



中信銀行
CHINA CITIC BANK

China CITIC Bank Corporation Limited Announcement for Annual Results 2009 and 1Q 2010 Performance



April, 2010



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Operation and Management in 2009

2

Goals and Strategies for Business Operation in 2010

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Operation and Management in 1Q 2010



1

Operation and Management in 2009

Profit guaranteeing, risk controlling and development promoting

Unit: RMB 100 million

**Over-fulfilled
the Goal of
Profit
Guaranteeing**

Indicator Name	Total	Increment	Growth Rate
Net Profit	137.42	4.27	3.2%
Net Interest Income	342.39	-18.53	-5.1%
NIM	2.58%	Down 75 Basis Points	
Net Non-interest Income	37.00	-3.33	-8.3%
Net Commission Income	34.59	4.16	13.7%

Net non-interest income includes RMB 510 million as impairment loss of financial derivative instrument of wealth management agency business, deducting this factor, the net non-interest income in 2009 was RMB 4.21 billion, increasing RMB 177 million, up 4.4%.

**Continuously
Maintained the
Excellent Asset
Quality**

Indicator Name	Total	Increment	Growth Rate
NPLs	90.09	-0.37	-0.41%
NPL Ratio	0.90%	Down 0.46 Percentage Points	
Provisioning Coverage Ratio	162.28%	Up 12.25 Percentage Points	

**Operation
Scale Rose to
a New Level**

Indicator Name	Total	Increment	Growth Rate
Total Assets	16, 771	4, 893	41.2%
Total Loans	10, 005	3, 360	50.6%
Including: RMB Loan	9, 670	3, 197	49.4%
Total Deposits	15, 342	4, 823	45.9%
Including: Customer Deposit	12, 591	3, 158	33.5%
Deposit with Other banks and Non-bank Financial Institutions	2, 751	1, 665	153.3%

