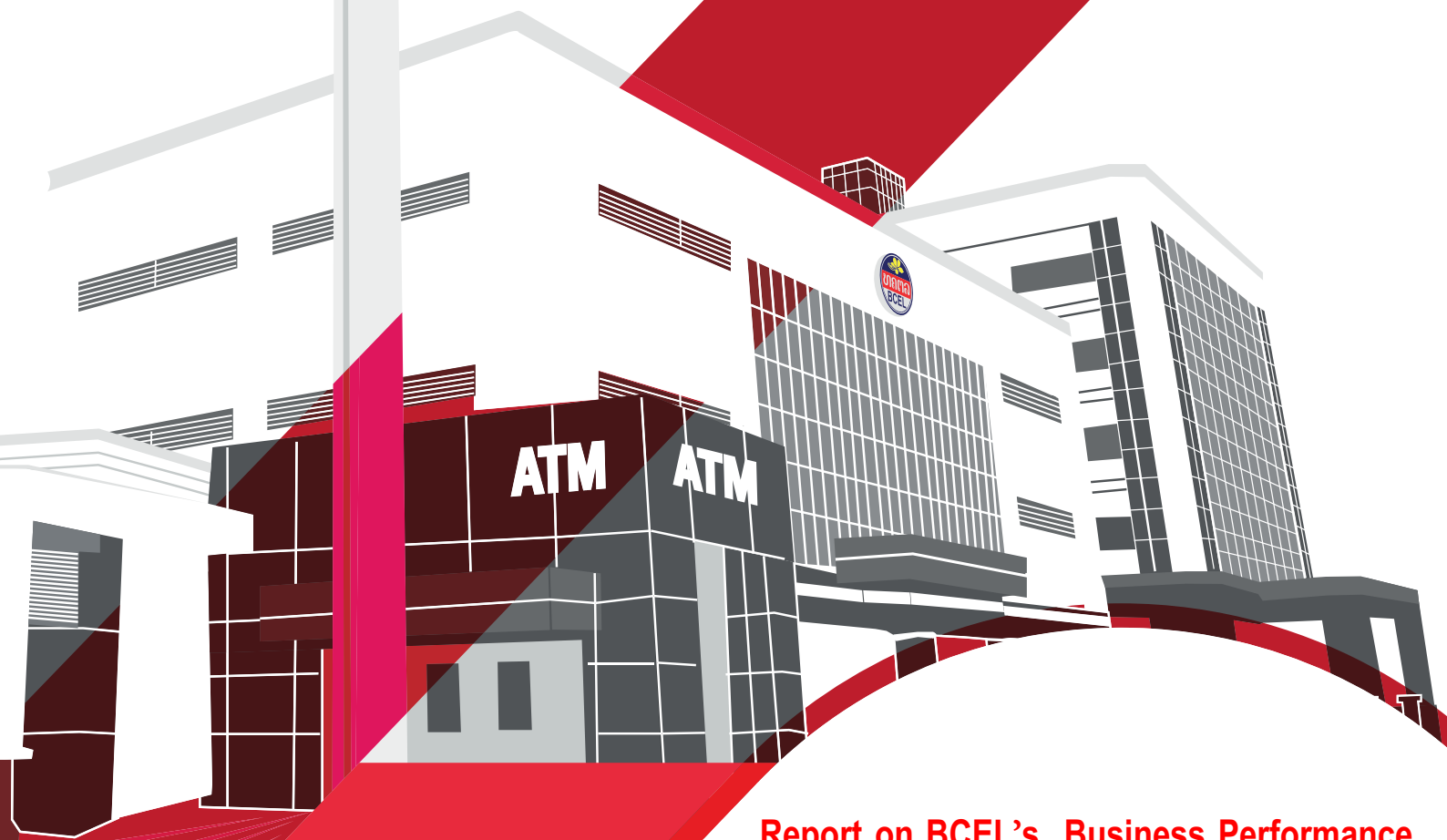




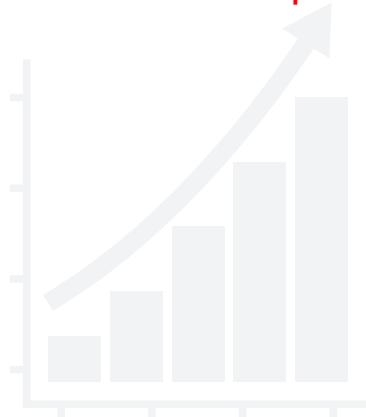
ທະນາຄານການຄ້າຕ່າງປະເທດລາວ ມະຫາຊົນ
BANQUE POUR LE COMMERCE EXTERIEUR LAO PUBLIC



Report on BCEL's Business Performance

Financial statement for the three-month
period of quarter III

Ended 30 September 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 the first nine months of 2024, the Lao PDR continues to encounter several economic challenges, including issues related to the financial and monetary landscape, fluctuations in the exchange rate, inflation, labor shortages, budget constraints, and public debt. Notably, the tourism sector and investments in the energy sector remain critical factors and drivers of economic growth.

