

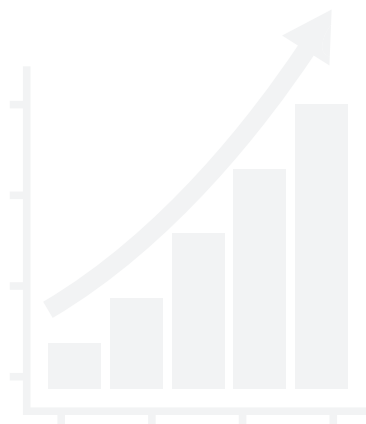


ທະນາຄານການຄ້າຕ່າງປະເທດລາວ ມະຫາຊົນ  
BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC



## Report on BCEL's Business Performance

Financial Statement for the Three-Month  
Period of Quarter I Ended 31 March 2024





## I. Overview of BCEL

### 1. Vision

BCEL revises its long-term strategy for 2021-2025, to align with the bank's development work plan and to attain its goals and objectives under the vision of "**Becoming a strong and modern bank that meets international standards**".

### 2. Mission

To realize its vision of becoming a strong and modern bank that meets international standards, BCEL is committed to enhancing customer service while adapting to evolving trends, maintaining financial strength, and preparing for Basel II compliance. The bank also prioritizes keeping its IT systems current and integrating new technologies to improve services, ensuring transparency and speed in its management information systems (MIS) while upholding international security standards. Furthermore, BCEL places significant emphasis on human resource development to enhance staff expertise and professionalism, thereby facilitating the bank's adaptability to changes and fostering continuous growth. Ultimately, the bank aims to enhance customer experience, generate sustainable profits, and create value for shareholders.

#### ❖ Plans and Projects for 2024

In its pursuit to become the foremost bank in modern and international banking practices in the Lao PDR, BCEL has outlined comprehensive development strategies encompassing directions, goals, and detailed implementation plans for 2024. These strategies consist of 11 Plans and 39 Projects as follows:

- **Strategy 1: Organizational strengthening (5 Plans and 20 Projects)**

- Financial Management and Sustainable Business Operation Enhancement: 5 projects;
- Credit Management: 5 projects.
- Empowerment and Effectiveness Enhancement of Human Resources: 4 projects.
- Create and Strengthen the Risk Management System and the Foundation of Anti-Money Laundering: 5 projects.
- Developing corporate governance in accordance with international Standards: 1 project.

- **Strategy 2: Modernization, advanced technology, and innovation enhance the business operation. A step into the digital era of the economy (3 Plans and 14 Projects)**

- Development and Management of the IT System: 7 projects.
- Management Information System and the Development and Modernization of the Statistic System to meet the international standard: 5 projects.
- Developing the products to transform the digital banking services: 2 projects.

- **Strategy 3: Strengthen the governance and the international standard services (3 Plans and 5 Projects)**
  - The Improvement of the Accounting System and the Reporting Standard: 3 projects.
  - The Improvement of the Audit System to meet the International Standards: 2 projects.
  - The Development of the PCI Compliance or Payment Card Industry Data Security Standard.

## II. Financial Position and Highlights

### 1. Lao PDR' Economy and Future Trends

In 2023, the gross domestic product (GDP) of the Lao PDR grew by 4.2%, although resolutions marked it at 4.5%, falling short of the set target. Several factors contributed to this shortfall, including the lingering impact of global and regional economic downturns on the Lao economy, currency depreciation (LAK), exchange rate fluctuations sensitive to global economic shifts, high demand for foreign currencies outstripping supply, and the nation's high debt burden. Overall, the Lao PDR's economy continued its recovery trajectory from the previous year. The factors contributed to the growth were from agricultural sector, which its growth reached 3.7% (exceeding the 1.2% target), while industrial growth stood at 3.1% (below the 1.9% target), and the service sector expanded by 5.6% (surpassing the 0.9% target), generating a value of 265,475 billion LAK and a per capita income of 1,832 USD.

In 2024, the global situation remains volatile due to geopolitical conflicts, monetary policy shifts in major economies affecting the capital flows, production policy changes, and unpredictable natural disasters and epidemics. The International Monetary Fund (IMF) anticipates a slight decline in global growth from 3% in 2023 to 2.9% in 2024. For the Lao economy, the Asian Development Bank (ADB) anticipates moderate growth of around 4%<sup>1</sup>, driven by contributions from sectors such as tourism, investment, and trade. Additionally, Foreign Direct Investment (FDI), particularly in the electric power sector, is expected to be a significant growth driver for the Lao PDR.