Efficiency

Harmonious Development

Scale

Quality

1. Operating Performance

2. Internationalized Strategy

3. Corporate Business

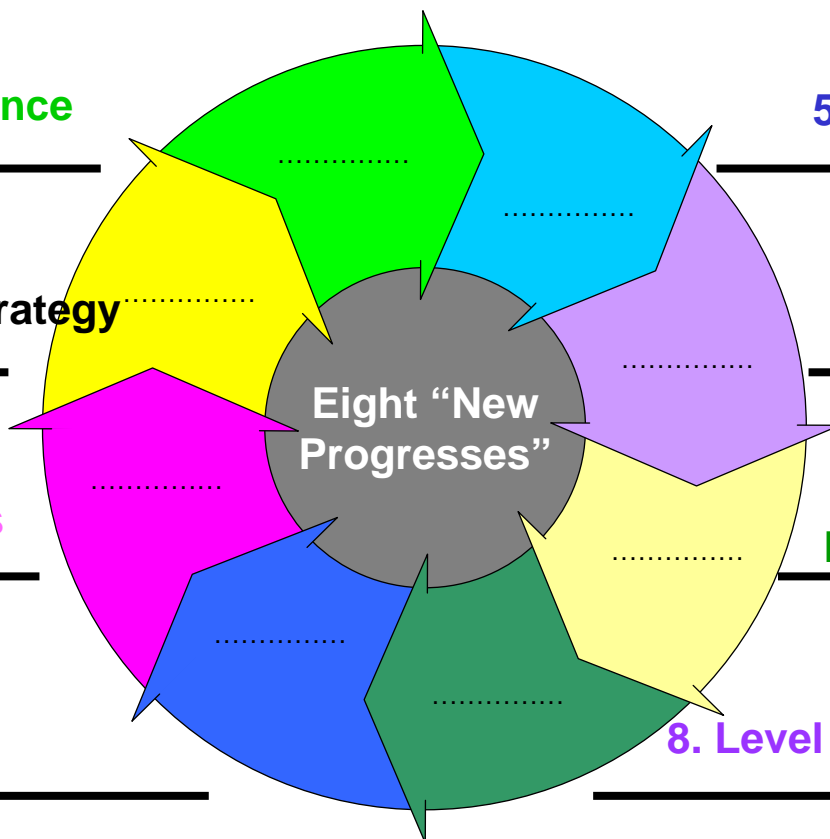
4. Retail Business

5. Risk Control

6. Internal Control

**7. Operation and
Development of Branches**

8. Level of Scientific Management



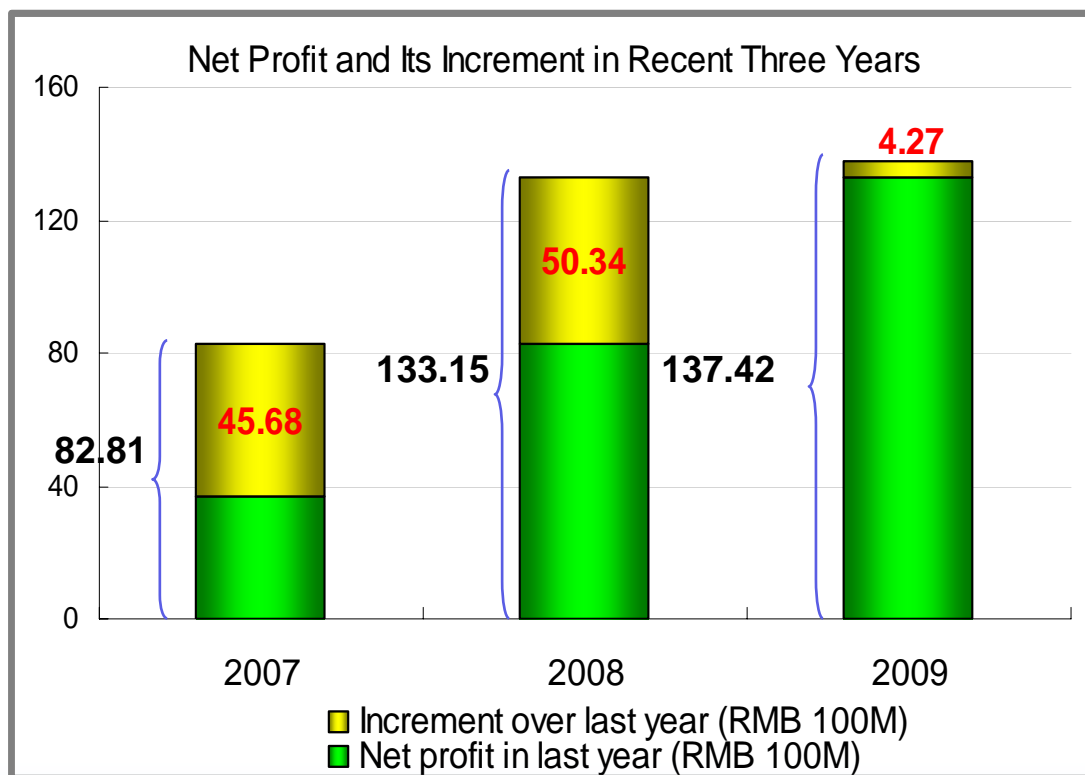
(I) New Progress in Operation Performance

- Over-fulfilled the Goal of Profit Guaranteeing

Net Profit reached
RMB 13.742 billion,

up RMB 427
million,

over-fulfilling
the goal of
"Profit
Guaranteeing"



6 **Net Profit Maintained Growing for Three Consecutive Years**

(I) New Progress in Operation Performance – Optimized Revenue Structure

Bank-wide net interest income reached RMB 34.24 billion

Exceeding the expected level

Operating Income RMB 37.939 billion, down RMB 2.186 billion, or 5.45%.

Cost-income ratio was 39.17%

Still at low level

Net commission income reached RMB 3.46 billion

Up 13.7%

Net interest income was RMB 34.239 billion, down RMB 1.853 billion, or 5.1%.

Net commission income was RMB 3.459 billion, up RMB 416 million, or 13.7%.

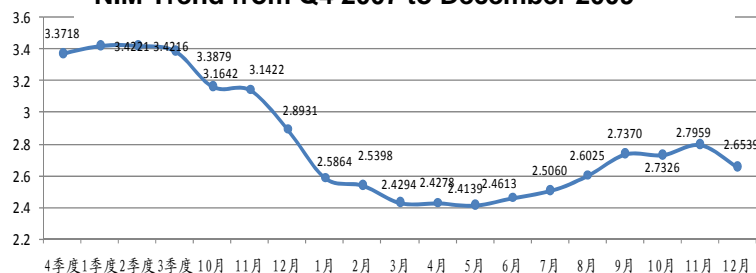
Net non-interest income was RMB 3.700 billion, down RMB 333 million, or 8.3%.

Growth of asset scale made NIM income increase RMB 8.057 billion.

Strategy of compensating the price with quantity gained great achievements.

Decline of NIM made the NIM income decrease RMB 9.816B.
Optimized asset-liability ratio, causing NIM steadily rose

NIM Trend from Q4 2007 to December 2009



- Net non-interest income covered fair value change loss of RMB 510 million, mainly including the impairment loss of financial derivative instrument of wealth management agency business.
- Except this factor, the actual net non-interest income of 2009 was RMB 4.21 billion, up RMB 177 million compared with that of 2008, or 4.4%.

(I) New Progress in Operation Performance - Operation Scale Rose to a New Level

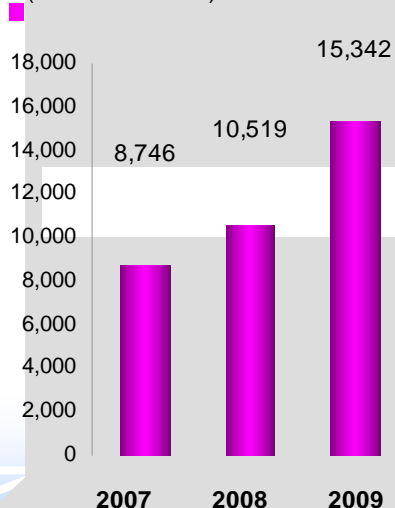
Total deposits was RMB 1.53 trillion, increasing RMB 482.3 billion, or 46%, with increment of RMB 305.0 billion YoY.

Total assets was RMB 1.67 trillion, increasing RMB 489.2 billion, or 41%.

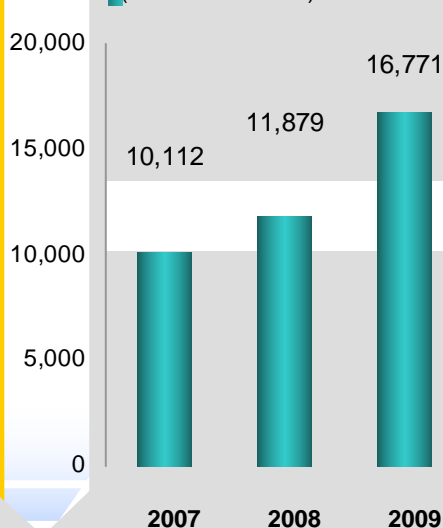
The increment exceeded the sum of that of last two years.

