

# **The First Quarterly Report**

For the period ended 31 March 2022

Advanced Bank of Asia Limited (ABA Bank)

### **Financial Highlights**

| Financial Situation (in KHR million)                                      | Quarter 1<br>2022 | 31 December<br>2021 | 31 December<br>2020 |
|---|-------------------|---------------------|---------------------|
| Total Assets  | 33,331,066        | 32,025,961          | 24,788,906          |
| Total Liabilities   | 28,805,529        | 27,749,025          | 21,683,202          |
| Total Equity  | 4,525,537         | 4,276,936           | 3,105,704           |
| Financial Results (in KHR million)  | Quarter 1<br>2022 | Quarter 1<br>2021   | Quarter 1<br>2020   |
| Total Income  | 610,337           | 473,818             | 377,429             |
| Profit before Tax   | 347,691           | 243,921             | 174,767             |
| Profit for the Period   | 274,675           | 192,696             | 136,317             |
| Total Comprehensive Income for the Period                                 | 262,128           | 193,641             | 135,280             |
| Financial Ratio (%)   | Quarter 1<br>2022 | 31 December<br>2021 | 31 December<br>2020 |
| Solvency Ratio  | 17.58             | 18.90               | 18.08               |
| Debt to Equity Ratio  | 636.51            | 648.81              | 695.86              |
| Liquidity Coverage Ratio  | 136.00            | 149.32              | 166.62              |
| Non-performing Credit Ratio   | 1.41              | 0.88                | 0.80                |
| Loan to Deposit Ratio   | 86.14             | 84.48               | 78.69               |
| Profitability Ratio (%)   | Quarter 1<br>2022 | Quarter 1<br>2021   | Quarter 1<br>2020   |
| Return on Average Assets (ROAA) [1]                                       | 0.84              | 0.75                | 0.74                |
| Return on Average Equity (ROAE) [1]                                       | 6.24              | 6.02                | 5.84                |
|   |                   |                     | 416.48              |
| Interest Coverage Ratio [1]   | 624.37            | 488.21              | 410.40              |
| Interest Coverage Ratio [1] Earnings per Share (for equity listed entity) | 624.37<br>N/A     | 488.21<br>N/A       | N/A                 |
|   |                   |                     |                     |

<sup>[1]</sup> These ratios are not annualized and were calculated using the three-month period of profit or loss figures from 1 January to 31 March of each reporting period.

### **Graphs of Financial Highlights**

**TOTAL ASSETS** 

in KHR Millions

FROM 2021

33,331,066 Q1 2022

32,025,961

24,788,906

**TOTAL LIABILITIES** 

in KHR Millions

FROM 2021

28,805,529 Q1 2022

**27,749,025** 

**21,683,202** 

**TOTAL EQUITY** 

in KHR Millions

FROM 2021

**4,525,537** Q1 2022

**4,276,936** 

3,105,704

**TOTAL COMPREHENSIVE INCOME** 

in KHR Millions

+35.4%

FROM Q1 2021

262,128 Q1 2022

193,641 Q1 2021

135,280

**RETURN ON AVERAGE ASSETS** 

in percentage

(basis points)

FROM Q1 2021

0.84

**0.74** Q1 2020

**RETURN ON AVERAGE EQUITY** 

FROM Q1 2021

6.24 Q1 2022

6.02

**5.84** Q1 2020

### Composition of the Board of Directors



Yves Jacquot Chairman



**Dominic Jacques** Non-Executive Director



Madi Akmambet Executive Director



Martin Ouellet Non-Executive Director



**Christian St-Arnaud** Non-Executive Director



Paolo Pizzuto
Non-Executive Director



**Etienne Chenevier** Independent Director



Henri Calvet Independent Director



**Guy Quaden** Independent Director

### Chairman Statement

Dear investors, let me discuss ABA Bank's performance in Q1 2022 following the requirement of the Securities and Exchange Regulator of Cambodia.

Cambodia followed its recovery curve from the Covid situation during the reporting period. The country's reopening in November last year was amplified in March 2022 when Cambodia abolished PCR and rapid tests for fully vaccinated passengers. It is believed to improve international tourism and positively impact local businesses, especially in the hospitality sector.

