

2014 Results Announcement

China CITIC Bank Corporation Limited



Contents

Part I: Financial Performance

Part II: Business Development

Part III: Outlook and Strategies



□ Part I

Financial Performance

Main Financial Indicators in 2014

Note: data in this report is of the consolidated approach of the Group, unless otherwise specified

Scale Indicator	As at End of 2014	Growth	Growth Rate
Total assets	41388	4976	↑ 13.7%
Deposits from customers	28496	1979	↑ 7.5%
Loans to customers	21879	2467	↑ 12.7%
Earnings Indicator	2014	Growth	Growth Rate
Pre-provision profit	782.5	137.6	↑ 21.3%
Net profit attributable to shareholders	406.9	15.2	↑ 3.9%
Net interest income	947.4	90.5	↑ 10.6%
Non-interest income	299.8	111.1	↑ 58.9%
% of non-interest income	24.0%	+6.0pcts	
NIM	2.40%	-0.2pcts	
Cost-to-income ratio	30.3%	-1.1pcts	
Quality Indicator	As at End of 2014	As at End of 2013	Change
NPLs	284.5	199.7	84.9
NPL ratio	1.30%	1.03%	+0.27pcts
Provision coverage ratio	181.3%	206.6%	-25.3pcts
Allowance/loan ratio	2.36%	2.13%	+0.23pcts
Regulatory Indicator	As at End of 2014	As at End of 2013	Change
Capital adequacy ratio	12.33%	11.24%	+1.09pcts
Loan-to-deposit ratio (the Bank, time point)	73.08%	70.62%	+2.46pcts

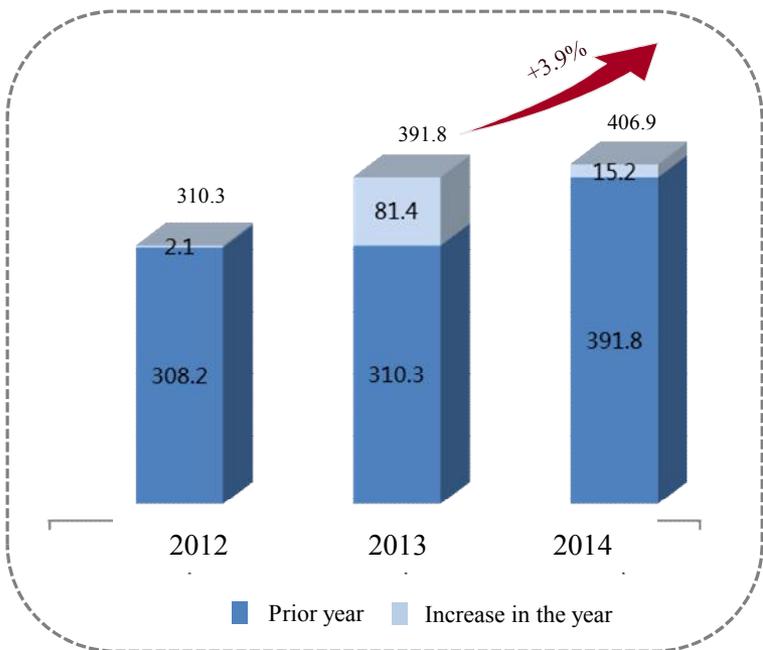
Unit: RMB 100 million

i. Stable Operating Results



Growth in Net Profit

Unit: RMB 100 million



Item	2014	2013
Pre-provision profit (RMB 100 million)	782.5	644.9
YoY growth	21.3%	17.9%



