອະນຸຍາດໃຫ້ຜູ້ຕາງໜ້າລົງຄະແນນສຽງແທນຂ້າພະເຈົ້າ ຢູ່ໃນກອງປະຊຸມດັ່ງນີ້ (ເລືອກເອົາໜຶ່ງ ຈາກສອງທາງເລືອກລຸ່ມນີ້)

I /We authorize the proxy to vote on my/our behalf in the Meeting as follows (choose one from the two following options):

- ☐ ໃຫ້ຜູ້ຕາງໜ້າມີສິດພິຈາລະນາ ແລະ ລົງຄະແນນສຽງໃນທຸກໆບັນຫາແທນຂ້າພະເຈົ້າ ຕາມທີ່ຜູ້ກ່ຽວເຫັນສົມຄວນ; ຫຼື  
 To grant the proxy to consider and vote in all agendas on my/our behalf as the proxy may deem appropriate; **or**
- ☐ ໃຫ້ຜູ້ຕາງໜ້າລົງຄະແນນສຽງຕາມຄວາມຕ້ອງການຂອງຂ້າພະເຈົ້າດັ່ງນີ້ (ຖ້າເລືອກຂໍ້ນີ້, ກະລຸນາເລືອກລົງຄະແນນ **ເຫັນດີ** ຫຼື **ບໍ່ເຫັນດີ** ໃນທຸກໆວາລະລຸ່ມນີ້):

To grant the proxy to vote as per my/our intention indicated in the followings (If you select this option, please choose to vote either **approve** or **disapprove** in every agenda):

ວາລະທີ 1: ຮັບຮອງບົດບັນທຶກກອງປະຊຸມຜູ້ຖືຮຸ້ນສະໄໝສາມັນ ທຄຕລ ປະຈຳປີ 2022

Agenda 1: Approve the minutes of the Ordinary Shareholders' Meeting for the year 2022;

☐ ເຫັນດີ / approve

☐ ບໍ່ເຫັນດີ / disapprove

ວາລະທີ 2: ພິຈາລະນາ ແລະ ຮັບຮອງບົດລາຍງານຜົນການດຳເນີນງານ ແລະ ເອກະສານລາຍງານການເງິນ ທຄຕລ ປະຈຳປີ 2023;

Agenda 2: To consider and approve the annual report on the performance and financial statements of BCEL for the year 2023

☐ ເຫັນດີ / approve

☐ ບໍ່ເຫັນດີ / disapprove

ວາລະທີ 3: ພິຈາລະນາ ແລະ ຮັບຮອງການຈັດສັນກຳໄລປະຈຳປີ 2023

Agenda 3: To consider and approve the allocation of the profit of the year 2023.

☐ ເຫັນດີ / approve

☐ ບໍ່ເຫັນດີ / disapprove

ວາລະທີ 4: ພິຈາລະນາ ແລະ ຮັບຮອງເອົາແຜນການປີ 2024

Agenda 4: To consider and approve the plan for the year 2024

☐ ເຫັນດີ / approve

☐ ບໍ່ເຫັນດີ / disapprove

ວາລະທີ 5: ພິຈາລະນາ ແລະ ຮັບຮອງເອົາຜູ້ກວດສອບອິດສະຫຼະປະຈຳປີ 2024

Agenda 5: To consider and approve the appointment of independent auditor for the year 2024.

☐ ເຫັນດີ / approve

☐ ບໍ່ເຫັນດີ / disapprove

ວາລະທີ 6: ພິຈາລະນາ ແລະ ຮັບຮອງການແຕ່ງຕັ້ງສະມາຊິກສະພາບໍລິຫານ ທຄຕລ

Agenda 6: To consider and approve the appointment of the Member of BCEL's Board of Directors

☐ ເຫັນດີ / approve

☐ ບໍ່ເຫັນດີ / disapprove

ວາລະທີ 7: ພິຈາລະນາ ແລະ ຮັບຮອງ ການປ່ຽນແປງມູນຄ່າກຳນົດຮຸ້ນ ທຄຕລ

Agenda 7: Consider and approve the change of BCEL's share par value

☐ ເຫັນດີ / approve

☐ ບໍ່ເຫັນດີ / disapprove

ວາລະທີ 8: ພິຈາລະນາ ແລະ ຮັບຮອງ ການປັບປຸງກົດລະບຽບຂອງ ທຄຕລ

Agenda 8: Consider and approve the amendment of BCEL's Articles of Association

☐ ເຫັນດີ / approve

☐ ບໍ່ເຫັນດີ / disapprove

4. ການລົງຄະແນນສຽງຂອງຜູ້ຕາງໜ້າທີ່ບໍ່ເປັນໄປຕາມໃບມອບສິດນີ້ ໃຫ້ຖືວ່າບໍ່ຖືກຕ້ອງ ແລະ ບໍ່ແມ່ນການລົງຄະແນນຂອງຂ້າພະເຈົ້າ.

Any votes made by the proxy contradicting to this Proxy shall be considered as invalid and shall not constitute my/our votes as the shareholder.