To play its essential part in supporting borrowers affected by the pandemic crisis, ABA restructured the loans following the National Bank of Cambodia guidelines. The Bank also continued distributing new loans to its customers as access to capital is vital for people and businesses. In the quarter, 12,622 loans worth USD 590.3 million were disbursed. It increased the Bank's gross loan portfolio by 8%, amounting to USD 5.8 billion in total. In addition, ABA kept participating in the SME Co-Financing Scheme 2020 (SCFS), an initiative of the Royal Government of Cambodia to provide affordable loans to SMEs. Under this loan scheme, the Bank disbursed loans worth USD 8.7 million for capital expenditure and working capital with a special interest rate of 7% per annum and a term of up to 7 years.

ABA's deposit portfolio equaled USD 6.7 billion in the first quarter of 2022, representing a 6% increase from the last quarter of 2021. As more customers choose ABA as their bank, the customer base in Q1 2022 grew by another 8% and the number of ABA customers' accounts reached 2.2 million.

The main financial performance indicators of ABA also showed growth during the reporting period:

- As of the end of Q1 2022, the total assets grew 5% compared to Q4 2021 and totaled USD 8.2 billion.
- The shareholders' equity of the Bank increased by 6% and reached USD 1.1 billion in the reporting period.
- The Bank managed to secure USD 67.6 million in net profit for the quarter.

These results rest primarily upon the Bank's leverage on its state-of-art digital banking and self-banking platforms. During the period, the Bank continued improving its ABA Mobile banking application by bringing new convenient services and features, such as

- The ABA ID feature for easier transfers and payments;
- The ABA KHQR service to enable merchants to collect cashless payments from ABA Mobile users and customers of all other banks-members of Project Bakong;
- The Services section to pay for different services while discovering special offers across various categories;
- Mastercard and UnionPay card-to-card transfers.

In February, the Bank introduced the first-in-Cambodia Card Machine. This plastic card self-issuance machine allows ABA customers to issue a card immediately at an ABA branch or 24/7 self-banking spot without any involvement of the Bank staff. Within three months after the launch, the Bank customers have issued 50,000 cards via ABA Card Machines, and the Bank sees continuous demand for this service among customers.

ABA's physical network also expanded and improved. The Bank opened its first branch in the Oddar Meanchey province and introduced five more ABA 24/7 self-banking spots in high-traffic areas in Phnom Penh due to the steadily growing clientele.

In the quarter, the reputable international financial magazine Asiamoney bestowed ABA Bank with the "Best Domestic Bank in Cambodia 2021" title. ABA received the award for its strategic focus on innovations,

standout position in the local market, the boost of the local eCommerce sector, and efforts to meet its customers' needs – all in the context of the Covid pandemic.

Taking part in the socio-economic and infrastructure development, ABA delivered \$56.9 million of taxes in the state budget in Q1 2022. ABA's strong commitment to the country's progress can also be seen in employing almost 7,000 professional local staff at 81 branches and outlets, constantly investing in staff training and development.

ABA shareholders contribute to the economy through the steady growth of the Bank's paid-up capital. I will note here that the shareholders strategically re-invest all profit in the further development of ABA and its staff. In March, the Bank submitted the request to the regulator to convert USD 140 million of its retained earnings to paid-up capital. The National Bank of Cambodia later approved the transaction.

Being the first Cambodian commercial bank to issue corporate bonds for KHR 84.8 billion, ABA also played its role in developing the securities market and promoting the Khmer Riel.

In February, the Bank fulfilled its obligation and transferred the fifth coupon payment of Corporate Bond to its bondholders. 3.3 billion Khmer riels were paid in interest for 848,210 bond units.

ABA continues to implement its business strategy, focusing on digital finance products and productive loans to businesses in real sectors of the economy. While continuously innovating for banking solutions, the Bank applies a robust risk management culture strengthened by audit and compliance functions.

Following its Vision, Mission and Values, ABA Bank is dedicated to the further socio-economic development of Cambodia and the Cambodian people in all aspects. While doing business, the Bank understands the importance of its social responsibility to improve the lives of Cambodian communities, as economic growth is not possible without social progress. In line with these values, I'd like to state the ambition of the Board of Directors, with the support of the shareholder, has appointed a CSR Committee to conduct a virtuous Corporate Social Responsibility policy that will define ABA's role to play in harmony with the current needs of the society and a specific permanent yearly budget for such activities.