Total loans exceeded RMB 1 trillion, increasing RMB 336.0 billion, or 51%, with increment of RMB 246.5 billion YoY.

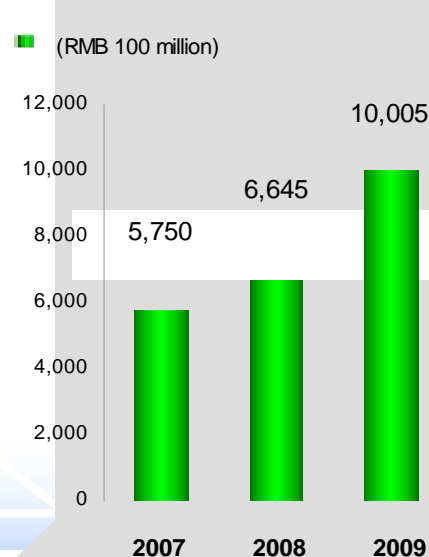
— Various Deposits
(RMB 100 million)



— Total Assets
(RMB 100 million)



— Various Loans



(I) New Progress in Operation Performance - Market Awareness Improved Significantly

2.

First listed in "China's Most Respected Company" of *Wall Street Journal*, ranking No. 6.



3.

The ranking in the "Top Global Banks with P/B" of *Financial Times* was No.2.



4.

The ranking in the "Top 500 in Global Market Value" of *Financial Times* jumped from No. 260 to No.190.



5.

The ranking in the "Top 500 World Bank Brands" of *The Banker* rose from No.101 to No.78.



6.

The ranking in the "Most Competitive Banks in Asia" of *21 Century Business Herald* rose from No. 17 to No. 11.



Maintained No.1 among the similar banks in the ratings selected by regulatory authorities for three consecutive years.

1.

Ranked as the "Best Joint-Stock Bank" selected jointly by *Financial Times* and the Academy of Social Science

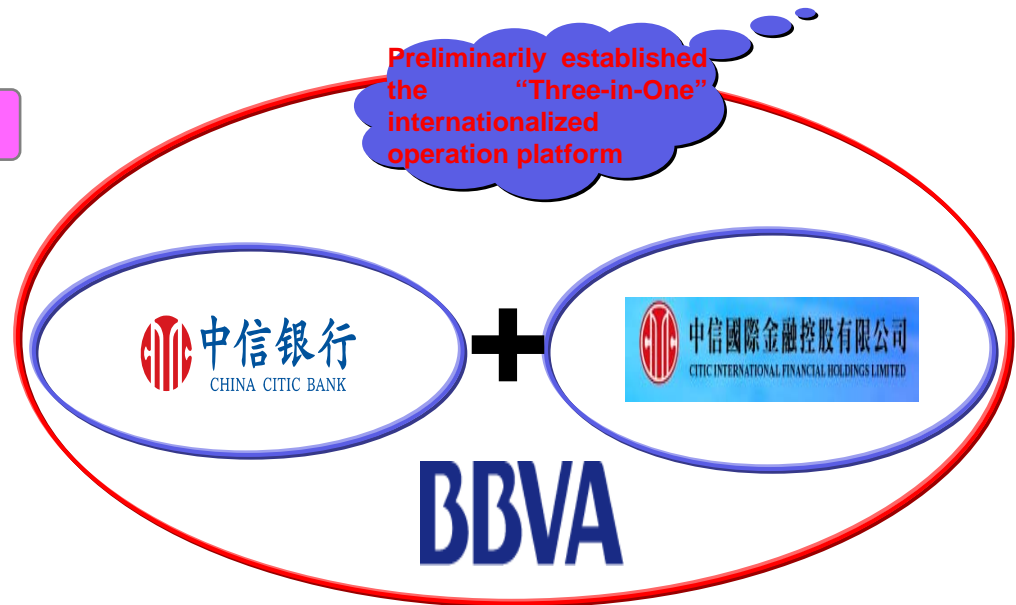
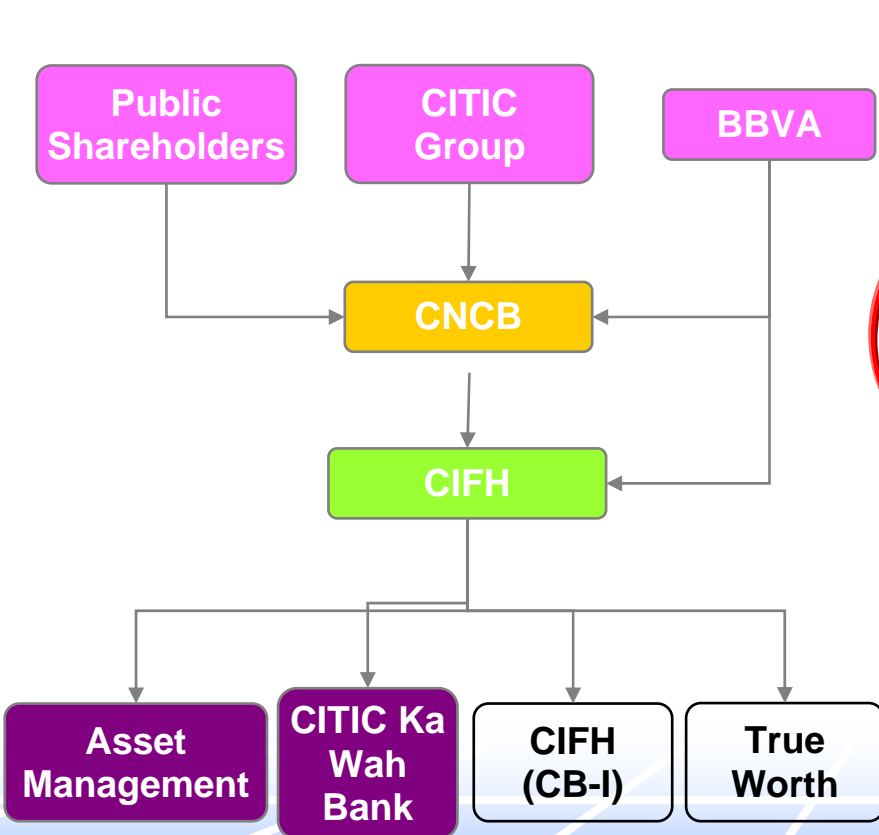