5. ໃນກໍລະນີທີ່ຂ້າພະເຈົ້າ ບໍ່ໄດ້ລະບຸຄວາມຕ້ອງການຂອງຕົນໃນການລົງຄະແນນສຽງໃນວາລະໃດໜຶ່ງ ຫຼື ລະບຸໄວ້ ບໍ່ຈະແຈ້ງ ໃຫ້ຖືວ່າຂ້າພະເຈົ້າ ລົງຄະແນນສຽງເຫັນດີ

In case I/we have failed to specify my/our voting intention in any agenda or not clearly specified, my/our vote in such agenda shall be deemed approved.

6. ທຸກການກະທຳໃດຂອງຜູ້ຕາງໜ້າໃນກອງປະຊຸມ ທີ່ເປັນໄປຕາມໃບມອບສິດນີ້ ໃຫ້ຖືວ່າຂ້າພະເຈົ້າ ໄດ້ກະທຳເອງທຸກປະການ.

Any action made by the proxy in the meeting in accordance with this Proxy, shall be deemed as having been performed by myself/ourselves in all respects.



ທີ່..... ວັນທີ...../...../2024  
Wrote at..... date.....

ເຊັນຜູ້ຖືຮຸ້ນທີ່ມອບໝາຍ / signed by the shareholder

ເຊັນຜູ້ຕາງໜ້າ /signed by the proxy

**ໝາຍເຫດ/Remark:**

1. ຜູ້ຖືຮຸ້ນ ຈະຕ້ອງແຕ່ງຕັ້ງຜູ້ຕາງໜ້າພຽງຜູ້ດຽວເຂົ້າຮ່ວມກອງປະຊຸມ ແລະ ລົງຄະແນນສຽງແທນຕົນເອງ  
The shareholder is required to assign only one proxy to attend and vote in the meeting on the shareholder's behalf.
2. ໃບມອບສິດສະບັບນີ້ຈະຕ້ອງນຳໄປຈົດທະບຽນສານ ນຳສຳນັກງານທະບຽນສານທີ່ຢູ່ສະດວກສຳລັບທ່ານ ເພື່ອໃຫ້ຮັບປະກັນຜົນ  
ສັກສິດທາງກົດໝາຍ, ທະນາຄານມີສິດປະຕິເສດໃບມອບສິດໃດໆທີ່ບໍ່ໄດ້ຈົດທະບຽນສານ.  
This Proxy must be certified by your most convenient Court Notary Office to ensure its legal validity.  
BCEL may reject any Proxies or proxy authorizations without endorsement of the Court Notary Office.
3. ຜູ້ຕາງໜ້າ ຕ້ອງສະແດງເອກະສານຂອງຕົນເອງຕໍ່ ພະນັກງານປະຈຳໂຕະລົງທະບຽນ ຄື: ບັດປະຈຳຕົວ ຫຼື ປຶ້ມສຳມະໂນຄົວ ຫຼື ໜັງສື  
ຜ່ານແດນ (ສຳລັບນັກລົງທຶນຕ່າງປະເທດ) ພ້ອມກັບສຳເນົາເອກະສານປະເພດດຽວກັນນີ້ຂອງຜູ້ຖືຮຸ້ນ, ໃບມອບສິດສະບັບນີ້ ແລະ ໜັງ  
ສືເຊັນປະຊຸມ.  
The proxy must present to the officers at registration desk his/her valid ID Card, or family book or passport (in case of foreign investor) together with the copies of the same documents of the shareholder, this Proxy, and the Invitation to the Meeting.



**Khamsook Sundara**  
**Vice Chairman**

### **Biography**

Date of birth: 3 June 1945  
Nationality: Lao  
Language: Lao, English, and French  
Designation: Independent Member

### **Education**

1993: Trained in George Town University (pew Fellowship Program) Washington D.C, USA.  
1985: Trained in Indian Institute for Bank Management, Puna, India.  
1974: Trained in International Training Center, Nagoya, Japan.  
1972: Trained in Economics Areas at UN Institute of Economic Management in Bangkok, Thailand.  
1969: Graduated from High School and University in Australia (Bachelor of Arts from University of New South Wales).

### **Professional experience**

04/2005: Finance and Banking Advisor at Lane Xang Minerals limited (Subsidiary of Oxiana Group, Melbourne, Australia).  
1995 – 1996: Advisor to the Executive Director of South East Asia constituency of the IMF, Washington D.C.  
1990 – 1994 and 1997 – 2005: Worked at Bank of Lao PDR.  
1976– 1989: Bank of Lao PDR.  
1976 – 1989: Worked at Banque pour le Commerce Exterieur Lao Public.  
1970 – 1975: Worked at Banque de Development du Laos (LDB in present).



**Thongpheth Chanthanivong**

### Biography

Date of birth: 20 April 1962  
 Nationality: Lao  
 Language: Lao, English,  
 Designation: Former Deputy Dean of Faculty of Economics and Business Administration, National University of Laos.

### Education

2018-2021: PhD. Candidate (Accountancy), 2021, Siphatham University, Thailand.  
 2019: Received CPA Certificate  
 1998-2000: International Business Management), at De Mons University in Belgium.  
 1998-2000: Master in Business Administration at AIT University in Thailand.  
 1996-1997: Bachelor Degree in Business Administration, the Co-project between National Politics School and AIT University in Thailand.  
 1981-1985 Bachelor of Science (Mathematics and Physics), National University of Laos

### Professional experience

- Vice-Dean, Faculty of Economics and Business Management (Responsible of Post-Graduate Program), National University of Laos.
- Associate Professor in Business Administration (2006).
- Chairman of CPA's Curriculum, Lao Chamber of Professional Accountants and Auditors.
- Member of Lao Chamber of Professional Accountants and Auditors Board Committees.
- Member of Lao Telecom Company's Board Committees.
- Member of Lao's Accounting System Improvement (Ministry of Finance)
- Teacher of the Master and Bachelor courses of the subjects: Business, Accounting, Finance and Banking, Economics of the National University of Laos.
- Guest speakers for the MBA course of Khonekhan University, Thailand.
- Trainer on IFRS and LAS Auditing.