The Board of Directors will keep playing an active role in overseeing the Bank's strategy execution based on the best practices and standards. The Board has the full capacity of its dedicated members who put forth their backgrounds and solid expertise in banking activities, finance, risk management, and corporate governance.

On behalf of the Board, I thank the executive team and the whole staff of the Bank for their dedication to continue serving valued customers on the highest level.

I would also like to extend my gratitude to the National Bank of Cambodia and the Securities and Exchange Regulator of Cambodia for their guidance and support.

Ultimately, I thank all customers for their trust in the Bank and other stakeholders for the confidence they demonstrate in ABA at all times.

11 May 2022

Yves Jacquot

Chairman

# CONTENTS

| Financial Highlights  | II  |
|---|-----|
| Graphs of Financial Highlights  | III |
| Composition of the Board of Directors                                     | IV  |
| Chairman Statement  | V   |
| PART 1. GENERAL INFORMATION OF THE LISTED ENTITY                          | 2   |
| A. Identification of the Listed Entity                                    | 3   |
| B. Nature of Business   | 3   |
| C. Quarterly Key Events of Listed Entity                                  | 4   |
| PART 2. INFORMATION ON BUSINESS OPERATIONS PERFORMANCE                    | 6   |
| A. Business Operation Performance Including Business Segments Information | 7   |
| B. Income Structure   | 7   |
| PART 3. FINANCIAL STATEMENT REVIEWED BY INDEPENDENT AUDITOR               | 8   |
| PART 4. MANAGEMENT'S DISCUSSION AND ANALYSIS                              | 10  |
| A. Operational Overview   | 11  |
| B. Significant Factors Affecting Profit                                   | 15  |
| C. Significant Changes in Sale and Revenue                                | 16  |
| D. Impact of Foreign Exchange, Interest Rates and Commodity Prices        | 16  |
| E. Impact of Inflation  | 16  |
| F. Economic, Fiscal and Monetary Policy of Royal Government               | 16  |
| Signature of Directors of the Listed Entity                               | 16  |

## PART 1

GENERAL INFORMATION OF THE LISTED ENTITY

#### A. IDENTIFICATION OF THE LISTED ENTITY

| Entity Name in Khmer                         | ធនាគារវឌ្ឍនៈអាស៊ី ចំកាត់  |
|--|---|
| In Latin                                     | Advanced Bank of Asia Limited   |
| Standard Code                                | KH2000091986  |
| Address                                      | N°141, 146, 148, and 148 ABCD, Preah Sihanouk Blvd, and N°15 and 153 ABC, Street 278, and N°171, Street Trasak Paem, Phum 4, Sangkat Boeng Keng Kang 1, Khan Boeng Keng Kang, Phnom Penh, Kingdom of Cambodia |
| Phone  | (+855) 23 225 333   |
| Fax  | (+855) 23 216 333   |
| Website                                      | www.ababank.com   |
| Email  | info@ababank.com  |
| Registration Number                          | 00010593 dated 29 December 2010   |
| License Number                               | B14 issued by the National Bank of Cambodia<br>dated 25 January 2021  |
| Authorization and registered document number | 155/19 SECC dated 07 August 2019  |
| Name of Listed Entity's<br>Representative    | Mr. Askhat Azhikhanov   |

#### **B. NATURE OF BUSINESS**

ABA Bank is the Cambodian leading private financial institution founded in 1996 as the Advanced Bank of Asia Limited. In 25 years of development and growth, ABA significantly strengthened its position in the market and broke into the country's top commercial banks. Today, ABA offers the entire spectrum of services to customer segments covering individuals, micro-businesses, SMEs, and large entities.

As of 31 March 2022, ABA Bank manages total assets of USD 8.2 billion and serves 2.2 million customers' accounts through the extensive network of 81 branches, 900+ self-banking machines, and advanced mobile banking and online banking platforms.

ABA Bank is a subsidiary of the National Bank of Canada (www.nbc.ca), a financial institution with around USD 287 billion USD in assets as of 31 January 2022 and a vast network of correspondent banks worldwide.

Being a shareholder of ABA Bank since 2014, the National Bank of Canada has become the first major financial institution from the North American continent to enter the Cambodian banking sector. Headquartered in Montreal, it has branches in almost every Canadian province with 2.7 million personal clients. It is the sixth-largest bank in Canada and the leading bank in Quebec, where it is the partner of choice among SMEs.