Return Ratios and BVPS

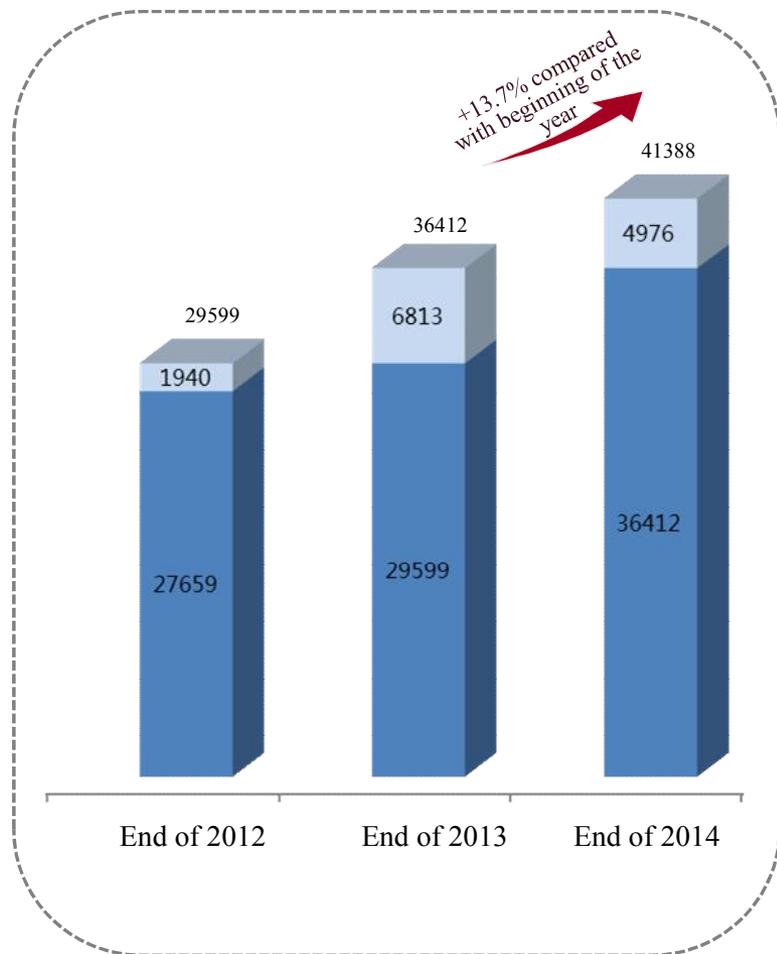
	2014	2013	Change
ROA	1.07%	1.20%	-0.13pcts
ROE	16.84%	18.48%	-1.64pcts
Basic EPS (RMB)	0.87	0.84	+0.03
BVPS (RMB)	5.55	4.82	+0.73

ii. Steady Expansion in Business Scale

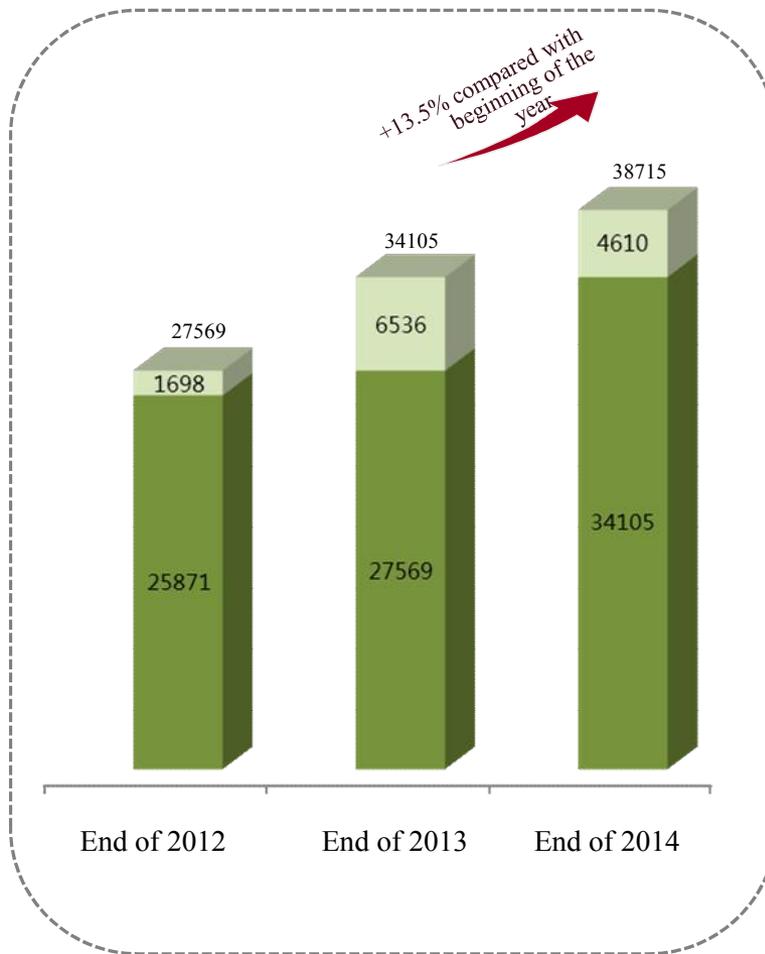
2.1 Scale of assets and liabilities maintained steady growth