According to projections from the World Bank, the Singapore economy is expected to grow by 4%¹ by the end of 2024. This anticipated growth rate is lower than that experienced in the pre-COVID-19 period, primarily due to ongoing economic uncertainties and a range of internal and external factors. Despite the government's implementation of a more hawkish and austere monetary policy, which includes restrictions on foreign currency exchange, these measures have had a limited impact on the recovery of macroeconomic stability.

1.1. Inflation

As of September 2024, the inflation rate stood at 21.7%², representing the second consecutive month of a slower rate of increase over the past twelve months. Among the various categories of goods, the highest inflation rate was observed in the health and medicine sector, which experienced an increase of 34%. This was followed by the accommodation, water supply, electricity, and cooking fuel category, with an increase of 32.9%, and the restaurants and hotels category, which saw an increase of 30.9%. The home appliances category rose by 29.3%, while the education sector also experienced an increase of 29.3%. Notably, the food and non-alcoholic beverages category, which carries the largest consumption weight, increased by 21.1%

The primary reason for the slower pace of inflation rate increases is the relatively low pressure on the exchange rate, which is characterized by minimal volatility. Additionally, the decline in oil prices in the global market has contributed to lower prices for imported goods. However, weak domestic production conditions, exacerbated by climate change factors such as heavy rainfall and flooding, along with insufficient supply to meet demand, have led to higher prices for many commodities

¹ <https://www.worldbank.org/en/country/lao/overview#1>

² Inflation Report for September 2024, National Statistics Center



1.2. Exchange Rate

In the third quarter of 2024, the Bank maintained the exchange rate band of $\pm 7.50\%$ against the U.S. dollar. The difference between the buying and selling rates for currencies such as the dollar, baht, yuan, euro, and yen is limited to no more than 2%. For currency exchanges involving cheques, the difference between the purchase and sale rates shall not exceed 5%. Furthermore, the exchange rates for the kip against both the dollar and the baht continue to increase (Source: Bank of the Lao PDR).

The average interbank exchange rate for the dollar over the first nine months was 21,398 kip/dollar, reflecting an increase of 18% year-on-year (up from 18,070 kip/dollar). In comparison, the average off-grid exchange rate was 24,229 kip/dollar, which represents a year-on-year increase of 28% (up from 18,945 kip/dollar). Regarding the exchange rate for the baht, the average rate across the entire banking system was 663 kip/baht, marking an increase of 23% (up from 539 kip/baht) compared to the same period. The average non-institutional exchange rate was 677 kip/baht, showing an increase of approximately 22% (up from 552 kip/baht), according to data from the Bank of Lao PDR and Statistics of Foreign Economies. The depreciation of the kip continues to be influenced by both internal and external factors. However, in 2024, the Bank of Lao PDR will maintain a more stringent approach to monetary policy and implement the exchange rate policy in alignment with market mechanisms under state supervision

2. Highlighted updates of BCEL

During the third quarter of 2024, BCEL convened 1 performance review meeting (the meeting for the 2nd quarter of year 2024), conducted 5 Board of Directors' meetings (5 ordinary meetings and 3 extraordinary meetings), the Bank also conducted a ceremony to announce the appointment of Deputy Managing Directors and approved and disclosed the financial figures for the first six months of 2024, which were reviewed by an independent auditor. Additionally, an investors and international relations section was established. Furthermore, a seminar titled "Opportunity Day" for the first half of 2024 was held at the Lao Securities Exchange and was broadcasted live via the Facebook Page of the Lao Securities Exchange.

Service networks: The Xaymoungkhoun Service Unit opened for operations on July 8, 2024, as part of the Vientiane Capital Branch.

Cooperations:

A signing ceremony was held between BCEL and Vientiane Insurance Group on September 25, 2024, at the Crowne Plaza Hotel, alongside the launch of insurance buying and selling services through the BCEL One app.