#### C. QUARTERLY KEY EVENTS OF LISTED ENTITY

ABA's market position strengthened further in the first quarter of 2022 due to the continuous work of the Bank on introducing convenient financial solutions to its customers.

#### ONLINE BANKING AND SELF-SERVICE PLATFORM ENHANCEMENT

Through its digital platforms, ABA Bank continued to offer customers the opportunity to manage their finances seamlessly and conveniently at any time of the day. ABA Mobile, the Bank's flagship mobile banking app, received several new features and enhancements:

- With the new ABA ID feature, users can receive money via a personalized unique QR code, which a sender can scan with their ABA Mobile app. A receiver can also share the QR code as a link in a chat or messenger, automatically launching the sender's ABA Mobile app when tapped.
- The ABA Services feature enhances the user experience by bringing some of ABA Bank's partner's payment services to a standalone section on the app's main screen. Users can now conveniently pay for different services while discovering special offers across various categories.
- Mastercard and UnionPay International cardholders can now send and receive money with more countries and territories in the Asia-Pacific region and domestically using the Transfer to Cards feature in ABA Mobile. Transfers will be directly credited into the recipient's account linked to the card in almost real-time. Cardholders can transfer up to US\$2,500 in a single transaction at competitive fees, while the monthly limit goes as high as US\$10,000 for Mastercard Send and US\$20,000 for UnionPay MoneyExpress.

In a move to develop further its self-banking service, ABA Bank introduced the first-in-Cambodia Card Machine in February. This plastic card self-issuance machine allows customers to order their international debit card in ABA Mobile and then issue it in two minutes in ABA Card Machine at an ABA branch or 24/7 self-banking spot. Within three months after the launch, the Bank customers issued 50,000 cards via ABA Card Machines.

To expand the physical network, ABA Bank opened its first branch in the Oddar Meanchey province and introduced five more ABA 24/7 self-banking spots in high-traffic areas in Phnom Penh. ABA 24/7 provides extensive banking services around-the-clock, allowing consumers to make cash deposits/withdrawals, deposit checks from any local bank, and issue bank cards without queueing at bank branches.

#### PROMOTING KHMER RIEL

Continuing to promote the national currency, the Bank fully enabled the KHQR payment service, an initiative led by the National Bank of Cambodia to encourage the broader use of mobile retail payments, in its ABA PAY payment system.

This integration allows ABA merchants and businesses to accept cashless payments from clients of many banks-members of Bakong via a single KHQR code. Users of mobile applications of such banks or MFIs will be able to make payments by scanning ABA PAY KHQR codes at more than 150,000 merchants across the country.

#### CONTRIBUTION TO KHMER ENTERPRISE TO SUPPORT SME IN CAMBODIA

In February, ABA Bank became a sponsor of the Khmer Enterprise Investment Readiness Program initiated by Khmer Enterprise (KE), a unit under the Ministry of Economy and Finance (MEF) in charge of implementing support programs for startups and SMEs in Cambodia.

The Bank donated US\$5,000 to the program designed to help high-potential SMEs from any sector be ready to secure the necessary capital for scaling up their businesses through practical training, coaching, and consulting.

#### INTERNATIONAL RECOGNITION

In January, Asiamoney, the regional arm of Euromoney's reputable international financial magazine, bestowed ABA Bank the "Best Domestic Bank in Cambodia 2021" title.

ABA received the award for its strategic focus on innovations, standout position in the local market, the boost of the local eCommerce sector, and efforts to meet its customers' needs – all in the context of the Covid pandemic.