(II) New Progress in Internationalized Strategy

– Preliminarily Established Internationalized Operation Platform

Equity Structure after CNCB Merged CIFH

Another Significant Action of CNCB
in Strategic Development



BBVA increased shares of CNCB twice against market.

(5%-10%-15%)

Completed the acquisition of CIFH, the right objective, at reasonable price in proper time; the period from start to full completion was only less than 8 months; every step showed profession and efficiency.

(II) New Progress in Internationalized Strategy - Further Enhanced the Scale Strength

Major Financial Indicators of China CITIC Bank and CIFH in 2009 Unit: RMB 100 million

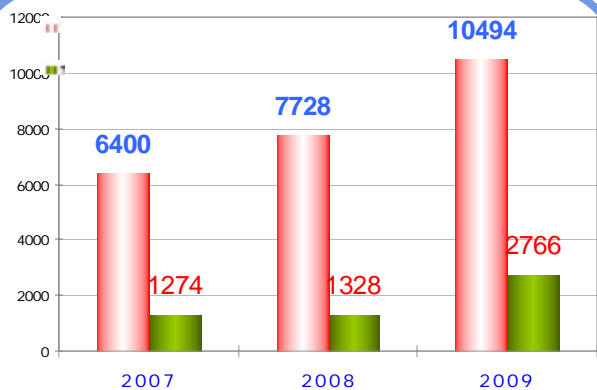
	CITIC Group		China CITIC Bank		CIFH	
	2009	Compared with that of 2008	2009	Compared with that of 2008	2009	Compared with that of 2008
Scale Indicator						
Total Assets	17,750	+4,558	16,771	+4,893	1,083	-236
Total Customer Loan and Advance	10,656	+3,353	10,005	+3,360	645	-10
Total Liabilities	16,680	+4,778	15,745	+4,820	941	-40
Total Customer Deposit	13,419	+3,146	12,591	+3,157	830	-11
Net Asset per Share attributes to CNCB's Shareholders (RMB 1)	2.63	-0.42	2.63	+0.19	N/A	N/A
Profitability Indicator						
Operating Income	408.01	-8.79	379.39	-21.86	28.33	+13.08
Net Profit attributes to CNCB's Shareholders	143.20	+10.58	137.42	+4.27	*8.07	+9.07
Basic/diluted Earnings per Share (RMB 1)	0.37	*-0.03	0.35	+0.01	N/A	N/A
Asset Quality Indicator						
NPL Ratio	0.95%	-0.47%	0.90%	-0.46%	1.78%	-0.12%
Provisioning Coverage Ratio	149.36%	+13.25%	162.28%	+12.25%	47.87%	+13.37%

Note: 1. 15% shares of CNCB held by CIFH were not sold until mid-December, 2008, which were seen as treasury share in group level, so the ordinary shares issued by CNCB accounted for 85% in total share capitals in 2008. Based on this, the earnings per share (EPS) of CNCB after merging CIFH in 2008 increased from RMB 0.34 to RMB 0.40. And the net asset per share was calculated in like manner.

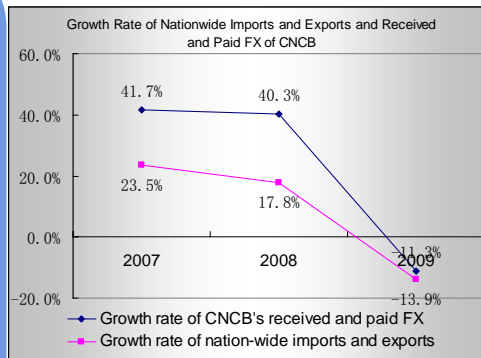
(III) New Progress in Corporate Business - Scale of Corporate Business Grew Quickly

Growth Rate of Nationwide Imports

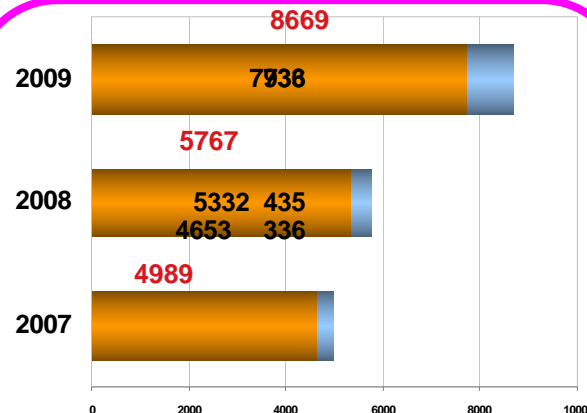
and Exports and Received and Paid Foreign Exchange of CNCB



Corporate Deposit Balance (RMB 100M)
Corporate Deposit Increment (RMB 100M)



Amount of received and paid foreign exchange reached USD 116.1 billion, 2.6 percentage points less than decrement of nationwide imports and exports



■ Ordinary Loan ■ Discounted note

Corporate deposit exceeded RMB 1 trillion, with annual increment up to over RMB 270.0 billion, two times that of 2008.