However, challenges such as persistent inflationary pressures, high foreign debt, financial instability, labor shortages, recent disasters, and epidemics are likely to cause concerns among investors, business owners, and policymakers, potentially slowing down the pace of economic recovery.

#### 1.1. Inflation

In March 2024, inflation in Laos stood at 24.9%<sup>2</sup>. This inflationary pressure is primarily driven by the sharp increase in prices of essential commodities. For instance, prices surged by up to 36.2% for clothing and shoes, 35.9% for restaurants and hotels, 34.6% for health supplements and medicines, 26.4% for alcoholic drinks and tobacco, and similarly, by 26.4% for housing, electricity, and water supply.

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<sup>1</sup> <https://www.adb.org/news/lao-pdr-see-moderate-growth-2024-navigating-debt-and-inflation-ADB>

<sup>2</sup> The inflation report of March 2024, the National Statistic Center



The causes of inflation were influenced by both external and internal factors, including the depreciation of the Lao Kip, weaknesses in domestic manufacturing, increased oil prices, and poor management of product and service pricing.

## 1.2. Exchange Rate

The exchange rate of the bank for USD in 2023 averaged 18,717 LAK/USD, marking a significant 30.64% increase compared to the previous year's rate of 14.327 LAK/USD. Meanwhile, the exchange rate of the market stood at 20,048 LAK/USD on average, representing a 27.03% increase compared to the previous year's rate of 15,782 LAK/USD.

Furthermore, the exchange rate of THB was recorded at 560.95 LAK/THB on average for every commercial bank, which experienced an increase of 29.24% compared to the previous year's rate. On the other hand, the black market's THB rate was 578.78 LAK/THB, indicating a 28.36% increase (Source: Bank of the Lao PDR).

The LAK continued to depreciate due to both external and internal factors. However, in 2024, the Bank of the Lao PDR will continue to apply monetary policy measures to strictly manage the exchange rate. Additionally, it will implement an exchange rate policy in line with market mechanisms while maintaining strict state control. One of the causes contributing to the depreciation of the LAK is the decline of the Lao economy, misappropriation in the market leading to exchange rate manipulation beyond the Bank of the Lao PDR's defined limits, high demand for foreign currencies, and subpar domestic production, which relies heavily on imports. Consequently, when the LAK depreciates or foreign currencies appreciate, it results in higher prices for imported goods.

## 2. Highlighted updates of BCEL

During the first quarter of 2024, BCEL convened its annual performance review meeting once (for the year 2023), conducted 2 Board of Directors' meetings (1 ordinary and 1 extraordinary), and participated in the "Promoting Green Finance in ASEAN" conference. Additionally, BCEL assessed the implementation of Key Performance Indicators (KPIs) in 2023, established new KPIs for 2024, evaluated and ranked its branches and service units for the year 2024, and presented awards for outstanding performance to selected branches. The audit section was expanded to include 2 branches, namely Salavan and Sekong. Furthermore, discussions were held with the Lao Security Exchange regarding recent business operations and future plans.

### **The development of the systems and products:**

BCEL has successfully launched EzyKip, a mobile application designed for tourists visiting the Lao PDR, in conjunction with the "Travel Laos Year 2024" campaign. This application provides a convenient platform for tourists to make payments by scanning QR codes using their mobile phones. Additionally, BCEL has developed and launched SWIFT ISO20022, an enhanced version of the SWIFT service.



### **Service networks:**

In accordance with formal agreements, BCEL has elevated the Vangtao-Songmek Money Exchange Unit to a service unit, now operating under the Champasak Branch. Additionally, the establishment of the Xaymoungkhoun Service Unit has been completed, overseen by the Vientiane Capital Branch. These 2 service units are currently undergoing final preparations and are slated for imminent opening. Furthermore, in a strategic move to enhance operational efficiency and optimize cost management, BCEL has reorganized all service units under the supervision of the 3 branches located in Vientiane Capital.