The "Best Domestic Bank in Cambodia 2021" award from the Asiamoney

### PART 2

INFORMATION ON BUSINESS OPERATIONS PERFORMANCE

## A. BUSINESS OPERATION PERFORMANCE INCLUDING BUSINESS SEGMENTS INFORMATION

| Key Achievement                       | Quarter 1<br>2022 | 31 December<br>2021 | 31 December<br>2020 |  |  |  |  |
|---------------------------------------|-------------------|---------------------|---------------------|--|--|--|--|
| Loan                                  | Loan              |                     |                     |  |  |  |  |
| Loan Accounts                         | 94,231            | 91,235              | 81,568              |  |  |  |  |
| Total Gross Loans<br>(in KHR million) | 23,399,354        | 21,695,702          | 15,505,988          |  |  |  |  |
| Deposit                               |                   |                     |                     |  |  |  |  |
| Deposit Accounts                      | 3,074,356         | 2,085,172           | 1,382,401           |  |  |  |  |
| Total Deposits<br>(in KHR million)    | 27,164,411        | 25,681,396          | 19,705,090          |  |  |  |  |
| Others                                |                   |                     |                     |  |  |  |  |
| Operating Branches                    | 81                | 81                  | 79                  |  |  |  |  |
| Number of Staffs                      | 7,007             | 6,797               | 6,266               |  |  |  |  |
| ATMs                                  | 634               | 570                 | 471                 |  |  |  |  |
| POS Terminals                         | 3,697             | 3,290               | 1,627               |  |  |  |  |

### **B. INCOME STRUCTURE**

| No   | Source of                       | · ·                        | Quarter 1<br>2022 |                            | Quarter 1<br>2021 |                            | Quarter 1<br>2020 |  |
|------|---------------------------------|----------------------------|-------------------|----------------------------|-------------------|----------------------------|-------------------|--|
| NO   | Income                          | Amount<br>(in KHR million) | Percentage<br>(%) | Amount<br>(in KHR million) | Percentage<br>(%) | Amount<br>(in KHR million) | Percentage<br>(%) |  |
| 1    | Interest Income                 | 533,164                    | 87.36             | 417,844                    | 88.18             | 335,432                    | 88.87             |  |
| 2    | Fee and<br>Commission<br>Income | 65,133                     | 10.67             | 51,247                     | 10.82             | 38,872                     | 10.30             |  |
| 3    | Other Income                    | 12,040                     | 1.97              | 4,727                      | 1.00              | 3,125                      | 0.83              |  |
| Tota | al Income                       | 610,337                    | 100               | 473,818                    | 100               | 377,429                    | 100               |  |

## PART 3

FINANCIAL STATEMENT REVIEWED BY INDEPENDENT AUDITOR

Please refer to the Annex for the Interim Financial Statements reviewed by Independent Auditor

### PART 4

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following discussions and analyses focus on the operational and financial results based on Interim Financial Statement as of 31 March 2022 reviewed by Independent Auditors. The Interim Financial Statements have been prepared in accordance with Cambodian International Financial Reporting Standards ("CIFRS") and follows regulations and guidelines of National Bank of Cambodia. Only the key components of the Interim Financial Statements and key factors that affect ABA's profitability are discussed and analysed.

#### A. OPERATIONAL OVERVIEW

#### 1. INCOME ANALYSIS

ABA Bank has three main types of income including Interest Income, Fees and Commissions Income and Other Income.

- Interest Income includes the interest income from loan to customers, deposit with banks and investment securities.
- Fee and Commission Income mainly includes loan commission, inward and outward remittance and card income.
- Other Income includes foreign exchange gains and other income.

#### 2. INCOME BY SEGMENT ANALYSIS

| No | Quarter 1<br>2022               |                         | Quarter 1<br>2021 |                         | Quarter 1<br>2020 |                         |                   |
|----|---------------------------------|-------------------------|-------------------|-------------------------|-------------------|-------------------------|-------------------|
| No | Category                        | Amount (in KHR million) | Percentage<br>(%) | Amount (in KHR million) | Percentage<br>(%) | Amount (in KHR million) | Percentage<br>(%) |
| 1  | Interest Income                 | 533,164                 | 87.36             | 417,844                 | 88.18             | 335,432                 | 88.87             |
| 2  | Fee and<br>Commission<br>Income | 65,133                  | 10.67             | 51,247                  | 10.82             | 38,872                  | 10.30             |
| 3  | Other Income                    | 12,040                  | 1.97              | 4,727                   | 1.00              | 3,125                   | 0.83              |
| To | tal Income                      | 610,337                 | 100               | 473,818                 | 100               | 377,429                 | 100               |

ABA Bank earns most income from interest income representing 87.36% of total income in the first quarter of 2022, among which 97.32% of the interest income are from the loans to customers.

#### 3. GROSS PROFIT MARGIN ANALYSIS

ABA Bank prepares its Statement of Profit or Loss and Other Comprehensive Income in which the format did not present the gross profit margin, but it presented the net interest income which resulted from the total interest income less interest expenses discussed under the next section on the *Profit before Tax Analysis*.