**Biography**

Date of birth: 27 April 1982  
 Nationality: Lao  
 Language: Lao, English,  
 Designation: Chief of Centre of Macroeconomics Policy Research and Economic Restructuring.

**Education**

2008-2009: Master in Public Policy, National Graduate Institute for Policy Studies, Japan.  
 2000-2005: Bachelor of Economics Faculty of Economics & Business Management, National University of Laos.  
 2004: Certificate of Economics, National University of Singapore.

**Professional experience**

2019-Present: Director General of Centre of Macroeconomics Policy Research and Economic Restructuring.  
 2016-2019: Deputy Director General, Chief of Centre of Macroeconomics Policy Research and Economic Restructuring.  
 2015-2016: Head of Division at Centre of Macroeconomics Policy Research and Economic Restructuring.  
 2011-2015: Deputy Head of Division at Centre of Macroeconomics Policy Research and Economic Restructuring.  
 2005-2011: Research Assistant to the Researcher at Centre of Macroeconomics Policy Research and Economic Restructuring.



**Latdavanh Songvilay**

**Biography**

Date of birth: 1 January 1977  
 Nationality: Lao  
 Language: Lao, English,  
 Designation: Vice President of Lao Chamber of Accountants and Auditors.

**Education**

2017-2021: PhD. Candidate in Accountancy, Sripatum University, Thailand.  
 2018: Member of CPA Laos  
 06/2016: Member of CPA Australia  
 2013-2014: Master of Business Administration major in Finance, Santapol College, Thailand.  
 1995-2000: Bachelor Degree of Business Administration, Comcenter College, Laos  
 1999-2000: Member of Lao Institute of Chartered Public Accounts (LICPA)  
 1995-1998: Diploma in Business Administration, major in Accounting at Pakpasak Technical College, Laos

**Professional experience**

Present: President of Lao Chamber of Accountants and Auditors.  
 01/2016-12/2017: President of ASEAN Federation of Accountants (AFA)  
 01/2014-12/2015: Vice President of ASEAN Federation of Accountants (AFA)  
 07/2011-09/2014: Director of Ernst & Young Lao Limited  
 07/2008-06/2011: Senior Manager of Auditing at Ernst & Young Lao Limited  
 05/2004-08/2007: Audit Manager at PriceatwerhouseCoopers (Lao) Ltd  
 2002-05/2004: Experienced Audit Senior at PriceatwerhouseCoopers (Lao) Ltd  
 2000-2001: Audit Senior at PriceatwerhouseCoopers (Lao) Ltd  
 1998-1999: Audit Assistant at PriceatwerhouseCoopers (Lao) Ltd.

**Sonexay Silaphet**

ລະບຽບສໍາລັບການດໍາເນີນກອງປະຊຸມຜູ້ຖືຮຸ້ນ ທຄຕລ  
**Rules for the Shareholders' Meeting of BCEL**

**1. ການລົງທະບຽນເພື່ອເຂົ້າຮ່ວມກອງປະຊຸມ/Registration for attending the meeting**

**ຜູ້ເຂົ້າຮ່ວມກອງປະຊຸມທຸກຄົນ ຕ້ອງລົງທະບຽນໃຫ້ຮຽບຮ້ອຍຕາມຂັ້ນຕອນທີ່ ທຄຕລ ກໍານົດໄວ້ ກ່ອນເຂົ້າຮ່ວມກອງປະຊຸມ ແລະ ຕ້ອງອະນຸຍາດໃຫ້ ທຄຕລ ສໍາເນົາເອົາບັດປະຈຳຕົວ ຫຼື ໜັງສືຜ່ານແດນ ຫຼື ເອກະສານອື່ນໆທີ່ສາມາດໃຊ້ແທນໄດ້ ເພື່ອເອົາໄວ້ເປັນຫຼັກຖານ.**

All attendees must complete registration in accordance with the procedures specified by BCEL before attending the meeting and allow BCEL to photocopy their ID cards or passports or other similar documents as evidence.

**ຜູ້ຕາງໜ້າ ຕ້ອງສະແດງເອກະສານຂອງຕົນເອງຕໍ່ພະນັກງານປະຈຳໂຕະລົງທະບຽນ ຄື: ບັດປະຈຳຕົວ ຫຼື ປຶ້ມສໍາມະໂນຄົວ ຫຼື ໜັງສືຜ່ານແດນ (ສໍາລັບນັກລົງທຶນຕ່າງປະເທດ) ພ້ອມກັບ ສໍາເນົາເອກະສານປະເພດດຽວກັນນີ້ຂອງຜູ້ຖືຮຸ້ນ, ແລະ ໃບມອບສິດ. ຖ້າເອກະສານເຫຼົ່ານີ້ເປັນພາສາຕ່າງປະເທດ ແມ່ນອະນຸຍາດໄດ້ສະເພາະເອກະສານທີ່ເປັນພາສາ ອັງກິດເທົ່ານັ້ນ.**

For the proxy, documents to be presented to the officers at registration desk are: his/her own valid ID Card, or family book or passport (in case of foreign investor) together with the copies of the same documents of the shareholder, and letter of Proxy. If these documents are in foreign languages, only the documents in English are acceptable.