### **Cooperations:**

BCEL has established a partnership with Duangdy Thavyxok Sole Co., Ltd. (Duangdy Lottery) at the request of Duangdy Lottery through OnePay E-Commerce for lottery payment processing. Additionally, BCEL has conducted a comprehensive review of its cooperation agreement with E-Wallet providers M-Money and U-Money. Moreover, BCEL has successfully renewed contracts with 13 customers for its Bill Payment service.

### **Marketing:**

BCEL has initiated several marketing campaigns, including OnePay Cashback, VISA in Love, Deposit Heart Deposit Money with BCEL, Valentine's Day promotion, and Women's Day promotion.

Additionally, BCEL has been honored with 2 prestigious awards: the Best Issuing Member Award 2023 by UnionPay International and the Best Tax Payer of the year 2022 by the Ministry of Finance.

## **3. Financial Highlights**

As of the first quarter of 2024, BCEL's financial highlights are as follows:

- Assets/Liabilities: 138,209,990 million LAK, surpassed the 2024 annual plan by 98% and registered an increase of 39% compared to the same period last year.
- Loans: 49,939,979 million LAK, achieved 84% of the 2024 annual plan and displayed a growth of 18% compared to the same period of last year.
- NPL rate: 2.97%.
- Deposits: 128,867,243 million LAK, exceeded the 2024 annual plan by 99% and increased by 41% compared to the same period of last year.
- Profit/Loss Before Tax: 116,584 million LAK, achieved 25% of the 2024 annual plan.
- Profit/Loss After Tax (Net): 110,182 million LAK, surpassed 28% of the 2024 annual plan.



### III. Overview of BCEL

- Locations and networks

The Bank's Head Office is located on No.01, Pangkham Street, Ban XiengNheun, Chanthabouly District, Vientiane, Lao PDR. As of 30 June 2023, the Bank has 1 Head Office, 6 joint ventures, 20 branches, 99 service units, and 12 exchange units all over the Lao PDR.

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- Website: www.bcel.com.la

- History of BCEL

Banque pour le Commerce Exterieur Lao Public (BCEL) operates as a public company and is listed on the Lao Securities Exchange.

The bank was established in accordance with Decision on Bank Establishment No. 129/BOL dated 1 November 1989. On 23 December 2010, BCEL completed its initial public offering (IPO) and was renamed Banque Pour Le Commerce Exterieur Lao Public as per Enterprise Registration License No.0061/ERO dated 10 January 2011, issued by the Department of Enterprise Registration and Management, Ministry of Industry and Commerce of the Lao PDR. Initially, the Government, represented by the Ministry of Finance, held 80% of the total shares.

On 15 July 2011, the Ministry of Finance sold 10% of the total ordinary shares to its strategic partner, Compagnie Financière de la BRED (COFIBRED), a subsidiary of BRED, the largest banking society in the Banque Populaire Group—a French group of cooperative banks.

On 17 August 2017, BCEL successfully completed a recapitalization through public and rights offerings to existing shareholders, operating under the new Decision no. 21/BOL dated 13 September 2017, issued by the Bank of Lao PDR. By 15 September 2017, Lao Securities Exchange certified that BCEL increased its registered capital to 355,728,500,000 LAK (71,145,700 shares) as per certificate No. 01/LSX dated 15 September 2017. BCEL also received a new amended Business License no. 0429 dated 18 May 2018, issued by the Ministry of Industry & Commerce.

On 11 October 2019, the Lao Securities Commission Office granted BCEL permission to restructure its shareholder structure, offering more shares to the public and existing shareholders. This restructuring aimed to diversify shareholders, foster growth, and strengthen stability. The offering completion of 10% of BCEL's shares was endorsed by the Lao Securities Commission Office on 29 November 2019.

Currently, BCEL's shareholder structure comprises 60% government ownership, with domestic investors (including BCEL's employees) holding 30%, foreign investors holding 30%, and BCEL's strategic partner holding 10%.



BCEL's primary activities include providing banking services such as fund mobilization and deposit-taking for organizations and individuals on short-term, medium-term, and long-term bases. The bank also offers loans for short-term, medium-term, and long-term purposes to businesses and individuals based on lending capabilities and loan purposes. Additionally, BCEL engages in foreign exchange transactions, payment services, international trade services, bank guarantee services, precious metal trading, and other banking services permitted by the Bank of the Lao PDR, including insurance broker services.