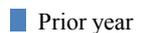
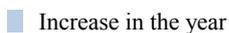
Unit: RMB 100 million

 Total Assets



 Total Liabilities

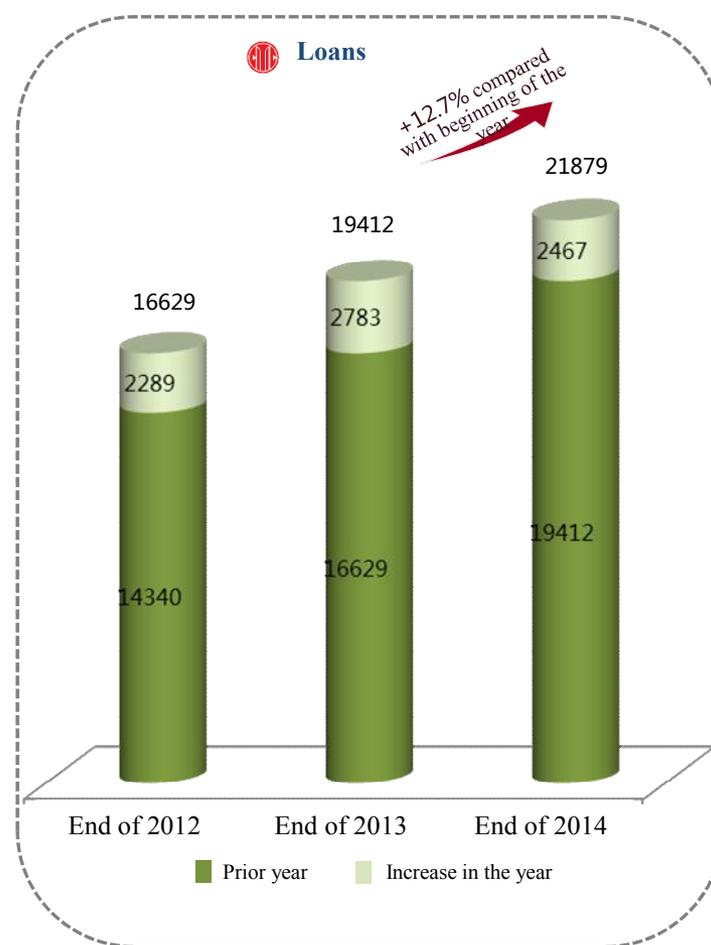
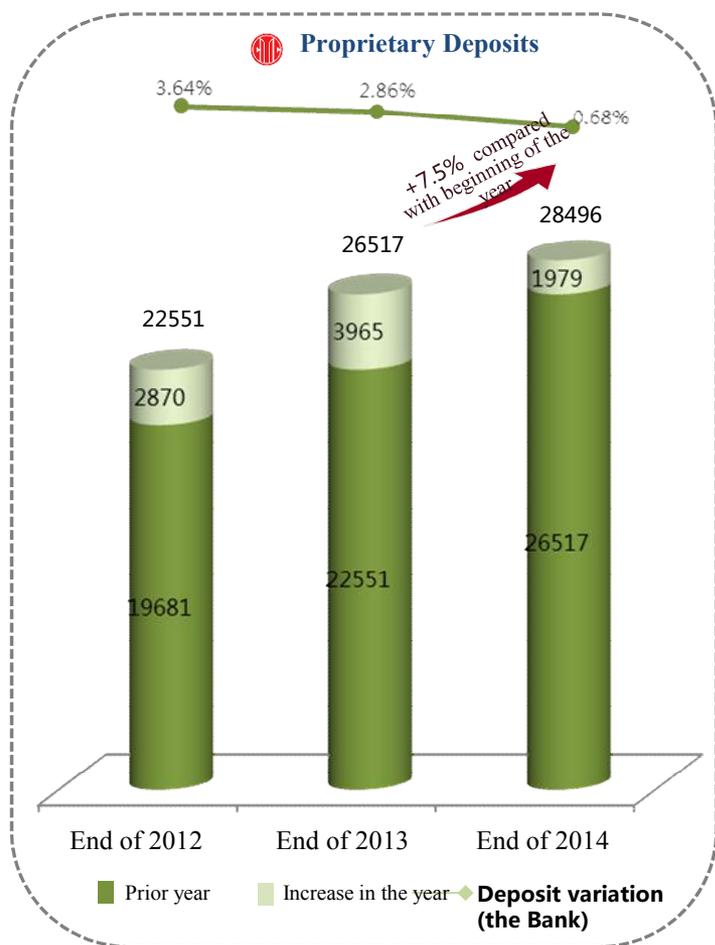