**ກໍລະນີທີ່ບໍ່ໄດ້ລົງທະບຽນ ຫຼື ລົງທະບຽນບໍ່ສໍາເລັດເນື່ອງຈາກຂາດຄວາມຄົບຖ້ວນດ້ານເອກະສານດັ່ງກ່າວ ຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າ ຈະບໍ່ມີສິດລົງຄະແນນສຽງ, ຕັ້ງຄໍາຖາມ ຫຼື ມີຄໍາເຫັນຕໍ່ທີ່ປະຊຸມ.**

Without registration or the registration is incomplete due to absence of the said documents, shareholders or proxies shall have no right to vote, question or make comments in the meeting.

**2. ອົງປະຊຸມ/Quorum**

**ກອງປະຊຸມສາມາດດໍາເນີນໄດ້ກໍຕໍ່ເມື່ອມີຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທີ່ເຂົ້າຮ່ວມກອງປະຊຸມຢ່າງໜ້ອຍ 2 ຄົນຂຶ້ນໄປ ແລະມີຈຳນວນຮຸ້ນທີ່ຖືເກີນ 51% ຂອງຈຳນວນຮຸ້ນສາມັນທັງໝົດ ຕາມທີ່ໄດ້ກໍານົດໄວ້ໃນ ກົດລະບຽບຂອງທະນາຄານການຄ້າຕ່າງປະເທດລາວ ມະຫາຊົນ.**

Shareholders' meeting can commence only if there are at least 2 or more shareholders attending the meeting and their shares shall be more than 51% of the total shares, pursuant to the Articles of Association of Banque pour le Commerce Extérieur Lao Public.

**3. ການດໍາເນີນກອງປະຊຸມ/Rules for proceeding**

**3.1 ທ່ານປະທານສະພາບໍລິຫານ ທຄຕລ ຫຼື ຜູ້ທີ່ໄດ້ຮັບມອບໝາຍ ເປັນປະທານກ່າວເປີດ ແລະ ນຳພາດໍາເນີນກອງປະຊຸມ.**

The Chairman of BCEL's Board of Directors or designated person will preside over and lead the meeting.

**3.2 ທ່ານປະທານກອງປະຊຸມ ເປັນຜູ້ສະເໜີຫົວຂໍ້ຂອງແຕ່ລະວາລະ ແລະ ເປັນຜູ້ສັ່ງໂຫວດ ຄະແນນແຕ່ລະວາລະ.**

The Chairman of the meeting will propose the title of each agenda and order the voting of each agenda.

**3.3 ຜູ້ອຳນວຍການ ທຄຕລ ເປັນຜູ້ດາເນີນສະເໜີ ເນື້ອໃນຂອງແຕ່ ລະວາລະໃນກອງປະຊຸມ.**

The Managing Director of BCEL will present details of each agenda to the meeting.

**3.4** ຫຼັງຈາກທີ່ທ່ານຜູ້ອຳນວຍການ ໄດ້ສະເໜີເນື້ອໃນຂອງວາລະແລ້ວ, ປະທານກອງປະຊຸມຈະສະເໜີໃຫ້ຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທີ່ມີຄຳຖາມ ຫຼື ຄຳເຫັນຕໍ່ວາລະທີ່ກຳລັງຖືກພິຈາລະນາຢູ່. ກໍລະນີມີຄຳຖາມທ່ານຜູ້ອຳນວຍການ ຈະເປັນຜູ້ໃຫ້ຄຳອະທິບາຍຊໍ້າແຈງ. ຈາກນັ້ນ, ຖ້າບໍ່ມີຄຳຖາມໃດໆຕໍ່ແລ້ວ ປະທານກອງປະຊຸມຈະສະເໜີໃຫ້ຜູ້ຖືຮຸ້ນຫຼືຜູ້ຕາງໜ້າລົງມະຕິຕໍ່ວາລະດັ່ງກ່າວ.

After the Managing Director has presented details of each agenda, the Chairman will ask the Shareholders and Proxies to make necessary comments or questions. Should there is a question, the Managing Director shall give the answer forthwith. Only when there is no any further question or comment, the Chairman shall ask the Shareholders and Proxies to vote on the agenda

**3.5** ຜູ້ເຂົ້າຮ່ວມກອງປະຊຸມ ຕ້ອງປິດສຽງໂທລະສັບ ຫຼື ອຸປະກອນການສື່ສານທຸກຢ່າງ ແລະ ບໍ່ສົ່ງສຽງດັງລົບກວນ ຕະຫຼອດໄລຍະຂອງການດຳເນີນກອງປະຊຸມ.

All attendees must switch off the sound of their mobile phones or any communication devices and must not make any disturbing noise throughout the meeting.

**4. ພາສາທີ່ນຳໃຊ້ໃນກອງປະຊຸມ/Language in the meeting**

**ພາສາທີ່ນຳໃຊ້ຢູ່ໃນກອງປະຊຸມແມ່ນພາສາລາວ**

The language used in the meeting is Lao language.