Corporate deposit was RMB 866.9 billion, increasing RMB 290.0 billion compared with that of 2008, or over 50%.

(IV) New Progress in Retail Business

- Main Operational Indicators Created New Record in History

Main Indicators of Credit Card in 2009

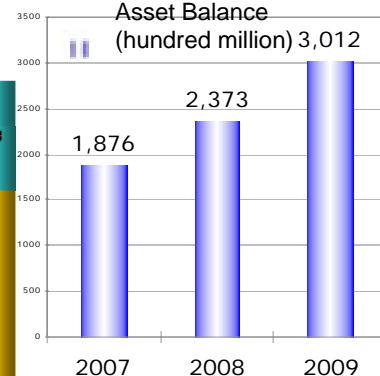
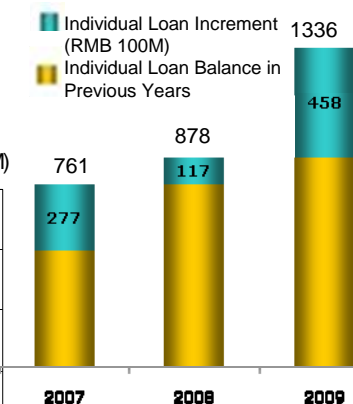
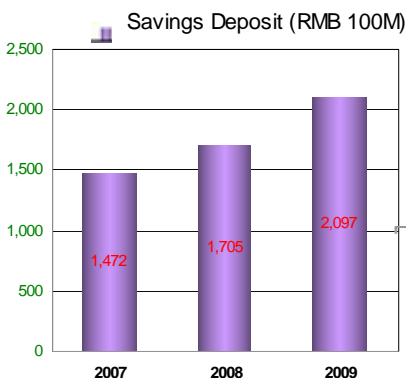
Main Indicators of Private Banking in 2009

Retail AUM in Recent Three Years

Individual Loan in Recent Three Years

Retail Management Asset Balance (hundred million)

Savings Deposit in Recent Three Years



	Amount (RMB)	Growth rate
Card issued	9.34 M	24%
Consumption amount	78.8 B	34%
Year-end loan balance	13.9 B	25%
Operating Income	2.1 B	49%
Pre-tax profit	306 M	236%

	Amount	Growth
Clients with Diamond Card in private banking	5223	156%
Net income	About RMB 30.00 M	176%

1 Individual Savings

- Savings balance was up to RMB 209.7 billion
- Increased RMB 39.2 billion Up 23%

- Individual loan balance was RMB 133.6 billion
- Increased RMB 45.8 billion, up 52%
- Increment exceeded the sum of that of past two years

- AUM balance was up to RMB 301.2 million
- Increased RMB 639 billion
- Up over 27%

4 Credit Card

- Credit card issued about 10 million
- Pre-tax profit exceeds 3 hundred millions, and increase nearly 2.4 times.

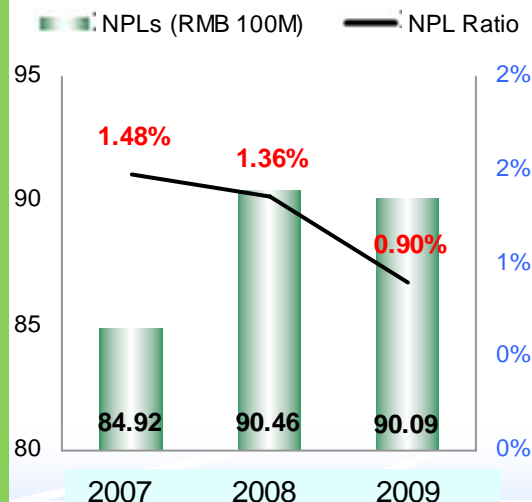
- The diamond client amount up to 5223, increase 156%
- Operation net income nearly 30 million Yuan, increase 176%

5 Private Banking

(V) New Progress in Risk Control - Further Improved Asset Quality

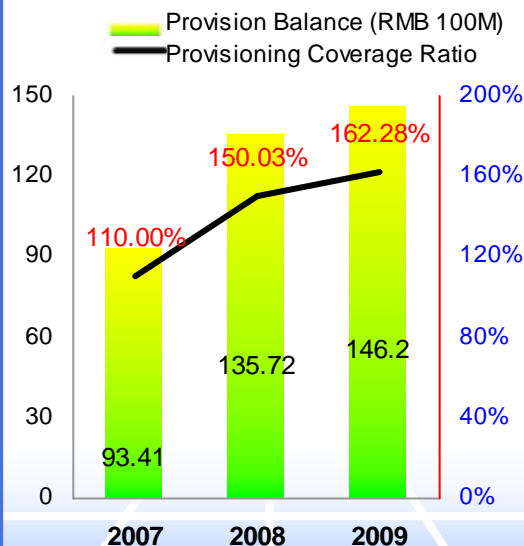
NPLs and NPL ratio were both decreased, while provision balance and provisioning coverage ratio further increased

NPLs and NPL Ratio



NPLs and NPL Ratio

Provision Balance and Provisioning Coverage Ratio



Provision Balance and Provisioning Coverage Ratio

Change in NPLs in 2009

(unit: RMB 100M)

Items	Amount
Beginning of 2009	90.46
Newly-added NPLs	33.97
Including: corporate business	29.26
retail business	-0.28
credit card	4.99
Cash clearing	24.32
Level up	0.79
Debt-repaid assets	0.38
Write-off	8.85
End of 2009	90.09

Change in NPLs

(VI) New Progress in Internal Control



◆ Internal Control System Achieved Stage Construction Goal

Took the lead in promoting the implementation of *Basic Standard for Enterprise Internal Control*, and systematically sorted out the operational risk points in bank-wide.