### Registered Capital

The registered capital of BCEL as of 31 March 2024 is 1,038,617 million LAK (31 December 2023: 1,038,617 million LAK)

## IV. The organizational structure of the Board of Directors, Management, and the operations of the committees supervised by the Board of Directors

### 1. The Structure and Profiles of the Board of Directors

#### 1.1. The Board of Directors of BCEL

The Board of Directors of BCEL, as of 31 March 2024, consists of 8 members as follows:

Name and surname	Position	Date of designation
Mr. Bounpone Vannachith	Chairman	27 <sup>th</sup> April 2023
Mr. Kamsouk Sundara	Independent member, Vice Chairman	29 <sup>th</sup> October 2021 (reappointed)
Mme. Saysamone Chanthachack	Member	22 <sup>nd</sup> November 2022
Mr. Stephane Mangiavacca	Member	29 <sup>th</sup> May 2020
Mr. Pasomphet Khamtanh	Member	3 <sup>rd</sup> August 2021
Assoc.Prof. Mr. Thongphet Chanthanivong	Independent member	3 <sup>rd</sup> August 2021
Mrs. Latdavanh Songvilay	Independent member	3 <sup>rd</sup> August 2021
Mr. Sonexay Silaphet	Independent member	3 <sup>rd</sup> August 2021

## 1.2.The Profiles of the Board of Directors



### **Bounpone VANNACHITH** Chairman

#### **Personal Information:**

Date of Birth: 14 April 1959  
Nationality: Lao  
Language: English and Vietnamese  
Designation: Vice Minister of Finance

#### **Education Background:**

2012: Master's Degree in Economics (Economic Management), National Academy of Political and Public Administration  
2010: Bachelor's Degree in Economics (Economic Management), National Academy of Political and Public Administration  
1998: Higher Diploma in Economics (Economic Management), National Academy of Political and Public Administration

#### **Professional Experience:**

02/04/2021 - present: Deputy Minister of Finance  
2016-2021: Vice Chairman of the State Audit Organization  
2010-2016: Vice Chairman of National Economy Development Committee, Prime Minister's Office  
2005-2010: Vice Governor of Oudomxay Province  
1999-2005: Chief of the Provincial Finance Office, Oudomxay Province  
1995-1998: Deputy Chief of the Provincial Planning-Cooperation Office, Oudomxay Province  
1989-1995: Head of the Finance Office of Meuang Houn District, Oudomxay Province  
1985-1988: Deputy Head of the Economic Planning & Finance Office of Meuang Houn District, Oudomxay Province  
1984-1985: Head of the Statistical Planning Office of Meuang Houn District, Oudomxay Province  
1981-1984: Officer of the Statistical Planning Office of Meuang Houn District, Oudomxay Province  
1976 -1981: Soldier in the 28th Battalion and the 63th Office.





## Khamsouk SUNDARA

### Vice Chairman

#### Personal Information:

Date of Birth: 03 June 1945

Nationality: Lao

Language: Lao, English, and French

Designation: Independent Director

#### Education Background:

1993: George Town University (pew Fellowship Program) Washington D.C, United States of America.

1985: Indian Institute for Bank Management, Puna, India

1974: International Training Center, Nagoya, Japan.

1972: Trained in Economics Areas at the UN Institute of Economic Management in Bangkok, Thailand.

1969: Graduated from High School and University in Australia (Bachelor of Arts from the University of New South Wales)

#### Professional Experience:

2015: 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.

1997–2005: Bank of the Lao PDR (BOL).

1990–1994: Bank of the Lao PDR (BOL).

1976–1989 : worked at Banque Pour Le Commerce Exterieur Lao (BCEL).

1970–1975: worked at Banque de Development du Laos (BDL).



## Saysamone Chanthachack Director

### Personal Information:

Date of birth: 15/03/1969

Nationality: Lao

Language: Lao, English

Designation: Managing Director of BCEL

### Education Background:

Higher Diploma of Politics Course.

2007: International Master of Business Administration, Flinders University, Australia.

1998: Master of Public Policy, Graduate School of Policy Science, Saitama University, Japan.

1993: Master of Economics, Kuban State University, Russia.

### Professional Experience:

08/2022–Present : Managing Director, Banque Pour Le Commerce Exterieur Lao Public.

09/2021–08/2022: Chief Executive Officer, Lao Securities Exchange.