 Prior year  Increase in the year

ii. Steady Expansion in Business Scale

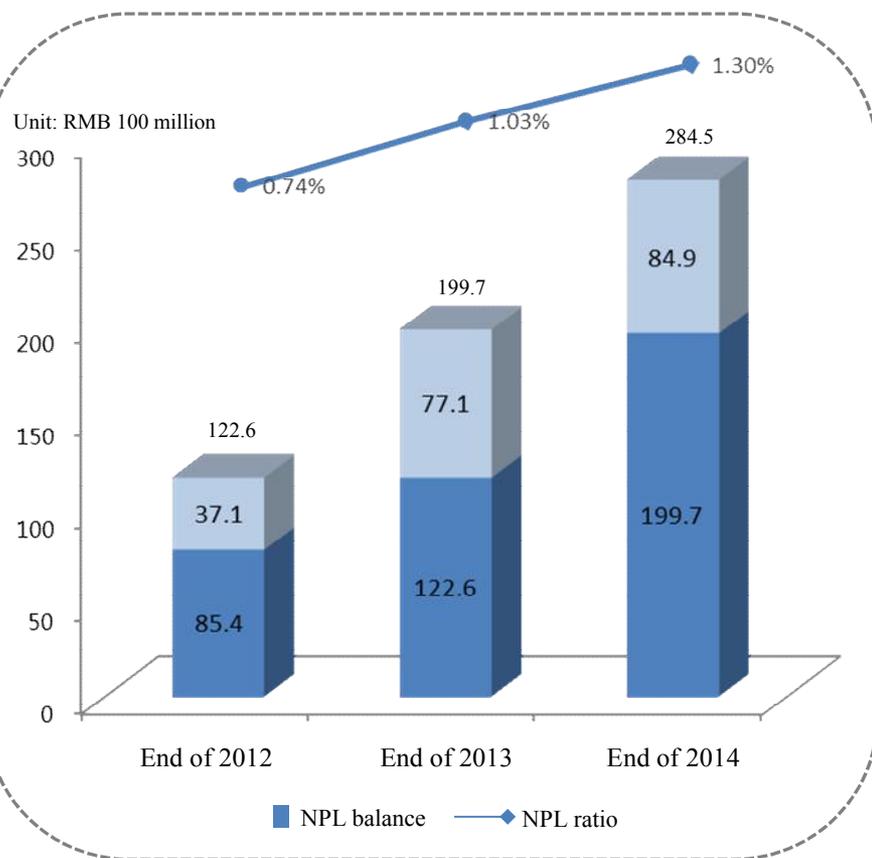
2.2 Proprietary deposits kept stable growth, and loan scale was reasonably managed