**5. ຜູ້ມີສິດລົງຄະແນນສຽງ/Persons eligible to vote**

**5.1** ມີແຕ່ຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທີ່ໄດ້ຮັບມອບໝາຍຢ່າງຖືກຕ້ອງ ຊຶ່ງໄດ້ລົງທະບຽນເຂົ້າຮ່ວມກອງປະຊຸມຮຽບຮ້ອຍແລ້ວ ເທົ່ານັ້ນ ທີ່ຈະມີສິດລົງຄະແນນສຽງ.

Only the shareholders or proxies who have registered to attend the meeting are eligible to vote.

**5.2** ຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທີ່ບໍ່ໄດ້ລົງທະບຽນເຂົ້າຮ່ວມກອງປະຊຸມ ແລະ ຜູ້ເຂົ້າຮ່ວມອື່ນ ຈະບໍ່ມີ ສິດໃນການລົງຄະແນນສຽງ.

Any shareholders or proxies who have not registered to attend the meeting and other attendees will not be eligible to vote.

**6. ການລົງຄະແນນສຽງ/Voting**

ປະທານກອງປະຊຸມ ຈະເປັນຜູ້ສະເໜີວາລະທີ່ຕ້ອງການໃຫ້ລົງຄະແນນສຽງ ໂດຍຈະເຊີນ ພຽງແຕ່ຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທີ່ໄດ້ຮັບມອບໝາຍ ທ່ານໃດທີ່ບໍ່ເຫັນດີຕໍ່ບັນຫາທີ່ກອງປະຊຸມໄດ້ນຳ ສະເໜີເທົ່ານັ້ນ ລົງຄະແນນສຽງ ເພື່ອຄວາມສະດວກໃນການນັບຄະແນນສຽງ (ໝາຍຄວາມວ່າ ຜູ້ຖືຮຸ້ນທ່ານໃດທີ່ເຫັນດີຕໍ່ການສະເໜີດັ່ງກ່າວ ກໍບໍ່ຈຳເປັນຕ້ອງລົງຄະແນນສຽງໃດໆ).

The Chairman of the meeting will propose the agendas that require voting, and only the shareholders or proxies who DO NOT AGREE with the matters proposed by the meeting are invited to vote so as to facilitate vote counting process (meaning that for those who agree with such matters are not necessary to cast a vote).

**7. ຜົນສັກສິດຂອງການລົງຄະແນນສຽງ/Effectiveness of voting**

**7.1** ສາລັບ ການລົງມະຕິທົ່ວໄປ, ການລົງຄະແນນສຽງບໍ່ເຫັນດີຈະມີຜົນສັກສິດ ກໍຕໍ່ເມື່ອມີຄະແນນສຽງຫລາຍກວ່າເຄິ່ງໜຶ່ງຂອງ ຈຳນວນຮຸ້ນ ທຄຕລ ທັງໝົດໃນທີ່ປະຊຸມ.

For ordinary resolutions, the "Disapprove votes" will become effective only if such votes account for more than half of the total number of BCEL shares attending the meeting

**7.2** ສຳລັບການລົງມະຕິສະເພາະ, ການລົງຄະແນນສຽງບໍ່ເຫັນດີຈະມີຜົນສັກສິດ ກໍຕໍ່ເມື່ອມີຄະແນນສຽງຫລາຍກວ່າ ໜຶ່ງສ່ວນສາມຂອງຈຳນວນຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທັງໝົດທີ່ເຂົ້າຮ່ວມກອງປະຊຸມ ແລະ ມີຮຸ້ນລວມກັນຫຼາຍກວ່າ 20% ຈຳນວນຮຸ້ນ ທຄຕລ ທັງໝົດ.



For special resolution, the "Disapprove votes" will become effective only if such votes account for more than one third of total shareholders or proxies attending the meeting and having shares more than 20% of the total BCEL shares.

**7.3 ທຸກບັດລົງຄະແນນສຽງ "ບໍ່ເຫັນດີ" ຕໍ່ວາລະໃດໜຶ່ງທີ່ຖືກສົ່ງໃຫ້ທີ່ປະຊຸມຫຼັງຈາກທີ່ກອງປະຊຸມໄດ້ປະກາດຜົນການລົງຄະແນນຂອງວາລະນັ້ນແລ້ວ, ຈະຖືວ່າເປັນບັດລົງຄະແນນສຽງທີ່ໃຊ້ບໍ່ໄດ້.**

Any and All "Disapprove votes" in any Agenda which are submitted to the Meeting after the Meeting has already announced the voting result of such Agenda shall be null and void.

#### 8. ການແຈ້ງຜົນການລົງຄະແນນສຽງ/Notification of voting result

**ຜູ້ເຂົ້າຮ່ວມກອງປະຊຸມ ຈະໄດ້ຮັບແຈ້ງກ່ຽວກັບຜົນການນັບຄະແນນຢູ່ໃນທີ່ປະຊຸມເລີຍ ໂດຍ ການນັບຄະແນນສຽງ ຈະຖືເອົາໜຶ່ງຮຸ້ນ ເທົ່າກັບໜຶ່ງຄະແນນສຽງ.**

Attendees will be informed about the voting result forthwith in the meeting with one share equals one vote.