2015: Director General, Lao Securities Commission Office, Bank of the Lao PDR.

04/2010: Deputy Director General, Lao Securities Commission Office, Bank of the Lao PDR.

2009: Deputy Director General, Monetary Policy Department, Bank of the Lao PDR.

1993–1997: Officer, Monetary Policy Department, Bank of the Lao PDR.



## Stephane MANGIAVACCA

### Director

#### Personal Information:

Date of Birth: 11 July 1975

Nationality: French

Languages: French, English, Spanish, Chinese, and Japanese

#### Education Background:

1996 – 1999: Ecole Nationale Supérieure des Mines de Saint-Etienne,

- Engineering Diploma with honors
- Joined an exchange program in Environmental Engineering, University of New Brunswick in Canada
- Undergraduate and graduate classes in Economics

#### Professional Experience:

01/2020 – present: Head of International, BRED Banque Populaire, France

2009 – 2010: Chief Risk & Compliance Officer, BRED Banque Populaire, France

2001 – 2009: Executive at Central Audit, Banque Populaire - Natixis - Coface (now BPCE GROUP), France

1999 – 2001: French Trade Commission, French Ministry of Economy and Finance, Guangzhou, China

1999: Intern, EDF, French Company of Electricity, Lyon, France

1998: Intern, The Yokohama Rubber Company, Hiratsuka, Japan

1997: Intern, Pechiney-Aluminium, Issoire, France



## **Pasomphet Khamtanh**

### **Director**

#### **Personal Information:**

Date of Birth: 25 May 1970

Nationality: Lao

Languages: English

Designation: Deputy Director General, Department of State-Owned Enterprises Reform and Insurance, Ministry of Finance.

#### **Education Background:**

2001-2003: Master's Degree in Economics and Business from Kyung Hee University in South Korea.

1987-1993: Bachelor's Degree in Machinery Management from Technical College, Laos.

#### **Professional Experience:**

08/2000-Present: Deputy Director General, Department of State-Owned Enterprises Reform and Insurance, Ministry of Finance.

2016-2020: Deputy Director General of Fiscal Policy and Legal Department, Ministry of Finance.

2013-2016: Chief of External Finance and Debt Management Department Division.

2009-2013: Chief of the Projects Chief of External Finance and Debt Management Department Division.

2007-2008: Deputy Division of Finance Statistics, Fiscal Policy Department, Ministry of Finance.

1998-2007: Staff of Budget Department, Ministry of Finance.

1994-1998: Staff of External Finance Department, Ministry of Finance.



## **Thongpheth Chanthanivong** **Independent Director**

### **Personal Information:**

Date of Birth: 20 April 1962

Nationality: Lao

Languages: Lao, English

Designation: Project Manager (Advancing Strategic Management, Leadership and Fundraising in Higher Education in Asia / ASTRA,) Erasmus+

### **Education Background:**

2018-2021: Ph.D. 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's Degree in Business Administration, the Co-project between National Politics School and AIT University in Thailand.

1981-1985: Bachelor of Science (Mathematics and

### **Professional Experience:**

2018-2023: Vice-Dean, Faculty of Economics and Business Management (Responsible of Post-Graduate Program), National University of Laos.

2006: Associate Professor in Business Administration (2006).

2018-2024: Chairman of CPA's Curriculum, Lao Chamber of Professional Accountants and Auditors.

2018-2022: Member of Lao Chamber of Professional Accountants and Auditors Board Committees.

2018-2024: Member of Lao Telecom Company's Board Committees.

2023-2024: Member of Lao's Accounting System Improvement (Ministry of Finance)

2018-2024: Teacher of the Master and Bachelor courses of the subjects: Business, Accounting, Finance and Banking, Economics of the National University of Laos.

2020-2024: Guest speakers for the MBA course of Khon Kaen University, Thailand.

2015-2024: Trainer on IFRS and LAS Auditing



## Latdavanh Songvilay Independent Director

### Personal Information:

Date of birth: 27/04/1982

Nationality. : Lao

Language: English

Position: Director General of Macroeconomic Research Institute (MRI) of Lao Academy of Social and Economic Sciences (LASES)

### Education Background:

2008–2009: Master of Public Policy from the National Graduate Institute for Policy Studies (GRIPS), Japan;

2000–2005: Bachelor's degree in Economics, National University of Laos;

2004: Exchange student course, National University of Singapore, Singapore.