Marketing:

Various marketing activities have been conducted, including the Free Vacation Generation event in Shanghai in collaboration with MoneyGram, the 2-Tier Lucky Giveaway to celebrate the Founding Day of the Lao Women's Union, the BCEL One Happy Introduction with Prizes, and the 35th Anniversary of BCEL Celebration Campaign, which featured a free subscription to BCEL One offering gifts valued at 100,000 Kip. Additionally, BCEL was honored with the 2024 U.S. Dollar Clearing Quality Recognition Award for Outstanding Achievement in Best-in-Class from JP Morgan Chase Bank.

3. Financial Highlights

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

- Assets/Liabilities: 139,971,526 million LAK, achieved 99.42% of the 2024 annual plan , an increase of 20% compared to the same period last year.
- Loans: 58,190,052 million LAK, achieved 97.85% of the 2024 annual plan, a growth of 19% compared to the same period of last year.
- NPL rate: 2.67%.
- Deposits: 131,042,832 million LAK, accounted for 100.80% of the 2024 annual plan and increased by 23% compared to the same period of last year.
- Profit After Tax (Net): 368,774 million LAK (Profit after tax for 9 months period of the year 2024), achieved 122.92% of the 2024 annual plan, a growth from the same period of last year by 82%.

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 September 2024, the Bank has 1 Head Office, 6 joint ventures, 20 branches, 101 service units, and 12 exchange units all over the Lao PDR.

Contact

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- Fax (+856-21) 213202
- Email : bcelhqv@bcel.com.la
- 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 Extérieur 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 30 September 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 30 September 2024, consists of 8 members as follows:

Name and surname	Position	Date of designation
Mr. Bounpone Vannachith	Chairman	27 th April 2023
Mr. Akhom Prasertth	Independent member, Vice Chairman	24 th April 2024
Mme. Saysamone Chanthachack	Member	22 nd November 2022
Mr. Stephane Mangiavacca	Member	29 th May 2020
Mr. Pasomphet Khamtanh	Member	3 rd August 2021
Assoc.Prof. Mr. Thongphet Chanthanivong	Independent member	3 rd August 2021
Mrs. Latdavanh Songvilay	Independent member	3 rd August 2021
Mr. Sonexay Silaphet	Independent member	3 rd 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.



Akhom PRASERTH

Vice Chairman

Personal Information:

Date of Birth: 03 May 1968

Nationality: Lao

Language: Lao, English

Designation: Independent Director

Education Background:

2002-2005: Doctor of Philosophy in Business Administration, Korea Maritime and Ocean University (KMU), Busan, South Korea.

1994-1996: Bachelor of Business Administration, National Institute of Development Administration (NIDA), Bangkok, Thailand.

1985-1991: Bachelor of Science in Heavy Mechanics, Tashkent Institute of Railway Engineers, Tashkent, Uzbekistan (formerly part of the Soviet Union).

Professional Experience:

July 2024 - Present: Deputy Secretary of the National Assembly

July 2021 - July 2024: Director of Banking Institutions

July 2018 - July 2021: Director of Lao Development Bank

October 2014 - July 2018: Head of Strategic Planning for Financial-Fiscal Development 2021-2025 and Vision 2030

October 2010 - July 2018: Member of the Executive Council, Lao Stock Exchange

August 2010 - July 2018: Head of the Financial Institutions Supervision Unit, Bank of Lao PDR

February 2008 - August 2010: Deputy Head of the Securities Market Founding Committee

February 2007 - February 2008: Deputy Head of the Commercial Banking and Financial Institutions Supervision Division, Bank of Lao PDR

January 2007 - 2009: Head of Strategic Planning for the Development of the Financial-Fiscal Sector of the SPLA 2010-2020

August 2006 - September 2008: Member of the Executive Council of the Lao Development Bank.

August 2005 - February 2006: Head of the Monetary Policy Department, Monetary Policy Division, Bank of Lao PDR.

January 2005 - August 2005: Head of the Foreign Economic Research Department, Economic Research Unit, Bank of Lao PDR.

1997 - 2002: Head of the Internal Economic Research Department, Economic Research Department, Bank of Lao PDR

1992 - 1993: Professional Experience at the Ministry of Commerce, Public Works, and Transport.