#### 4. PROFIT BEFORE TAX ANALYSIS

#### Profit Before Tax For The Period Analysis

| Statement of Profit<br>before Tax              | Quarter 1<br>2022<br>(in KHR million) | Quarter 1<br>2021<br>(in KHR million) | Variance<br>(in KHR million) | Variance<br>(%) |
|--|---------------------------------------|---------------------------------------|------------------------------|-----------------|
| Interest Income                                | 533,164                               | 417,844                               | 115,320                      | 27.60           |
| Interest Expense                               | (66,306)                              | (62,833)                              | (3,473)                      | 5.53            |
| Net Interest Income                            | 466,858                               | 355,011                               | 111,847                      | 31.51           |
| Fee and Commission<br>Income                   | 65,133                                | 51,247                                | 13,886                       | 27.10           |
| Fee and Commission<br>Expense                  | (22,676)                              | (18,412)                              | (4,264)                      | 23.16           |
| Net Fee and<br>Commission Income               | 42,457                                | 32,835                                | 9,622                        | 29.30           |
| Other Operating Income                         | 12,040                                | 4,727                                 | 7,313                        | 154.71          |
| Personal Expenses                              | (93,947)                              | (80,394)                              | (13,553)                     | 16.86           |
| Depreciation and<br>Amortization               | (22,424)                              | (18,036)                              | (4,388)                      | 24.33           |
| Other Expenses                                 | (35,308)                              | (33,333)                              | (1,975)                      | 5.93            |
| Net Impairment Losses on Financial Instruments | (21,985)                              | (16,889)                              | (5,096)                      | 30.17           |
| Profit before Tax                              | 347,691                               | 243,921                               | 103,770                      | 42.54           |

In Q1 2022, the profit before tax reached KHR347,691 million with 42.54% increment compared to Q1 2021 equivalent to KHR103,770 million. This significant increase of the profit is mainly from the Interest Income with 27.60% growth and Fee and Commission Income with 27.10% growth compared to Q1 2021.

#### ii) Profit Before Tax For The Prior Period Analysis

| Statement of Profit before Tax                 | Quarter 1<br>2021<br>(in KHR million) | Quarter 1<br>2020<br>(in KHR million) | Variance<br>(in KHR million) | Variance<br>(%) |
|--|---------------------------------------|---------------------------------------|------------------------------|-----------------|
| Interest Income                                | 417,844                               | 335,432                               | 82,412                       | 24.57           |
| Interest Expense                               | (62,833)                              | (55,222)                              | (7,611)                      | 13.78           |
| Net Interest Income                            | 355,011                               | 280,210                               | 74,801                       | 26.69           |
| Fee and Commission<br>Income                   | 51,247                                | 38,872                                | 12,375                       | 31.84           |
| Fee and Commission<br>Expense                  | (18,412)                              | (18,042)                              | (370)                        | 2.05            |
| Net Fee and<br>Commission Income               | 32,835                                | 20,830                                | 12,005                       | 57.63           |
| Other Operating Income                         | 4,727                                 | 3,125                                 | 1,602                        | 51.26           |
| Personal Expenses                              | (80,394)                              | (73,315)                              | (7,079)                      | 9.66            |
| Depreciation and<br>Amortization               | (18,036)                              | (16,303)                              | (1,733)                      | 10.63           |
| Other Expenses                                 | (33,333)                              | (31,799)                              | (1,534)                      | 4.82            |
| Net Impairment Losses on Financial Instruments | (16,889)                              | (7,981)                               | (8,908)                      | 111.62          |
| Profit before Tax                              | 243,921                               | 174,767                               | 69,154                       | 39.57           |

In Q1 2021, the profit before tax reached KHR243,921 million with 39.57% increment compared to Q1 2020 equivalent to KHR69,154 million. This significant increase of the profit is mainly from the Interest Income with 24.57% growth and Fee and Commission Income with 31.84% growth compared to Q1 2020.