#### 9. ການສະເໜີຄໍາຖາມ/Questions

**9.1 ປະທານກອງປະຊຸມ ຈະສະເໜີໃຫ້ຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທີ່ໄດ້ຮັບມອບໝາຍຢ່າງຖືກຕ້ອງ ມີຄໍາຖາມ ຫຼື ສະແດງຄໍາເຫັນທີ່ບໍ່ນອນໃນວາລະຂອງກອງປະຊຸມ, ໃນຕອນທ້າຍກອງປະຊຸມພາຍຫຼັງທີ່ສໍາເລັດຄົບຖ້ວນທຸກວາລະແລ້ວ. ສໍາລັບຜູ້ເຂົ້າຮ່ວມອື່ນໆ ຈະບໍ່ມີສິດສະເໜີຄໍາຖາມ ຫຼື ມີຄໍາເຫັນໃນທີ່ປະຊຸມ, ຍົກເວັ້ນກໍລະນີທີ່ປະທານກອງປະຊຸມ ໄດ້ສະເໜີໃຫ້ຜູ້ເຂົ້າຮ່ວມດັ່ງກ່າວ ປະກອບຄໍາເຫັນຕໍ່ທີ່ປະຊຸມ.**

The chairman of the meeting will ask the shareholders or proxies to question or make comments on the issues which are not included in the agenda of the meeting, after the meeting has completed its all agenda. Other attendees are not eligible to question or make any comments, unless the Chairman asks such attendees to question or make comments in the meeting.

**9.2 ເມື່ອມີການສະເໜີຈາກປະທານກອງປະຊຸມແລ້ວນັ້ນ, ຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທີ່ປະສົງຈະມີ ຄໍາຖາມ ຫຼື ສະແດງຄໍາເຫັນຕໍ່ທີ່ປະຊຸມ ຕ້ອງຍົກມືຂຶ້ນ ພ້ອມທັງສະແດງເຄື່ອງໝາຍຕາມທີ່ ທຄຕລ ກໍານົດໃຫ້ເພື່ອສະແດງວ່າແມ່ນຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າທີ່ໄດ້ຮັບມອບໝາຍຢ່າງແທ້ຈິງ. ຖ້າຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າ ທີ່ໄດ້ຮັບມອບໝາຍ ຫາກບໍ່ສະແດງເຄື່ອງໝາຍດັ່ງກ່າວແລ້ວນັ້ນ ປະທານກອງປະຊຸມ ຫຼື ຄະນະອໍານວຍການ ທຄຕລ ຫຼື ຄະນະຮັບຜິດຊອບກອງປະຊຸມ ມີສິດສະເໜີຄັດຄ້ານຄໍາຖາມ ຫຼື ຄໍາເຫັນຂອງຜູ້ກ່ຽວແລະ ກອງປະຊຸມ ຈະບໍ່ມີພັນທະໃນການຕອບຄໍາຖາມຂອງຜູ້ກ່ຽວໃນກໍລະນີ ດັ່ງກ່າວ.**

Having been asked by the Chairman, any shareholders or proxies desirous to question or make comments in the meeting must raise their hands and show the symbol as given by BCEL to confirm that they are truly the shareholders or proxies. Should the shareholders or proxies do not show such symbol, the Chairman or BCEL Directors, or Committee in charge of the meeting may reject questions or comments made by the shareholders or proxies, and in this case the meeting shall not be obliged to answer such questions.

**ຄໍາແນະນຳກ່ຽວກັບເອກະສານ ແລະ ຫຼັກຖານທີ່ຕ້ອງນຳມາສະເໜີໂຕເພື່ອເຂົ້າຮ່ວມກອງປະຊຸມ**  
**Instruction about the documents and evidence to be presented prior to attending the**  
**meeting**

ເພື່ອຄວາມສະດວກໃນການລົງທະບຽນເຂົ້າຮ່ວມກອງປະຊຸມຜູ້ຖືຮຸ້ນຂອງທະນາຄານການຄ້າຕ່າງປະເທດລາວ ມະຫາຊົນ, ຜູ້ຖືຮຸ້ນ ຫຼື ຜູ້ຕາງໜ້າ ທີ່ຈະເຂົ້າຮ່ວມກອງປະຊຸມ ກະລຸນານຳເອົາໜັງສືເຊັນປະຊຸມ, ໃບເຂົ້າຮ່ວມກອງປະຊຸມທີ່ອອກໃຫ້ໂດຍຕະຫຼາດຫຼັກຊັບລາວ ແລະ ໃບມອບສິດ (ສໍາລັບຜູ້ຕາງໜ້າ) ມາພ້ອມເອກະສານທີ່ສາມາດນຳໃຊ້ຢັ້ງຢືນຕົນເອງ ຕາມແຕ່ລະກໍລະນີດັ່ງນີ້:

For convenience in registration process to attend the Shareholders ' Meeting of Banque Pour Le Commerce Exterieur Lao Public, the shareholders or the proxies who will attend the Meeting are required to bring the Invitation to the Meeting, the Letter for attending the meeting issued by the Lao Securities Exchange and the Proxy (applicable for the proxy only) together with the documents for proof of identity as indicated for each circumstance below:

**1. ຜູ້ເຂົ້າຮ່ວມທີ່ເປັນບຸກຄົນ / attendees who are natural persons**

ໃຫ້ນຳເອົາເອກະສານໃດໜຶ່ງຂອງຕົນດັ່ງຕໍ່ໄປນີ້ ມາສະແດງເວລາລົງທະບຽນ

Shall present one of the following documents of their own at the time of registration.