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 30 September 2024, consists of 7 members as follows:

Name and Surname	Position	Date of Designation
Mme. Saysamone Chanthachack	Managing Director	1 st August 2022
Mr. Nanthalath Keopaseuth	Deputy Director	30 th September 2014
Mr. Kongasack Souphonesy	Deputy Director	1 st May 2021
Mrs. Bouaphayvanh Nandavong	Deputy Director	1 st May 2021
Mr. Saychit Simmavong	Deputy Director	1 st May 2021
Mrs. Phousengthong Anoulakkham	Deputy Director	1 st July 2024
Mr. Nalin Silavongsith	Deputy Director	1 st July 2024



2.2. Biography of the Management Team



Saysamone Chanthachack **Managing 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 Managing Director

Personal Information:

Date of birth: 16/08/1978

Nationality: Lao

Language: Lao, English, and Chinese

Designation: Deputy Managing 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: Deputy Managing Director of BCEL

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 Managing Director**

Personal Information:

Date of Birth: 12/11/1977

Nationality: Lao

Language: Lao, English

Designation: Deputy Managing Director of BCEL

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 Managing Director**

Personal Information:

Date of Birth : 26/11/1971

Nationality : Lao

Language : Lao, English

Designation : Deputy Managing Director of BCEL

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 Managing Director

Personal Information:

Date of Birth : 11/02/1972

Nationality : Lao

Language : Lao, Englis, French

Designation : Deputy Managing Director of BCEL

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 Administration and Finance Division

27/10/2014 : Acting Chief of Administration and Finance Division

2013-2014 : Deputy Chief of Administration and Finance Division

2007-2013 : Chief of General Administration Section, Administration and 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



Phousengthong ANOULAKKHAM

Deputy Managing Director

Personal Information:

Date of Birth: 28/07/1974

Nationality: Lao

Language: Lao, English

Designation: Deputy Managing Director of BCEL

Education Background:

Master of Accounting and Finance, National University of Laos

Experience:

7/2024 – Present: Deputy Managing Director of BCEL

6/2023 – 6/2024: Chief of Administration and Finance Division

8/2018 – 6/2023: Chief of Accounting Division

7/2015 – 8/2018: Chief of Internal Audit Division

9/2010 – 7/2015: Deputy Chief of Card Center

2009 – 8/2010: Deputy Chief of IT Center

7/2006 - 2009: Acting Deputy Chief of IT Center

7/2003 – 7/2006: Staff of BCEL Accounting Division

2/2002 – 7/2003: Staff of BCEL Deposits Division

11/1998 – 2/2002: Staff of BCEL Internal Audit Division

9/1996 – 11/1998: Staff of BCEL Deposits Division

2/1995 – 9/1996: Staff of BCEL Accounting Division.



Nalinh SILAVONGSITH
Deputy Managing Director

Personal Information:

Date of Birth: 20/06/1969

Nationality: Lao

Language: Lao, English, Japanese

Designation: Deputy Managing Director of BCEL

Education Background:

Master of Business Administration, Waseda University (Japan).

Experience:

7/2024 – Present: Deputy Managing Director of BCEL

7/2023 – 6/2024: Deputy Director General of Banking Services Department, Bank of Lao PDR

8/2022 – 7/2023: Deputy Director, Credit Information Company, Bank of Lao PDR

5/2021 – 8/2022: Deputy Managing Director of BCEL

2017 - 2021: Deputy Director of Lao Development Bank

2014 - 2017: Director, Lanexang Security Company Limited

2014: Position at Lao Development Bank, Head Office

2012 - 2014: Head of Dongdok Branch

2008 - 2012: Head of Credit Administration Division

2006 - 2008: Acting Head of Credit Management Department

1999 - 2003: Head of Services Division, Laos-Viet Bank

1997 - 1999: Head of Morning Market Service Unit

1992 - 1997: 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 3rd quarter of the year 2024, the Board of Directors convened for a total of five meetings, 2 ordinary meetings and 3 extraordinary meetings. Additionally, the Board approved some important documents through a circular letters. The following significant issues were approved:

