

Press Release

BCEL's Roadshow for investors on share offering RO/PO

Vientiane Capital, at Don Chan Palace, 14:00 on 25 July 2017



On the 25th July 2017, Banque Pour Le Commerce Extérieur Lao Public (BCEL) and Lao-China Securities Company Limited (LCS) as BCEL's financial advisor held the roadshow for investors on share offering to the existing shareholders or right offering (RO) and public offering (PO).

The event was witnessed by many honorable guests including:

- Mr. Vanhkhram Voravong, Chairman and CEO of Lao Securities Exchange.
- Mr. Phoukhong Chanthachack, General Managing Director of BCEL
- Mr. Khamkeo Visisombath, Chairman of LCS
- Mr. Sompasong Phommasan, Head of Share Offering Division, Lao Securities Commission Office.
- Mr. Lin Li, General Manager of LCS.

Along with the delegates from Chinese Trade Council in Laos, China Trade Council, Hunan & Guangdong Province in Laos, the representatives from the Bank of the Lao P.D.R, Ministry of Finance, delegation of LCS, BCEL and media from various channels.



Mr. Phoukhong CHANTHACHACK, General Managing Director of BCEL gave his speech at the roadshow that, almost 28 years after BCEL has transformed to become a commercial bank, we have a strong intention to develop the bank to achieve its vision to become the strong, modern and meet international standard bank. In additions, the bank also concerns on operating its business based on the regulations, laws and international principles.

This additional share issuance of BCEL is the recapitalization plan which was approved by BCEL's Board of Directors on 29 March 2013. The selection of LCS as BCEL's financial advisor and underwriter is to ensure the selling of additional shares in the number of 71.145.700 shares in the value of 360.000.060.000 LAK will be successful as planed which has the details as follow:

1. The number of shares for existing shareholders (Right Offering) is (2:1) or two existing shares for 1 new share, the total number of shares for RO is 68.288.600 shares.
2. The number of shares for public investors (Public Offering) is 2.857.100 shares.

The terms and conditions of the underwriting contract between BCEL and LCS is a firm commitment underwriting. BCEL will collaborate with LCS in conducting the Road Show on additional share issuance of BCEL during 25 July 2017 to 3 August 2017 includes on the 27 July 2017 in Shanghai, China; On the 02 August 2017 at Savannakhet Province and on the 03 August 2017 at Champasack Province. This roadshow campaign will open an opportunity for investors to subscribe their purchasing order for both RO and PO from 28 August to 1 September 2017. The contract number for this share purchasing is 021 419210.

LCS as underwriter for this share offering for capital increase of BCEL gave their comments on the event that, BCEL's share has many potentials such as the current trading price of BCEL is around 5.500 LAK per share, the P/E ratio is 4,33 times, which the P/E ratio of the financial institution in the neighboring countries is 10,23 times and the book value of BCEL's share price is actually 9.615 LAK/share in 2016. This can be concluded that the current BCEL's share price is very low.

Since BCEL is listed in the Lao Securities Exchange in 2011, the bank has continuously paid the dividend to the shareholders every year which the return is no less than 7,88% per year. The most highlighted achievement was in 2016, which BCEL paid the dividend of 614 LAK/share or 11,16%. BCEL's share is one of the good choices for investments and the dividend is paid highest in the Lao Securities Exchange. BCEL's share is attractive by many investors including individuals, mutual funds and many institutions.