INFORMATION OF THE THESIS

Name of thesis: ***Assessing the competitiveness of Vietnamese commercial banks in the context of joining the ASEAN economic community***

Specialization: Economics

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1. SUMMARY OF THE THESIS:

This thesis assesses the competitiveness of Vietnamese commercial banks; identify factors affecting the competitiveness of Vietnamese commercial banks; evaluate and compare the competitiveness of Vietnamese commercial banks with commercial banks in countries in the ASEAN economic community (AEC).

From theoretical and experimental studies, the thesis synthesizes groups of criteria to evaluate the competitiveness of commercial banks into two groups: (1) Bank's resource factors: Finance, Technology, Human resources; (2) Performance. Factors affecting competitiveness include 4 groups: (1) Bank's potential; (2) Macroeconomics; (3) Industry environment; (4) International integration and cooperation.

To achieve the research objectives, the thesis uses a combination of qualitative and quantitative research methods. In the qualitative research, the author uses: (1) Camels model to assess the competitiveness of banks' resource factors, the source of the evaluation data is the annual report of the state bank and 31 commercial banks of Vietnam in the period 2013 - 2019; (2) Michael Porter's five forces model is used to assess competitiveness in the environment of Vietnam's banking industry, the data source is surveyed from 10 banking experts and 152 individuals and corporate customers that are using banking services.

Quantitative research in this thesis, the author uses the approach of measuring productivity and technical efficiency and influencing factors with the methods of DEA, SFA and Tobit regression. The DEA and SFA methods are used to assess the

competitiveness of Vietnamese commercial banks and commercial banks in the AEC with the data source being annual reports and financial statements of 130 commercial banks in the period from 2013 to 2019. Tobit regression is used to evaluate the factors affecting the competitiveness of Vietnamese commercial banks with data from 31 Vietnamese commercial banks in the period 2013 - 2019.

Qualitative research results: (1) Pressure from new domestic and foreign investors will increase competitive pressure on existing commercial banks; (2) The level of competition of commercial banks is relatively low compared to the banking market of other countries in ASEAN (3) There are few substitutes for banking products (4) Main suppliers of commercial banks with the characteristics of low switching costs and no substitute products (5) Large-scale customers will be powerful customers, increasing pressure on banks (6) Capacity The financial resources (equity, total assets) of Vietnamese commercial banks are still very low compared to commercial banks in ASEAN.

Quantitative research results show that the following factors have an impact on the competitiveness of Vietnamese commercial banks: (1) Bank's equity; (2) Ratio of provisions against total outstanding loans; (3) Ratio of non-interest income to total income; (4) Ratio of foreign capital to total capital and (5) GDP growth rate.

From the research results, the thesis proposes a number of solutions to improve the competitiveness of Vietnamese commercial banks in the context of joining the ASEAN economic community as follows: (1) Improving financial capacity main; (2) Strongly develop non-credit products; (3) Increasing attraction of foreign capital sources; (4) Restructuring operations; (5) Structure of the list of customers and products; (6) Applying international financial accounting standards in management.

2. NEW RESULTS OF THE THESIS:

Firstly, Through Tobit regression model, the thesis finds out that non-interest income factors have an impact on the competitiveness of Vietnamese commercial banks, helping managers have an overview of the employees. factors affecting the competitiveness of banks, thereby providing a strategy to improve the competitiveness of commercial banks in Vietnam.

Secondly, the thesis evaluates and compares the competitiveness of Vietnamese commercial banks with commercial banks of ASEAN countries through evaluating the

performance of Vietnamese commercial banks and commercial banks in ASEAN countries by two methods DEA and SFA. The results will show the position of Vietnamese commercial banks in the ASEAN commercial banking system, and the challenges of Vietnamese commercial banks when joining the ASEAN economic community.

Third, the thesis offers solutions to help improve the competitiveness of the Vietnamese commercial banking system in the ASEAN economic community (AEC).

3. APPLICATIONS/ PRACTICAL APPLICABILITY OR SUGGESTIONS FOR FURTHER RESEARCH:

The competitiveness of Vietnamese commercial banks is compared with each domestic bank, comparing domestic banks with foreign banks in Vietnam and with commercial banks in the ASEAN economic community. . This is empirical evidence, helping the managers of commercial banks, the State bank of Vietnam and policy makers to orient the development of the Vietnamese banking industry.

Despite many efforts, the research still has some limitations such as: In the research of this thesis, the author only approaches the competitiveness of commercial banks in the direction of financial resources and operational efficiency. The study was only conducted on a sample of 31 out of 44 commercial banks operating in Vietnam and 130 out of over 300 commercial banks in 9 out of 10 ASEAN countries (except Myanmar). Therefore, it does not fully reflect the overall and detailed picture of the efficiency and competitiveness of Vietnamese and ASEAN commercial banks. Further studies need larger sample sizes with commercial banks and countries in the ASEAN economic community.

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