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◆ Supervision on Internal Control Was Strengthened Significantly

Launched “Big Risk Investigation with One Hundred Days” activities, improved over 570 rules, and the rectified problems in investigation accounted for over 96%; and launched audit projects up to 795, making a new record in history.

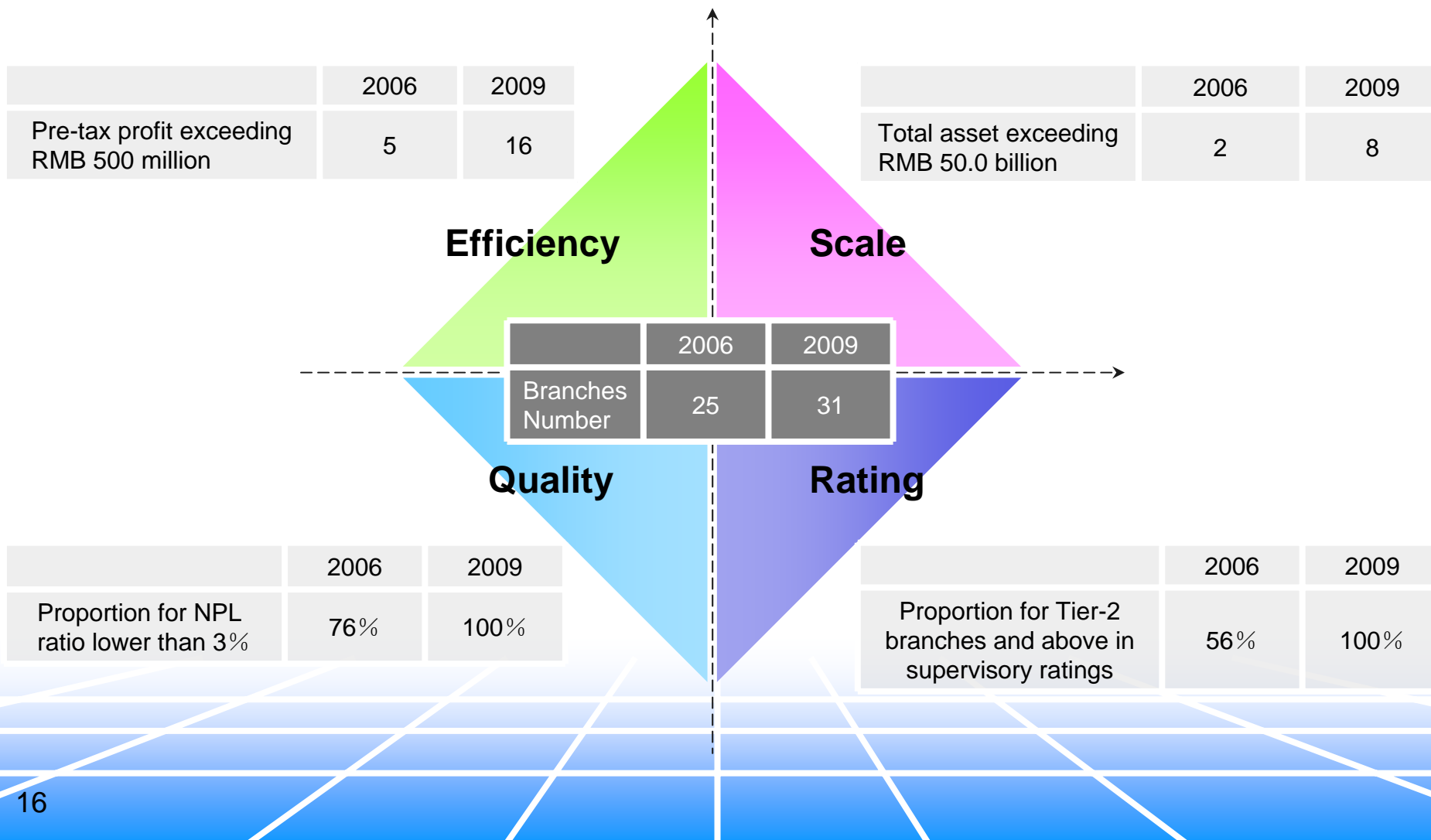
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◆ Compliance Culture Construction Were Deepened Continuously

Constructed the compliance management system that covers full-time compliance staff from head office and branches and part-time staff from head office, branches and subbranches.