#### 5. PROFIT ANALYSIS

#### i) Profit For The Period Analysis

| Statement of Profit   | Quarter 1<br>2022<br>(in KHR million) | Quarter 1<br>2021<br>(in KHR million) | Variance<br>(in KHR million) | Variance<br>(%) |
|-----------------------|---------------------------------------|---------------------------------------|------------------------------|-----------------|
| Profit before Tax     | 347,691                               | 243,921                               | 103,770                      | 42.54           |
| Income Tax Expense    | (73,016)                              | (51,225)                              | (21,791)                     | 42.54           |
| Profit for the Period | 274,675                               | 192,696                               | 81,979                       | 42.54           |

In Q1 2022, the profit for the period was KHR 274,675 million with 42.54% higher than Q1 2021 showing rapid growth of ABA Bank. As a result, ABA Bank achieved the Return on Average Equity of 6.24% and the Return on Average Assets of 0.84% for the first quarter as of 31 March 2022.

#### ii) Profit For The Prior Period Analysis

| Statement of Profit   | Quarter 1<br>2021<br>(in KHR million) | Quarter 1<br>2020<br>(in KHR million) | Variance<br>(in KHR million) | Variance<br>(%) |
|-----------------------|---------------------------------------|---------------------------------------|------------------------------|-----------------|
| Profit before Tax     | 243,921                               | 174,767                               | 69,154                       | 39.57           |
| Income Tax Expense    | (51,225)                              | (38,450)                              | (12,775)                     | 33.22           |
| Profit for the Period | 192,696                               | 136,317                               | 56,379                       | 41.36           |

In Q1 2021, the profit for the period was KHR192,696 million with 41.36% higher than Q1 2020 showing rapid growth of ABA Bank. As a result, ABA Bank achieved the Return on Average Equity of 6.02% and the Return on Average Assets of 0.75% for the first quarter as of 31 March 2021.

#### TOTAL COMPREHENSIVE INCOME ANALYSIS

#### Total Comprehensive Income for the Period Analysis

| Statement of Total<br>Comprehensive Income | Quarter 1<br>2022<br>(in KHR million) | Quarter 1<br>2021<br>(in KHR million) | Variance<br>(in KHR million) | Variance<br>(%) |
|--|---------------------------------------|---------------------------------------|------------------------------|-----------------|
| Profit for the Period                      | 274,675                               | 192,696                               | 81,979                       | 42.54           |
| Other Comprehensive Income                 | (12,547)                              | 945                                   | (13,492)                     | (1,427.72)      |
| Total Comprehensive Income for the Period  | 262,128                               | 193,641                               | 68,487                       | 35.37           |

#### ii) Total Comprehensive Income For The Prior Period Analysis

| Statement of Total<br>Comprehensive Income | Quarter 1<br>2021<br>(in KHR million) | Quarter 1<br>2020<br>(in KHR million) | Variance<br>(in KHR million) | Variance<br>(%) |
|--|---------------------------------------|---------------------------------------|------------------------------|-----------------|
| Profit for the Period                      | 192,696                               | 136,317                               | 56,379                       | 41.36           |
| Other Comprehensive Income                 | 945                                   | (1,037)                               | 1,982                        | (191.13)        |
| Total Comprehensive Income for the Period  | 193,641                               | 135,280                               | 58,361                       | 43.14           |

#### 7. FACTORS AND TRENDS ANALYSIS AFFECTING FINANCIAL CONDITIONS AND RESULTS

As at 31 March 2022, the management acknowledges that ABA Bank did not have any significant factors and trends that would affect ABA financial situation and results.

#### B. SIGNIFICANT FACTORS AFFECTING PROFIT

#### 1. DEMAND AND SUPPLY CONDITIONS ANALYSIS

ABA considers the following key factors successfully affecting its profitability:

- The growth of funding due to demand in the market for the Bank's deposits and other transactional products and services;
- The growth of loan portfolio due to the high demand in the market for the Bank's loan products especially in the MSME segment.

These two factors are coupled with the continuous development of the Bank's digital platform that provides customers with innovative and modern financial products and services. The Bank also significantly invested in the enhancement of its self-banking facilities by installing additional ATMs, CRMs, Cash-in Machines, Check Deposit Machines, Card Embossing Machine, POS-terminals, and expanding its network of QR code payments.

#### 2. FLUCTUATIONS IN PRICES OF RAW MATERIALS ANALYSIS

ABA Bank operates in the service industry; therefore, the fluctuations on raw material price are not applicable to the Bank.

