

Vietnam Consumer Finance Comprehensive Report 2016

<https://marketpublishers.com/r/VDE7E72C1DAEN.html>

Date: September 2016

Pages: 119

Price: US\$ 1,995.00 (Single User License)

ID: VDE7E72C1DAEN

Abstracts

As Vietnam has targeted the credit growth of 18-20% in 2016, banks also expect lending this year to surpass target, some even show optimism by aiming high goal. Since the SBV implemented 'Restructuring the system of credit institutions in 2011-15' project, NPL ratio of the banking system has declined but the size of NPLs has not been improved significantly.

In scale, Vietnam's banking assets are still modest compared to regional countries'. The banking system and financial market are developing at a rapid rate, thus improving substantially the market penetration. However, the increase in quantity does not keep up with the advancement in quality.

While large state-owned finance companies are still in the divestment, foreign ones have expanded and dominated the market. In that context, banks are speeding up acquiring finance companies. Many banks even prepare to apply for new finance company license.

Total credit outstanding grows at an average pace of 14% per annum, among which consumer finance part increased considerably from 5.1% in 2013 to 8% in September 2015. Consumer credit started to soar since the end of 2012 and reached an average growth rate of over 34% by the end of Sep 2015.

Consumer finance market in Vietnam is soaring but still considered to be primary compared to other markets. Home purchase, construction and renovation loans and home appliances loans still take up a majority of total consumer loans outstanding in 2015.

The stiff competition still occurs in the market among domestic banks, foreign banks and finance companies. While banks supply large and medium loans with interest rates controlled by the government, the appraisal process in finance companies is more simple and less strict, however the interest rates in these companies are very high.

Among domestic banks, Techcombank and Sacombank still take majority of consumer lending into account, there are also several remarkable newcomers such as TP Bank or HD Bank. However, due to complicated application process in banks, customers still require collaterals over the unsecured loans. Under those circumstances, an accelerating number of commercial banks plan to establish their own finance company, for example: BIDV, VietinBank, MBBank, ACB, Sacombank, NamA Bank, etc.

In order to differentiate themselves in the market, foreign banks mainly focus on middle high customers. Some large banks can be named as HSBC, ANZ or Citibank

Finance companies provide loans with much easier conditions compared to commercial banks, thus the loan portfolio of those companies are riskier, therefore they have to increase their interest rates to compensate the risks. Home Credit, FE Credit, HD Saison and ACS Trading are leading finance companies in the market. Three out of four are foreign-owned, only FE Credit belongs to a Vietnamese entity (VP Bank).

Contents

Abbreviation

Executive Summary

1. BUSINESS ENVIRONMENT

1.1 Macroeconomic Situation

Figure of GDP growth and CPI, 2010 – 2015

Figure of Foreign investment, 2010 – 2015

Figure of Exchange rates VND/USD, 2010 – 2015

Figure of FX Reserves, 2010 – 2014

Figure of Retail sales, 2010 – 2015

Figure of Disposable income and consumer spending, 2010 – 2017f

Figure of Urbanization rate, 2010 - 2015

1.2 Banking Sector Situation

Figure of Credit growth, 2001-2015E

Figure of Average lending rate, 2011-2015

Figure of Banking system's non-performing loans, 2010 - Sep 2015

Figure of NPL ratios by types of financial institutions

Figure of Sources to clean up bad debts of listed banks

Figure of Sources to clean up bad debts of unlisted banks

Figure of Bad debt structure in SOCBs, 2010-Sep 2015

Figure of Basel Implementation Progress in selected countries by the end of 2015

Table of Restructuring of Vietnam's banking system

Figure of Scale of Vietnam's banking system in comparison to other Asian countries

Figure of Financial performance of Vietnam's banking system

Figure of Asset structure of the system, 2015

1.3 Non-bank Sector Situation

Figure of Total assets of unqualified banks

Figure of Table of M&A deals between commercial banks and finance companies

1.4 Major Legal Policies

Table of Requirements for licensing

1.5 Foreign interest in Vietnamese market

2. VIETNAM'S CONSUMER FINANCE MARKET

2.1 Market Structure

2.2 Market Size and Growth

Figure of Total credit and consumer credit outstanding, 2010 – Sep 2015

Figure of Consumer credit outstanding, 2012 – Sep 2015

Figure of Consumer finance market penetration of selected countries, 2014

Figure of Consumer lending structure, 2013 – Sep 2015

Figure of NPL ratios by types of financial institutions

Figure of Non-performing consumer loan ratios by types of institutions, Sep 2015

Figure of Consumer credit outstanding structure by types of institutions, 2013 - 2015e

Figure of Consumer credit outstanding of selected finance companies, 2013 – 2015

Figure of Market shares of finance companies, 2015

2.3 Competitive Dynamics

Table of Competition within the industry

Table of Competition within the industry

2.4 Informal Finance Activities

3. CONSUMER FINANCE PRODUCTS

3.1 Overview

Table of Joint-stock Commercial Banks

Table of State-owned Commercial Banks

Table of Finance Companies

3.2 Detailed Product Survey

Figure of Interest rate in banks by category, Q1/2016

Figure of Interest rate in finance companies, Q1/2016

Figure of Number of required documents, 2016

Figure of Appraisal time in credit institutions, 1st Quarter 2016

Figure of Number of provinces in which credit institution operates, 2015

3.3 Business Models

4. BUSINESS METHODS

4.1 Sales Channels and Marketing Campaigns

Table of Network system, 2015

4.2 Payment Methods

Table of Payment Methods

5. KEY PLAYER PROFILE

5.1 Local Banks

Figure of ACB Total Assets and Total Loans, 2008-2015

Figure of ACB Loans Portfolio Structure, 2015

Figure of EIB Total Assets and Total Loans, 2008-2015

Figure of Eximbank Loan Portfolio Structure, 2015

Figure of HDBank Total Assets and Total Loans, 2008-2015

Figure of HDBank Loans Portfolio Structure, 2015

Figure of Techcombank Total Assets and Total Loans, 2008-2015

Figure of Techcombank Loans Portfolio Structure , 2015

Figure of VIB Total Assets and Total Loans, 2008-2015

Figure of VIB Loans Portfolio Structure, 2015

5.2 Foreign Banks

Table of ANZ retail partners up to 5/2016

Table of HSBC retailer partners up to 5/2016

5.3 Finance Companies

Figure of ROA, ROE of Home Credit, 2012 – 2014

Figure of ROA, ROE of FE Credit, 2013 – 2015

Figure of ROA, ROE of Prudential Finance, 2012 – 2015

Figure of ROA, ROE of HD Saison, 2012 – 2015

Figure of ROA, ROE of Toyota Fianance, 2012 - 2015

5.4 Others

Figure of ACS Trading Vietnam Company Information

Table of Mobivi outstanding products

6. MARKET POTENTIALS AND CHALLENGES

6.1 Key Growth Drivers

Figure of Population Pyramid, 2015

Figure of Leading retailers in Vietnam

6.2 Development Trends

6.3 Challenges

I would like to order

Product name: Vietnam Consumer Finance Comprehensive Report 2016

Product link: <https://marketpublishers.com/r/VDE7E72C1DAEN.html>

Price: US\$ 1,995.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer Service:

info@marketpublishers.com

Payment

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <https://marketpublishers.com/r/VDE7E72C1DAEN.html>

To pay by Wire Transfer, please, fill in your contact details in the form below:

First name:
Last name:
Email:
Company:
Address:
City:
Zip code:
Country:
Tel:
Fax:
Your message:

****All fields are required**

Customer signature _____

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <https://marketpublishers.com/docs/terms.html>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970