

the management trainee program, the bank has put into operation two independent job advertisement websites with user-friendly tools for online job application. "Career nights" with focus on employment in banking and finance sector organized by ACB earned the participation of more than 5,000 students majored in economics and banking. ACB job recruitment aims to be more professional.

ACB was honored to be the first bank in Vietnam in 2007 awarded with "The Most Admired ASEAN Enterprises" award in employment category by ASEAN Business Advisory Council.

Technology: ACB signed contract to upgrade its core banking platform - The Complete Banking Solutions - from version 2000 to version 2007 of which data processing and managing capacity is 5 - 10 times stronger. It is a part of the bank's technology enhancement to support the fast and sustainable growth.

ACB's position continues to be assured of thanks to those improvements. ACB is accelerating its pace keeping up with state-owned commercial banks, and maintaining the gap with other joint-stock banks in terms of total assets. After two years of listing, its shareholders increased from more than 1,000 to nearly 8,000 at then time of this report. At 2007-end, ACB's market capitalization value was approximately VND 43,054 billion, the highest value among the joint-stock banks, and increased by two and a half times the amount of VND 16,644 billion in the previous year.



REPORT OF THE CHIEF EXECUTIVE OFFICER

4. BUSINESS PLAN

Business environment in 2008 shall continue to undergo tortuous fluctuations, which creates both opportunities and challenges for the banking industry. The US economy may face a recession, which shall probably lead to worldwide and regional difficulties in liquidity, have unfavorable impact on Vietnamese exports, make difficult the borrowings from abroad and simultaneously push gold price upwards. In domestic markets, the balancing between GDP growth and inflation control could result in pressures and difficulties to banks. Besides, there shall be more new banks and competition shall become more fierce in terms of taking deposits. The stock market and real estate market shall continue to attract investors.



In 2008, ACB shall continue to implement its business strategy with the following five contents:

- Fast and sustainable growth;
- Efficient risk control to assure safety;
- Maintenance of sound capital structure and high profitability;
- Succession planning;
- Improvement of corporate culture.

2008 is also a year to pave the way for the realization of 2008 - 2010 Plan of ACB: it is anticipated that in 2010 the total assets and loans outstanding shall increase 3.6 times; share capital 2.5 times and profit before tax 3.0 times in comparison with 2007.

In order to execute the plan, ACB has to raise its operating targets for 2008 (including total assets, outstanding loans, deposits and profit) to 1.6 or 2 times higher than that of 2007. Key financial ratios are going to be maintained: ROE at the level of over 30%, net interest income over average total assets at approximately 2.3%, and fee income at double rate. Equity is going to be strengthened. Share capital enrichment shall come from dividends of 2007, conversion of bonds of VND 550 billion, and capital surplus of VND 1,704 billion. Long-term liabilities from additional issue of convertible bonds worth VND 1,350 billion was completed in February 2008.

Besides, important programs and projects to be put into operation in 2008 include: (1) the implementation of direct selling model at all branches; (2) the organizational adjustment to separate the sale and operation functions and to improve the bank's control and audit system; (3) the introduction of new products in terms of savings, loans and investment; (4) increase geographical reach and number of outlets.

In order to overcome the challenges from a fast changing environment, ACB needs to be alert and flexible in establishing short-term action plans in response to market fluctuations, be resolute in the implementation of key projects and be focused on taking chances.

ACB staff's mutual efforts shall make 2008 the successful final year of the 5-year plan from 2004 to 2008 and at the same time build the foundation to achieve the ambitious targets of the business plan for the period from 2008 to 2010 under the light of the corporate vision towards 2015.

