# Banque Pour Le Commerce Exterieur Lao Public (BCEL)

## Analysis of Financial Position and Key Business Performance for 9-Months 2026

## Direction and key strategic goals for 2026

BCEL's **2026** plan focuses on improving credit quality while maintaining leadership in **Digital Banking** technology, in order to serve customers better and lead the bank toward international standards in a sustainable manner.

- **Financial stability:** Building a strong, sustainable business that is ready to cope with all changes, in order to create benefits for shareholders and society.
- **Technology and security:** Fully transition to **Digital Banking** with new innovations, while ensuring the highest level of **Cybersecurity.**
- **Customer-centricity:** Retain the existing customer base, expand the new customer base, and focus on building customer satisfaction with services.
- **Human resources and standards:** Upskill staffs into professional experts and progressively upgrade the bank's systems to meet international standards.

### Operational Priorities

- **Credit management:** Upgrade credit management to ensure quality, and expand lending to new potential customer segments; maintain credit quality and non-performing loan management standards in accordance with regulations set by the Bank of Lao PDR (BOL).
- **Continuous development of Digital Banking:** Develop diverse, secure new products that meet the needs of all customer segments and can be integrated with both domestic and international systems, positioning the bank as a leader in digital banking.
- **Upgrading to international standards and sustainable finance strategic programs:** Pioneer as a model bank in Laos for implementing ESRM (Environmental and Social Risk Management) standards and Taxonomy; continue to push forward the BASEL II program, IFRS accounting standards, Big Data system, and **Green Finance** to completion according to plan.

## Overview of Activities for 9-Months 2026

### BCEL Financial Performance Comparison

- **Total Operating Income:** 💰 Grew strongly by 39.87%, from 3,572 billion LAK in 9-Months 2025 to 4,996 billion LAK.
- **Net Interest Income:** 📈 Increased by 34.28%, from 2,542 billion LAK to 3,413 billion LAK. This growth reflects efficiency in credit expansion and interest rate management amid changing economic conditions.
- **Net Fee & Commission Income:** 📱 Showed clear growth of 56.26%, from 573 billion LAK to 896 billion LAK. This is the result of leadership in Digital Banking, creating stable and safe revenue from credit risk.
- **Net FX Gain:** 💱 Increased by 42.63%, from 258 billion LAK to 368 billion LAK, affirming BCEL's role as an international payment center.
- **Provision for NPLs:** 🛡️ Increased by 27.16%, from 1,845 billion LAK to 2,347 billion LAK. This increase shows prudence in risk management to ensure the bank's long-term stability.
- **Net Profit:** 🏆 Jumped 73.33%, from **603.4 billion LAK to 1,045 billion LAK.**
- **Earnings Per Share (EPS):** 🚀 Increased from 390.58 LAK/share in 9-Months 2025 to 677.00 LAK/share in 9-Month 2026.

### BCEL Financial Position Comparison

- **Total Assets:** 🏢 Reached 171,087 billion LAK, growing 6.43% from the end of 2025. This figure accounts for 98.61% of the annual plan, reflecting the bank's continuous expansion in attracting deposits and granting loans.
- **Total Loans:** 💸 Reached 69,744 billion LAK, a slight increase of 0.33% from the end of 2025. This figure exceeded the annual target (achieving 108.98%), indicating ongoing credit demand and the bank's prudent lending practices.
- **Total Deposits:** 🏦 Reached 159,732 billion LAK, growing 5.89% from the end of 2025. Achieving 99.21% of the annual plan, affirming the trust and confidence of customers and the public in BCEL.
- **Credit Quality:** 🛡️ Maintained the Non-Performing Loan (NPL) ratio at 2.19%, demonstrating effective credit risk management.

## Revenue Structure

**Total Operating Income: 4,996,261 million LAK**

1. **Net Interest Income: 3,413,435 (68.32%)**
2. **Net Fee & Commission Income: 896,381 (17.94%)**
3. **Net FX Gain: 368,373 (7.37%)**
4. **Other Operating Income: 318,072 (6.37%)**

- **Interest Remains the Primary Source of Income (68.32%):** Net interest income accounts for the largest proportion. This reflects that BCEL still maintains a strong loan portfolio and efficiently manages its interest margin.
- **Stable Fee Income (17.94%):** The growth of fee and commission income to 896 billion LAK confirms the success of the Digital Banking strategy, which helps generate safe, non-credit-risk revenue and serves as a long-term positive factor.
- **Foreign Exchange Gain (7.37%):** At 368 billion LAK, this figure demonstrates BCEL's vital role as an international payment clearing center, facilitating import-export businesses that benefit from the growth in the export sector.

## Expenditure Structure

**Total Operating Expenses: 1,379,587 million LAK**

1. **Personnel Expenses: 955,877 (69.29%)**
2. **Other Operating Expenses: 301,977 (21.89%)**
3. **Depreciation & Amortization: 102,070 (7.40%)**
4. **Right-of-use Asset Depreciation: 19,663 (1.43%)**

- **Investment in Human Resources (69.29%):** This figure is not merely an expense, but is considered a valuable investment in human capital. It is an investment to develop knowledge and skills of the staff and to retain capable personnel who are the main driving force behind the organization and generate profit for the bank.
- **Other Expenses (21.89%):** This 301 billion LAK expense is primarily an investment in maintaining cybersecurity systems, IT systems, and marketing to support the growth of digital banking.
- **Prudent Provision for NPLs:** Although not included in operating expenses, provisioning for risk (provision for NPLs) is a highly prudent management strategy. It demonstrates that BCEL is fully prepared to cope with macroeconomic uncertainties and protect the public's deposits.

## Contact Information for Banque pour le Commerce Extérieur Lao Public (BCEL)


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