- 1.1. ບັດປະຈຳຕົວ/Identification Card
- 1.2. ສຳມະໂນຄົວ/Family book
- 1.3. ໜັງສືຜ່ານແດນ (ສໍາລັບນັກລົງທຶນຕ່າງປະເທດ)/Passport (for foreign investors)

**2. ຜູ້ເຂົ້າຮ່ວມທີ່ເປັນນິຕິບຸກຄົນ / Attendees who are legal persons**

ໃຫ້ນຳເອົາເອກະສານໃດໜຶ່ງທີ່ກຳນົດໄວ້ໃນຂໍ້ 1 ເທິງນີ້ ພ້ອມກັບເອກະສານໃດໜຶ່ງດັ່ງຕໍ່ໄປນີ້ ມາສະແດງ ເວລາລົງທະບຽນ:

Shall present one of the documents as given in 1. above plus one of the following documents at the time of registration:

- 2.1. ໃບອະນຸຍາດລົງທຶນ/ Investment License
- 2.2. ໃບທະບຽນວິສາຫະກິດ/ Certificate of Enterprise Registration (Affidavit)
- 2.3. ໃບທະບຽນອາກອນສະບັບຫຼ້າສຸດ/ most recent Tax Certificate

ສໍາລັບຜູ້ເຂົ້າຮ່ວມທີ່ບໍ່ແມ່ນຜູ້ອຳນວຍການ ຕ້ອງໄດ້ນຳເອົາໃບມອບສິດຈາກຜູ້ອຳນວຍການທີ່ມີສິດອຳນາດມາພ້ອມຕື່ມອີກ.

For attendee who is not the authorized director shall have the Proxy as attached hereto signed by the authorized director.

ເອກະສານ ແລະ ຫຼັກຖານທີ່ຕ້ອງນຳມາສະເໜີໂຕ ເພື່ອເຂົ້າຮ່ວມກອງປະຊຸມຊຶ່ງເປັນພາສາຕ່າງປະເທດ ຕ້ອງແປເປັນພາສາລາວ ໂດຍມີການເຊັນຢັ້ງຢືນຄວາມຖືກຕ້ອງໃນການແປຈາກບໍລິສັດແປພາສາທີ່ໜ້າເຊື່ອຖືໄດ້. ສໍາລັບພາສາຕ່າງ ປະເທດ ແມ່ນອະນຸຍາດໃຫ້ສໍາລັບພາສາອັງກິດເທົ່ານັ້ນ. ທຸກຄົນ ມີສິດປະຕິເສດເອກະສານອ້າງອີງໃດໆ ທີ່ບໍ່ເປັນໄປຕາມ ການກຳນົດນີ້.

All documents and evidence in a foreign language which are required to present prior to attending the Meeting must be translated into Lao language and the translation shall be certified by an acceptable translation company. The foreign language is permitted only for English. BCEL has the right to reject any documents contradicting this provision.

## ຄໍາແນະນຳ ກ່ຽວກັບ ການລົງຄະແນນສຽງ

### Vote Instruction

1. ຜູ້ເຂົ້າຮ່ວມກອງປະຊຸມ ຈະໄດ້ຮັບບັດລົງຄະແນນສຽງສໍາລັບທຸກໆວາລະ ທີ່ຕ້ອງການໃຫ້ມີການລົງຄະແນນສຽງ ໃນເວລາລົງທະບຽນເຂົ້າຮ່ວມກອງປະຊຸມ. ການລົງຄະແນນສຽງໂດຍຜູ້ຕາງໜ້າ ຊຶ່ງຜູ້ຖືຮຸ້ນທີ່ມອບໝາຍສິດໄດ້ລະບຸຢ່າງຈະແຈ້ງແລ້ວ ກ່ຽວກັບ ການລົງຄະແນນໃນແຕ່ລະວາລະ ທະນາຄານ ຈະບັນທຶກການລົງຄະແນນສຽງ ໃນເວລາລົງທະບຽນ ໂດຍທີ່ຜູ້ຕາງໜ້າຈະບໍ່ຕ້ອງລົງແນນສຽງອີກ.

The attendees will be given a ballot for voting in each agenda requiring a vote at the time of registration. For the case of proxy in which the voting in each agenda has been clearly specified by the shareholder in the Proxy, BCEL will record such votes at the time of the registration and the proxy will not be required to vote.

2. ກອງປະຊຸມ ຈະເຊີນພຽງແຕ່ຜູ້ຖືຮຸ້ນທ່ານໃດທີ່ ບໍ່ເຫັນດີ ຕໍ່ບັນຫາທີ່ກອງປະຊຸມໄດ້ນຳສະເໜີເທົ່ານັ້ນ ລົງຄະແນນ ສຽງ (ໝາຍຄວາມວ່າ ຜູ້ຖືຮຸ້ນທ່ານໃດທີ່ ເຫັນດີຕໍ່ການແຕ່ງຕັ້ງດັ່ງກ່າວ ກໍບໍ່ຈຳເປັນຕ້ອງລົງຄະແນນສຽງໃດໆ).