A great number of banking cases occurred in 2009, namely 173 cases nationwide in total. CNCB kept no case record throughout the year

(VII) New Progress in Operation and Development of Branches



(VIII) New Progress in Scientific Management

1. Management information system improved continuously

- Further improved the FTP management system
- Fully optimized the management accounting system
- Completed the upgrading of risk asset measurement system
- Successfully launched the budgeting system



3. Management level of mainline business system increased continuously

- Launched new version of e-banking system
- Completed the construction of new generation of wealth management platform
- Successfully upgraded the individual loan system
- Successfully completed retail business information management platform
- Completed the construction of credit card database
- Completed the on-line transaction project of Call Center

2. Management level of operation security system increased continuously

- Successfully reformed and launched accounting centralization system and retail counter business system
- Fully constructed the foreign exchange clearing system
- Xi'an Data Backup Center for Disaster Recovery went to operation



2

Goals and Strategies for Business Operation in 2010

Guiding Principles of Work in 2010

- Asset-liability ratio: increasing the liability source, decreasing the deposit-loan ratio.
- Loan structure: increasing ordinary loans with high profit.
- Income structure: increasing non-interest income.
- Customer structure: increasing the number of customer with high value.

Adjusting Structure

- More detailed budget and finance management
- More scientific risk management
- Informatization of customer relationship management
- Higher efficiency of business lines management

Guiding Principles of Work in 2010

Promoting Development

- Developing well and rapidly in the premise of harmonious development of efficiency, quality and scale

Strengthening Management

Working Strategies in 2010





3

Operation and Management in 1Q 2010

Operation Situation in the First Quarter in 2010

Unit: RMB 100 million

Main Indicators Overview

Deposit and Loan Grew Quickly

Indicator Name	Amount	YTD	Increment YoY	Growth Rate
Self-operating Deposit	13,726	1,136	-32	9.0%
Corporate Deposit	11,637	1,143	124	10.9%
Savings Deposit	2,089	-7	-156	-0.4%
Total Loan	10,656	651	-1,056	6.5%
Ordinary Corporate Loan	8,652	916	234	11.8%
Discount	470	-463	-1,477	-49.7%
Individual Loan	1,534	198	187	14.8%

Asset Quality Decreased Continuously

Indicator Name	Amount	YTD	Growth Rate
NPL Balance	85.03	-5.06	-5.6%
NPL Ratio	0.80%	Down 0.1 Percentage Point	
Provisioning Coverage Ratio	185.01%	Up 22.73 Percentage Points	

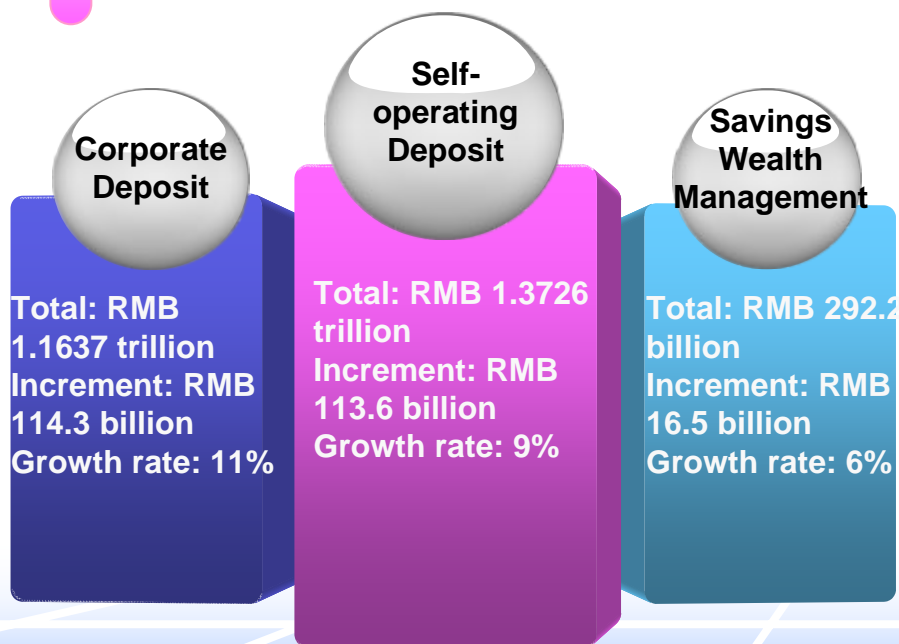
Profitability Continuously Increased

Indicator Name	Amount	Increment Y o Y	Increase Y o Y
Net Profit	40.84	8.56	26.5%
Net Interest Income	102.07	29.78	41.2%
Net Non-interest Income	12.84	2.19	20.6%
Net Commission Income	10.52	3.16	42.9%
Cost-income Ratio	35.73%	Down 3.44 Percentage Points than that of 2009	

Business Operation in the First Quarter in 2010 Continued (1)

Various deposits continuously keep rapid growth

When total amount of various loans maintains increasing, preliminarily achieve the goal of “controlling total amount and adjusting structure”



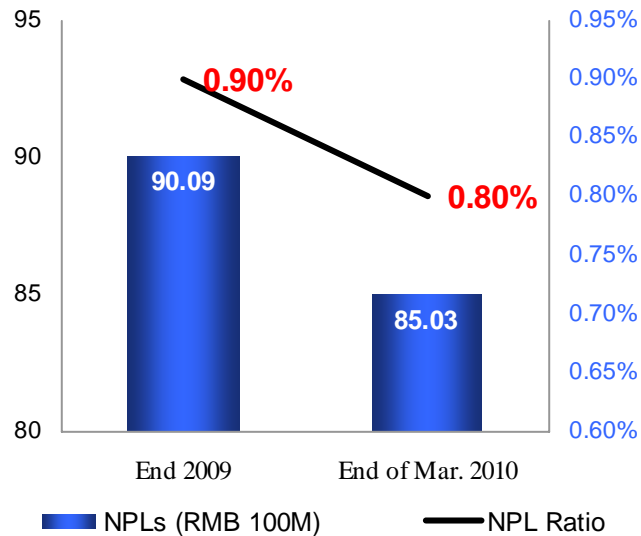
Total: RMB 1.0656 trillion
Increment: RMB 65.1 billion
Growth rate: 6.5%