### Professional Experience:

2020-Present: Acting Director General of Macroeconomic Research Institute of Lao Academy of Social and Economic Sciences

2019–2020: Acting Director General of the Center for Macroeconomic and Economic Restructuring of the National Institute of Economic Research

2016–2019: Deputy Director General of the Center for Macroeconomic and Economic Restructuring of the National Institute of Economic Research

2015–2016: Chief of Division in National Economic Research Institute of the Ministry of Planning and Investment

2011–2015: Deputy Chief of Division in National Economic Research Institute of Ministry of Planning and Investment

2005–2011: Research Assistant at the National Economic Research Institute of the Ministry of Planning and Investment



## Sonexay Silaphet Independent Director

### Personal Information:

Date of birth: 01/01/1977

Nationality: Lao

Language: English

Position: President of Lao Chamber of Professional Accountants and Auditors (LCPAA)

### Education Background:

2017–2021: Doctor of Philosophy Ph.D. Accountancy, Sripatum University, Thailand;

2013–2014: Master’s degree in finance, Santapol Technology College;

1995–2000: Bachelor’s degree in business administration, Comcenter College;

1995–1998: Higher diploma in accounting, Pakpasak Technical College;

06/2016: Member of CPA Australia;

2018: Member of LCPAA;

1999–2000: Member of Lao Institute of Chartered Public Accountants (LICPA).

### Professional Experience:

05/2022–Present: President of Lao Chamber of Professional Accountants and Auditors (LCPAA)

2015–05/2022: Vice-President of Lao Chamber of Professional Accountants and Auditors (LCPAA)

01/2016–12/2017: Vice 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 Audit Manager of Ernst & Young Lao Limited

08/2007–06/2008: Audit Manager of Ernst & Young Lao Limited

05/2004–08/2007: Audit Manager of PricewaterhouseCoopers (Lao) Ltd

2002–05/2004: Experienced Senior Auditor of PricewaterhouseCoopers (Lao) Ltd

2000–2001: Senior Auditor of PricewaterhouseCoopers (Lao) Ltd

1998–1999: Auditor of PricewaterhouseCoopers (Lao) Ltd



## 2. The Management Team

### 2.1. The Board of Management

The Board of Management of BCEL, as of 31 March 2024, consists of 5 members as follows:

Name and Surname	Position	Date of Designation
Mme. Saysamone Chanthachack	Managing Director	1 <sup>st</sup> August 2022
Mr. Nanthalath Keopaseuth	Deputy Director	30 <sup>th</sup> September 2014
Mr. Kongasack Souphonesy	Deputy Director	1 <sup>st</sup> May 2021
Mrs. Bouaphayvanh Nandavong	Deputy Director	1 <sup>st</sup> May 2021
Mr. Saychit Simmavong	Deputy Director	1 <sup>st</sup> May 2021

### 2.2. Biography of the Management Team



#### Saysamone Chanthachack Director

**Personal Information:**

Date of birth: 15/03/1969

Nationality: Lao

Language: Lao, English

Designation: Managing Director of BCEL

**Education Background:**

Higher Diploma of Politics Course.

2007: International Master of Business Administration, Flinders University, Australia.

1998: Master of Public Policy, Graduate School of Policy Science, Saitama University, Japan.

1993: Master of Economics, Kuban State University, Russia.

**Professional Experience:**

08/2022–Present : Managing Director, Banque Pour Le Commerce Exterieur Lao Public.

09/2021–08/2022: Chief Executive Officer, Lao Securities Exchange.

2015: Director General, Lao Securities Commission Office, Bank of the Lao PDR.

04/2010: Deputy Director General, Lao Securities Commission Office, Bank of the Lao PDR.

2009: Deputy Director General, Monetary Policy Department, Bank of the Lao PDR.

1993–1997: Officer, Monetary Policy Department, Bank of the Lao PDR.





## **Nanthalath Keopaseuth** **Deputy Director**

### **Personal Information:**

Date of birth: 16/08/1978

Nationality: Lao

Language: Lao, English, and Chinese

Designation: Deputy Director of BCEL

### **Education Background:**

2008–2010: Masters's Degree in International Trade Policy from the United States of America.