#### 3. TAX ANALYSIS

ABA Bank is under the governance of Commercial Law on Taxation; therefore, the Bank is obligated to pay taxes as determined by the General Department of Taxation.

Paying relevant taxes to the General Department of Taxation also plays a role as a contributor to Cambodian society and economic growth. For good practice on tax compliance, ABA Bank was awarded "GOLD" certificate of tax compliance from GDT on 25 December 2020 with 2-year validity period for the tax year 2021 and 2022.

#### 4. EXCEPTIONAL AND EXTRAORDINARY ITEMS ANALYSIS

As at 31 March 2022, the management acknowledged that ABA did not experience any items, transactions or events of a material and unusual nature except the impact of the pandemic Coronavirus (COVID-19).

#### **Impact of COVID-19**

In the reporting period, the Covid-19 pandemic continued to impact the country and economy. At the same time, the fourth guarter of 2021 witnessed the start of the country's reopening after guarantine requirements for fully vaccinated travellers were lifted in November 2021. A certain rebound of the local economy following this decision of the Royal Government is expected, which should help restore the tourism and other sectors.

To support the economy and the financial sector amidst the pandemic crisis, the NBC and the Royal Government of Cambodia have been taking numerous steps primarily to help businesses during this time such as loan restructuring directive and establishment of SME Bank to facilitate the SME Co-Financing Scheme (SCFS).

ABA Bank has performed assessment of Covid-19 impact in light of the available guidance of the NBC and CIFRs and estimated expected credit losses based on the reviewed and enhanced ECL Model. The Bank will continue to monitor the potential impact of Covid-19 and will take all steps to mitigate any effects on its operations in future.

#### C. SIGNIFICANT CHANGES IN SALE AND REVENUE

In Q1 2022, ABA Bank recorded significant growth in revenue, securing 467 billion KHR in net interest income, which represents 31.51% growth compared to the same period in 2021.

#### D. IMPACT OF FOREIGN EXCHANGE, INTEREST RATES AND COMMODITY PRICES

ABA adheres to the strategy of not exposing itself to large foreign exchange positions. Any foreign currency exchange open positions are monitored and managed against the customers' foreign exchange needs and the bank's balance sheet management, ensuring the sustainability of profits to the Bank.

In terms of interest rates, the Bank maintains the policy of fixed interest rates for its deposits and loans. Therefore, it didn't experience significant changes in interest rates during the reporting period. The impact of commodity prices is not applicable to the Bank.

#### E. IMPACT OF INFLATION

The Cambodia's inflation rate stood at 2.9% in the year of 2021 according to Annual report 2021 from the National Bank of Cambodia. Therefore, in Q1 2022, there was no material impact of inflation on the Bank's operational expenses.

#### F. ECONOMIC, FISCAL AND MONETARY POLICY OF ROYAL GOVERNMENT

Since COVID-19 remains the main factor to shape the Cambodian economy, the Royal Government has continuously launched the measures to support the prioritized sectors to minimize the impact of the pandemic on society and economy:

- Direct money support of unemployed garment and tourism workers and for the most disadvantaged population.
- Stimulation of a wide restructuring of loan to borrowers affected by the COVID-19 crisis.
- Prudential support of banks in order to further stimulate the financial support to the economy via capital ratio, minimum reserve requirements and loan restructuring.
- Launch of the national SME Bank and SME Co-Financing Scheme 2020 (SCFS) to support impacted borrowers by providing loans with special conditions.

- Tax holidays for garment, tourism, and airlines.
- Simplification of rules for logistics, import and export; discount on electricity bills for the most impacted industries.

These measures, along with other initiatives of the Royal Government of Cambodia, aimed to support the economy and the financial sector in particular.

Signatures of Directors of the Listed Entity May 12, 2022 Seen and Agreed

Madi Akmambet

Executive Director

For Dominic Jacques

Non-Executive Director

Madi Akmambet

Executive Director



No. 141, 146, 148, and 148 ABCD, Preah Sihanouk Blvd, and No. 15 and 153 ABC, Street 278, and N°171, Street Trasak Paem, Sangkat Boeung Keng Kang I, Khan Boeung Keng Kang, Phnom Penh, Kingdom of Cambodia

(+855) 23 225 333 | Fax: (+855) 23 216 333 info@ababank.com | www.ababank.com