Total: RMB 1.0186 trillion
Increment: RMB 111.4 billion
Growth rate: 12.3%

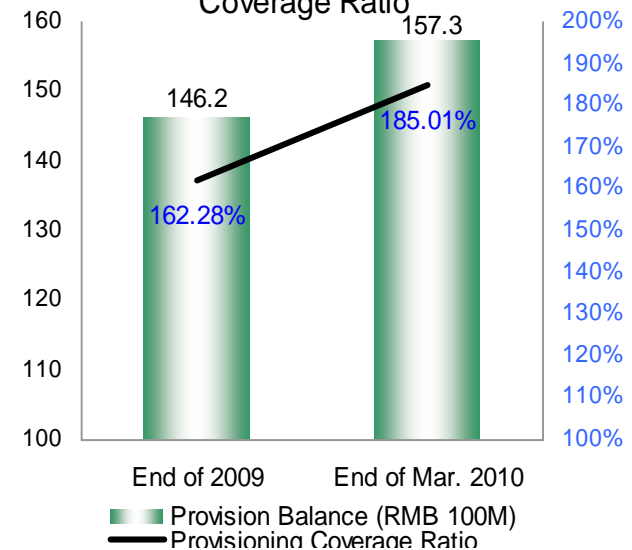
Total: RMB 47.0 billion
Increment: RMB -46.3 billion
Growth rate: -49.7%

Business Operation in the First Quarter in 2010 Continued (2)

NPLs and NPL Ratio



Provision Balance and Provisioning Coverage Ratio



NPLs and NPL Ratio continuously declined

Business Operation in the First Quarter in 2010 Continued (3)

Net operating income
was RMB 11.49 billion, RMB +3.20 billion, or
+38.5%

Cost-income ratio was 35.73%,
Up 1.2 percentage points YoY

NIM income was
RMB 10.2 billion, RMB
+2.98 billion, or +41%

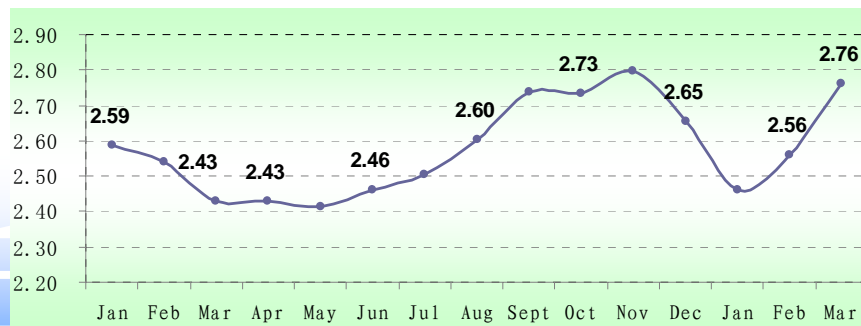
Non-interest income was
RMB 1.28 billion, RMB +220
million, or +20.6%

RMB +2.69 billion
for scale

RMB +290 million
for NIM

☆ Commission income in Q1 was RMB 1.05 billion,
increasing RMB 320 million YoY, up 43%

☆ **Increment of consulting business was high, and
growth rate of agency business was great**



Unit: RMB 100 billion	Q1 2009	Q1 2010	Increment	Growth rate
Net income of agency business	0.46	0.95	0.49	105.97%
Net income of consulting business	1.83	3.28	1.45	79.17%
Net income of settlement business	0.59	0.98	0.39	66.67%
Net income of custody business	0.23	0.33	0.10	44.83%
Net income of bank card business	1.85	2.30	0.45	24.05%
Net income of guarantee business	1.75	1.97	0.23	12.99%
Net income of wealth management	0.83	0.93	0.10	11.47%
Net income of other businesses	-0.19	-0.22	-0.03	-
Total net income of commission	7.36	10.52	3.16	42.93%

Business Operation in the First Quarter in 2010 Continued (4)

Major Financial Indicators of CITIC Group and CIFH in the First Quarter in 2010

Unit: RMB 100 million

	CITIC Group		CIFH	
Scale Indicator	End of Mar. 2010	YTD	End of Mar. 2010	YTD
Total Assets	17528	-222	1,090	+7
Total Customer Loan and Advance	11328	+671	667	+22
Total Liabilities	16409	-271	943	+2
Total Customer Deposit	14539	+1119	813	-17
Asset Quality Indicator	End of Mar. 2010	YTD	End of Mar. 2010	YTD
NPLs Ratio	0.84%	-0.11 percentage point	1.60%	-0.18 percentage point
Provision Coverage Ratio	170.08%	20.72 percentage points	50.81%	+2.94 percentage points
Profitability Indicator	Jan. to Mar. 2010	YoY	Jan. to Mar. 2010	YoY
Operating Income	121.82	+33.29	6.77	+1.22
Net Interest Income	106.74	+31.07	4.62	+1.26
Net Non-interest Income	15.08	+2.22	2.15	-0.04
Net Profit Attributing to CNCB's Shareholders	43.12	+9.62	3.11	+1.41
Cost-income Ratio	36.18%	+0.95 percentage point	44.36%	-1.38 percentage points
Basis/Diluted Earnings per Share (RMB 1)	0.11	+0.02	N/A	N/A



中信銀行

CHINA CITIC BANK

Thank You!