2005–2006: Certificate in International Trade from Australia,

2004–2004: Enrolled in English Training Course from Vientiane College, Lao PDR

1996–2000: Bachelor's Degree in English, National University of Laos.

### **Professional Experience:**

2014–Present: BCEL Deputy Managing Director

2012–2014: Chief of Electronic Banking and Card Service Center.

2010–2012: Acting Chief of Electronic Banking and Card Service Center.

2007–2008: Acting Deputy Chief of Electronic Banking and Card Service Center.

2001–2003: Technical staff at International Remittance.

200–2001: Technical staff of Accounting Division.

2000–2001: Technical staff of Operation Center.



## **Kongsack SOUPHONESY** **Deputy Director**

### **Personal Information:**

Date of Birth : 12/11/1977

Nationality : Lao

Language : Lao, English

Designation : BCEL Deputy Managing Director

### **Education Background:**

2021 : Master's Degree in Financial Management, National University of Laos **Professional**

2018 : A Higher Diploma in Political Theory and Public Administration, Vientiane Capital's  
School of Politics and Public Administration;

### **Experience:**

2021-Present : Deputy Managing Director of BCEL

03/09/2018 : Chief of Internal Audit Division, BCEL Head Office

2016-2018 : Attend Political Course at Vientiane Capital Politics and Administration  
Institution.

27/10/2014 : Chief of Luangnamtha Branch

29/04/2013 : Chief of Huaphan Branch

12/05/2010 : Chief of Huaphan Branch

20/05/2008 : Acting Deputy Chief of Huaphan Branch

13/12/2007 : Chief of Credit Section of Oudomxay Branch

2005-2007 : Acting Chief of Credit Section of Oudomxay Branch

26/05/2000 : Staff of BCEL's Oudomxay Branch



## **Bouaphayvanh Nandavong** **Deputy Director**

### **Personal Information:**

Date of Birth : 26/11/1971

Nationality : Lao

Language : Lao, English

Designation : BCEL Deputy Managing Director

### **Education Background:**

2014 : Master Degree in Economy Management from National Politics and Administration Institution

### **Professional Experience:**

2021-Present : Deputy Managing Director of BCEL

1/1/2019-2021 : Chief of Human Resources Division

2018-2019 : Acting Chief of Human Resources Division

2015-2018 : Deputy Chief of Human Resources Division

2013-2015 : Deputy Chief of Vientiane Branch

2011-2013 : Deputy Chief of Human Resources Division

1997-2009 : Staff of Human Resources Division, Head Office

1994-1997 : Staff of Admin-Finance Division

1993-1994 : Staff of BCEL's Morning Market Service Unit



## Saychit Simmavong

### Deputy Director

#### Personal Information:

Date of Birth : 11/02/1972

Nationality : Lao

Language : Lao, Englis, French

Designation : BCEL Deputy Managing Director

#### Education Background:

2014: Master's Degree in Economy Management from the National Politics and Administration Institution.

#### Professional Experience:

2021-Present : Deputy Managing Director of BCEL

08/01/2018 : Chief of Admin-Finance Division

27/10/2014 : Acting Chief of Admin-Finance Division

2013-2014 : Deputy Chief of Admin-Finance Division

2007-2013 : Chief of General Administration Section, Admin-Finance Division

2000-2006 : Chief of Cheque Collection Unit, Treasury and International Service Division

1999-2000 : Chief of Sihom joint Money Exchange Unit, Service Center

1988-1999 : Chief of Money Exchange Unit at Friendship Bridge, Service Center

10/09/1995 : Staff of BCEL Head Office



### 3. Operation of the Board of Directors and the Committees of the Board of Directors

#### 3.1. The meetings of the Board of Directors

During the 1<sup>st</sup> quarter of the year 2024, the Board of Directors held 1 ordinary meeting and 1 extraordinary meeting and approved some of the matters which are as follows.