Only the shareholders who DO NOT AGREE with the matters proposed by the meeting are invited to vote (meaning that for those who agree with such appointment are not necessary to make any vote)

3. ໃນການລົງຄະແນນສຽງ ຂໍໃຫ້ທ່ານປະກອບຂໍ້ມູນໃສ່ບັດລົງຄະແນນສຽງທີ່ໄດ້ແຈກຢາຍໃຫ້. ໃນນັ້ນ ຕ້ອງໄດ້ລະບຸ ຢ່າງຈະແຈ້ງກ່ຽວກັບຊື່ ແລະ ນາມສະກຸນຂອງທ່ານ, ຈຳນວນຮຸ້ນ ທຄຕລ ທີ່ທ່ານຖືຢູ່ (ຖ້າບໍ່ມີຂໍ້ມູນດັ່ງກ່າວຢູ່ໃນບັດລົງຄະແນນສຽງ) ແລະ ໃຫ້ໝາຍຕີນກາໃສ່ຫ້ອງ ບໍ່ເຫັນດີ.

To vote, kindly fill in the distributed ballot in which you must specify clearly about your name and surname, and the total number of BCEL shares you are holding (if such information is not available in the ballot) and mark a cross in the Disapprove box.

4. ຫຼັງຈາກທ່ານລົງຄະແນນສຽງຮຽບຮ້ອຍແລ້ວ ຂໍໃຫ້ທ່ານຍົກບັດດັ່ງກ່າວຂຶ້ນ ເພື່ອໃຫ້ຄະນະຮັບຜິດຊອບເກັບເອົາ ແລະ ຮວບຮວມຄະແນນສຽງ.

After you have clearly casted your vote, kindly raise your hand with the ballot, so the organizers can take the ballot and count the votes.

5. ທ່ານຈະໄດ້ຮັບແຈ້ງກ່ຽວກັບຜົນການນັບຄະແນນຢູ່ໃນທີ່ປະຊຸມເລີຍ ໂດຍການນັບຄະແນນສຽງຈະຖືເອົາໜຶ່ງຮຸ້ນ ເທົ່າກັບໜຶ່ງຄະແນນສຽງ.

You will be informed about the voting result right in the meeting with one share equals one vote.

6. ການລົງຄະແນນສຽງບໍ່ເຫັນດີຈະມີຜົນສັກສິດ ກໍຕໍ່ເມື່ອມີຄະແນນສຽງຫຼາຍກວ່າເຄິ່ງໜຶ່ງຂອງຈຳນວນຮຸ້ນ ທຄຕລ ທັງໝົດ ໃນທີ່ປະຊຸມ, ຍົກເວັ້ນວາລະໃດທີ່ຕ້ອງລົງຄະແນນສຽງດ້ວຍມະຕິສະເພາະນັ້ນ ຄະແນນສຽງບໍ່ເຫັນດີຕ້ອງມີຄະແນນຫຼາຍກວ່າ 1/3 ຂອງຈຳນວນຮຸ້ນ ທຄຕລ ທັງໝົດໃນທີ່ປະຊຸມ.

The Disapproval votes will become effective only if such votes account for more than half of the total number of BCEL shares attending the meeting, except for any agenda that requires a specific resolution, Disapproval vote shall account for more than 1/3 of the total number of BCEL shares attending the meeting.

### ໝາຍເຫດ/Remark:

1. ຜູ້ເຂົ້າຮ່ວມທີ່ບໍ່ໄດ້ລົງທະບຽນເຂົ້າປະຊຸມ ຈະບໍ່ມີສິດໃນການລົງຄະແນນສຽງ.  
Any attendees who failed to make registration will not be eligible to votes.
2. ທຸກບັດລົງຄະແນນສຽງບໍ່ເຫັນດີຕໍ່ວາລະໃດໜຶ່ງ ທີ່ຖືກສົ່ງໃຫ້ທີ່ປະຊຸມ ຫຼັງຈາກທີ່ກອງປະຊຸມໄດ້ປະກາດຜົນການລົງຄະແນນຂອງວາລະນັ້ນແລ້ວ, ຈະຖືວ່າເປັນບັດລົງຄະແນນສຽງທີ່ໃຊ້ບໍ່ໄດ້.  
All disapprove votes in any Agenda which is submitted to the Meeting after the Meeting has announced the voting result of such Agenda shall be deemed invalid.

## ແຜນທີ່ສະຖານທີ່ຈັດກອງປະຊຸມຜູ້ຖືຮຸ້ນຂອງ ທາດຕລ / BCEL Shareholder Meeting

- ▶ ກອງປະຊຸມສາມັນຜູ້ຖືຮຸ້ນ ປະຈຳປີ 2023  
ໃນວັນທີ 29 ເມສາ 2024 ເວລາ 14:30  
ທີ່ຫ້ອງປະຊຸມ Grand Ballroom
- ▶ BCEL's shareholder's Meeting 2023  
Date 29 April 2024, 14:30  
At Grand Ballroom



Scan Lao Plaza Hotel Map

ຫໍວັດທະນະທຳ  
Culture hall

ສະຖານທີ່ຈັດງານປະຊຸມ  
Meeting Location



ຕະຫຼາດເຊົ້າ

ທາດດຳ  
Thatdam stupa



ຫໍຄຳ  
Presidential Palace