- Acknowledged the BCEL's performance reports of each period;
- Acknowledged the report of operation of risk management, Internal Audit and the progress report of the Basel-2 projects for the 2rd quarter of the year 2024;
- Approved the 6 months financial report of the year 2024, as reviewed by an independent auditor;
- Approved in principle the plan to sell a piece of land belonging to BCEL asset;
- Approved the revision of the policy for BCEL employees, effective from October 2024;
- Approved significant matters concerning the Vice president of the BCEL's board directors;
- Approved the principles of the accounting practices for the data center construction project of BCEL;
- Approved the principles for upgrading the Xaysomboun service unit to a branch;
- Approved the principles for conducting a feasibility study on the acquisition of land from the Ministry of Finance;
- Endorsed the revision of the regulations on the appointment of positions within BCEL;
- Approved the appointments and repositions of a number of personnel;
- Acknowledged the report on the debt resolution for one corporate customer which is subject to the right of consideration of the Board of Directors;
- Endorsed the principles regarding the amendment of the loan agreement of a the corporate customer;
- Approved changes to the terms and conditions of the loan agreements for 2 corporate customers;
- Approved in principle regarding the monthly report of credit figures for 09/2024;
- Approved a number of loan proposals that are subject to consideration of the Board of Directors.



3.2.Risk Management Committee

The committee has concentrated its efforts on providing guidance regarding the research and development of BCEL's risk management procedures and policies. Additionally, the committee has actively considered and adopted relevant policies and regulations pertaining to risk management, while also overseeing the ongoing implementation of the Basel II project by BCEL, which has been in progress since 2018. The committee convened its meetings regularly, in accordance with established rules and regulations. During the third quarter of 2024, the committee considered the risk management report of BCEL for 2nd quarter 2024 and the report on the implementation of the Basel II project for 2nd quarter 2024.

3.3.Nomination & Remuneration Committee

The committee has focused on researching and evaluating personnel goals aimed at enhancing the effectiveness of the Board of Directors of BCEL over time. Additionally, it has monitored the performance of salaries and remuneration for BCEL employees and executives at all levels, in accordance with established policies designed to protect the interests of BCEL and its shareholders.

Furthermore, the committee has examined various regulations to facilitate the presentation for approvals to the Board of Directors in accordance with procedural requirements. During the three-month period of the third quarter of 2024, the committee approved the appointment and repositions of several positions across departments, centers, and branches. The committee also approved revisions to employee policies and amendments to regulations concerning appointments within BCEL.

3.4.Corporate Governance Committee

The Executive Management Committee has paid close attention to the ongoing monitoring and encouragement of BCEL's business performance, particularly regarding credit expansion, non-performing loan (NPL) resolution, and capital management. Additionally, the committee has overseen the implementation of business results, annual operational plans, long-term strategic plans, and various programs and projects, while closely monitoring administrative functions and personnel development at BCEL. During the three-month period of the third quarter of 2024, the committee convened the meeting in accordance with regulations, during which they considered the business performance report of 6 months 2024 in accordance with the Lao Accounting Standard.

3.5.Audit Committee

The Audit Committee has focused on supervising the internal audit activities of BCEL and establishing internal audit policies. This includes considering the appointment of independent auditors and coordinating with external auditors, as well as management from each department and relevant government agencies. The committee has also concentrated on researching and guiding BCEL in addressing auditor findings and recommendations to enhance operational effectiveness.



Furthermore, the committee encourages BCEL to adhere to established accounting principles and ensure that activities comply with set rules and regulations. Regular monitoring of information disclosure practices has been conducted to ensure compliance with the established information disclosure regulations.

The committee held its meetings regularly, in accordance with the cycle defined in BCEL's regulations. During the three-month period of the third quarter of 2024, the committee convened and approved some important items, including:

- Approval of the financial statements for the first six months of 2024, which were reviewed by the independent auditors from EY in order to submit to the Board of Directors for final approval
- Acknowledgment of the periodical report on the internal audit and accounting activities of BCEL.

V. Corporate Social Responsibility

❖ Corporate Social Responsibility

In addition to conducting business and fulfilling other responsibilities, the board of directors and employees of BCEL have dedicated their efforts to contributing to and participating in the Corporate Social Responsibility (CSR) project, which is one of the core values of BCEL, as detailed below:

BCEL leverages its technological capabilities and modern innovations in the development of products that serve society. One such initiative is BCEL One Heart, a platform designed to facilitate donations for social assistance. This tool simplifies the donation process for both those in need and those willing to contribute. During the first nine months of 2024, BCEL One Heart enabled 14,015 individuals to donate, resulting in a total contribution of 2,981 million kip.

Furthermore, BCEL has actively encouraged and supported societal welfare through various initiatives, including sponsoring education and sports, health programs, assisting victims of natural disasters, and promoting significant national holidays. During the same nine-month period in 2024, BCEL donated cash, materials, and equipments, totaling 90 items with an overall value of 1,701 million kip.

Managing Director



Saysamone
Saysamone CHANTHACHACK