- Acknowledged the operation of audit in the year 2023;
- Acknowledged the operation of accounting in the year 2023;
- Acknowledged the operation of risk management in the 1<sup>st</sup> quarter of the year 2024;
- Acknowledged the business performance report as of 02/2024;
- Approved the selection of the independent audit firm for the year 2024 in order to propose to the shareholders' meeting;
- Approved the models and approaches of assessment for the BOD, the BOD's members, and the BOD committees for the year 2023 and 2024;
- Approved the organization plan for the meetings of the BOD and the BOD committees for the year 2024;
- Approved the business performance report of the year 2023 audited by an independent auditor which will be proposed to the shareholders' meeting;
- Approved the business plan for the year 2024 in order to propose to the shareholders' meeting for approval;
- Approved the allocation of profits for the year 2023 in order to propose to the shareholders' meeting;
- Approved the dividends payment plan for the year 2023 in order to propose to the shareholders' meeting as per the following details:
  - o Amount: 300 LAK/share,
  - o Book closure date: 26/04/2024,
  - o Payment date: 14/05/2024;
- Approved the AGM 2023 date:
  - o Book closure date: 25/03/2024,
  - o Meeting date: 29/04/2024, 14:30,
  - o Location: Lao Plaza Hotel Vientiane;
- Approved the repositioning of some officers within the Divisions and Branches;
- Approved loan applications subject to the approval authority of the Board of Directors for customers.



### **3.2.Risk Management Committee**

The committee has focused on supervising the research and development of regulations and policies regarding risk management. Additionally, it has approved policies and regulations related to risk management and has monitored the progress of the Basel 2 project, which has been underway since 2018. The Committee has continued its regular practice of holding meetings as stipulated by regulations. In the first quarter of 2024, the Committee held one meeting where they discussed and acknowledged the report on the implementation of risk management and the Basel 2 project for the 1<sup>st</sup> quarter of the year 2024.

### **3.3.Nomination & Remuneration Committee**

The Committee closely collaborated on the selection of senior officers and executives, as well as the organizational structure of BCEL's management periodically. Furthermore, it focused on amending the salaries and remuneration of BCEL's employees across all levels, up to the C-level, aligning with BCEL's policies and aiming to serve the best interests of BCEL and its shareholders. The Committee also conducted research on policies and regulations to be discussed in the upcoming shareholders' meeting. In the first quarter of 2024, the Committee made some appointment and repositioning of managers at branches, divisions and centers within the organization.

### **3.4.Corporate Governance Committee**

The Committee closely monitored the business performance of BCEL, particularly focusing on expanding the customer base for loans, addressing non-performing loans (NPLs), and overseeing treasury activities regularly. Additionally, the Committee has been actively tracking the bank's overall performance, the execution of the annual plan, long-term strategic plans, operational plans, and various projects. The Committee also prioritized human resource development initiatives. In the first quarter of 2024, the Committee convened one meeting to acknowledge the report on the business performance for the year 2023 and for the beginning of the year 2024 and discuss the plans for the year 2024.

### **3.5.Audit Committee**

The Audit Committee oversaw internal audit operations and policymaking, including selecting an independent audit firm and coordinating with authorized and state auditors. It also played a key role in addressing audit findings and implementing auditor recommendations. The Committee actively promoted BCEL's compliance with accounting principles and regularly monitored disclosure practices as per regulatory requirements. Meetings were conducted regularly as per BCEL's regulations. In the first quarter of 2024, the Committee held one meeting and discussed the following:

- Acknowledged the audited financial report for the year 2023 by PwC, to be proposed in the Board of Directors;
- Approved the nomination of the independent auditor for the year 2024 in order to further submit to the Board of Directors;
- In 2023, Internal Audit conducted routine audits on 161 entities across Divisions, Centers, Branches, Sections, and Service Units; 313 urgent audits on Sections and Service Units; 7 command audits; and 13 branch audits.



## V. Corporate Social Responsibility

### ❖ Corporate Social Responsibility

BCEL's management and staff have played a significant role in Corporate Social Responsibility (CSR), an integral aspect of BCEL's core values, alongside business operations and other responsibilities.

Utilizing BCEL's technological prowess and advancements, the company has developed a CSR product known as "BCEL OneHeart," serving as an intermediary platform for donations that facilitates support for both donors and recipients. In the first quarter of 2024, BCEL recorded 918 donations via BCEL's OneHeart, totaling 41.91 million LAK.

Additionally, BCEL has been actively involved in supporting various sectors of society, including education, sports, healthcare, aid for victims of natural disasters, and participation in special national events through financial contributions and material support. During the first quarter of 2024, BCEL's support extended to 33 events, with a cumulative amount of 385 million LAK allocated for these initiatives.

*Jo* Managing Director



Nanthalath KEOPASEUTH