Unit: RMB 100 millions

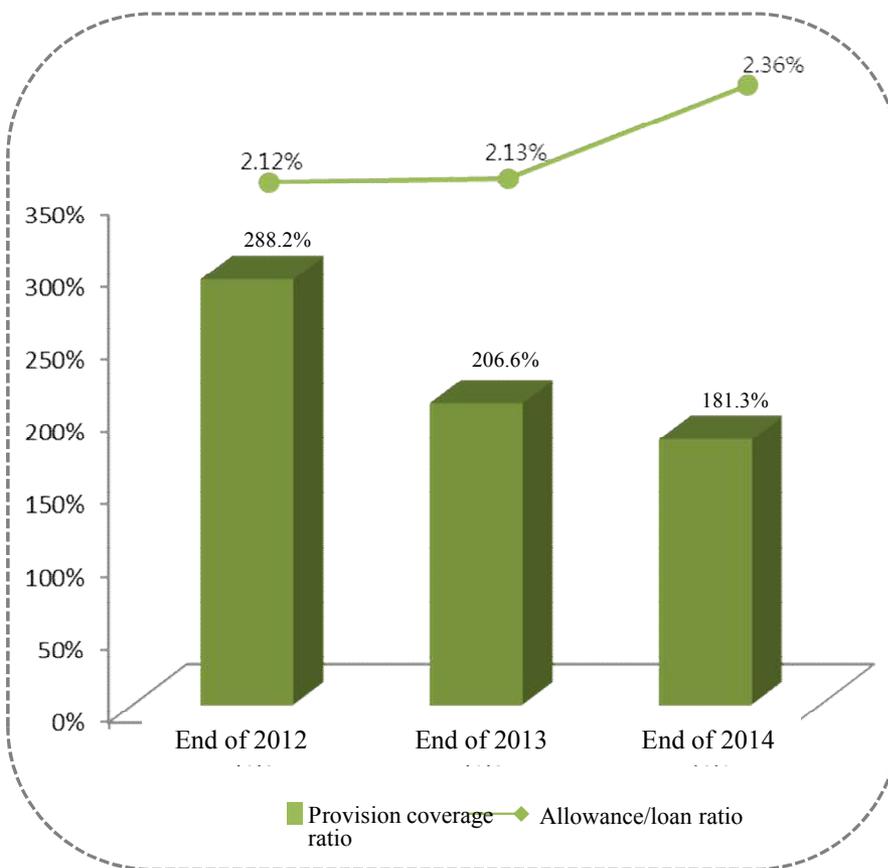


iii. Controllable Asset Quality

 NPL Balance and NPL Ratio

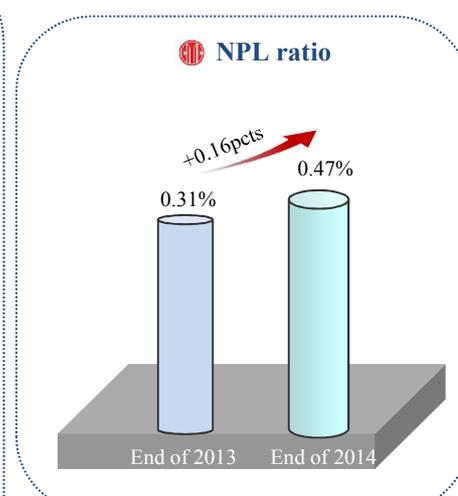
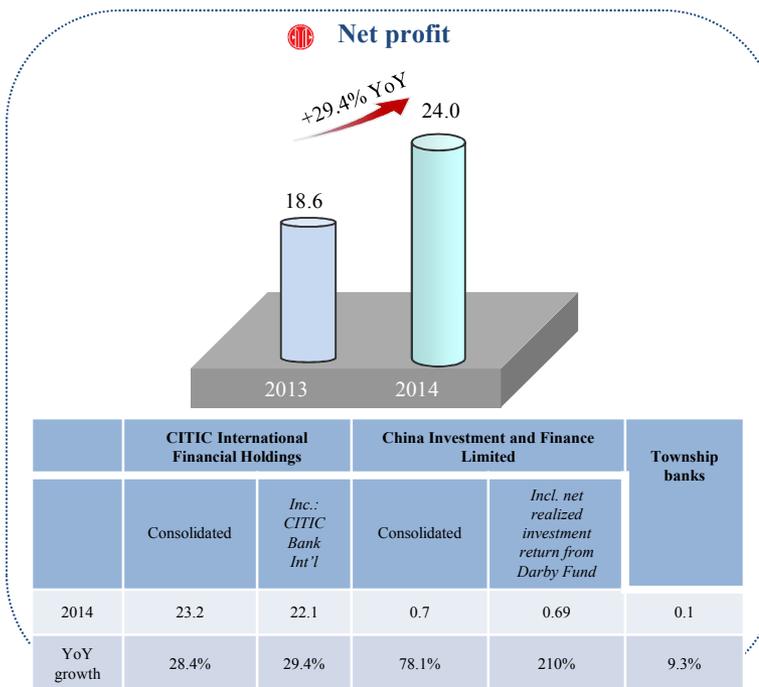
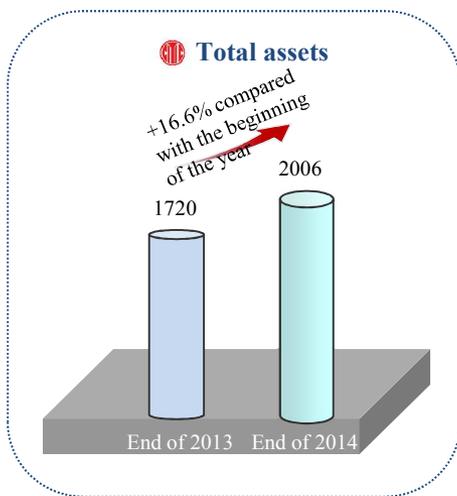
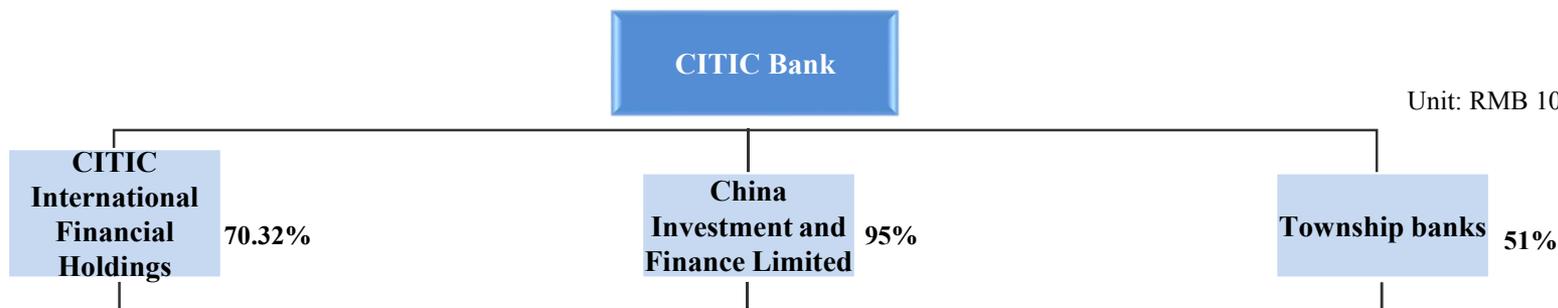


 Provision Coverage Ratio and Allowance/Loan Ratio



iv. Steady Increase in Subsidiaries' Operating Efficiency

Unit: RMB 100 million



v. Enhancing Brand Influence



Ranking by the British Magazine, *The Banker*

		2014	2013	2012	vs. 2013
Global Top 1000 Banks	By tier-1 capital	37	47	48	10 notches ahead
	By total assets	48	57	53	9 notches ahead
Global Top 500 Banking Brand	By brand value (USD 100 millions)	30.44	26.65	22.95	+14.2%

The Bank enjoys a relatively high credit rating from Moody's and Fitch among domestic joint stock banks



MOODY'S FitchRatings

Long-term credit rating	Baa1	BBB
Financial strength rating (Moody's)/ Viability rating (Fitch)	D+	b+
Rating outlook	Stable	Stable



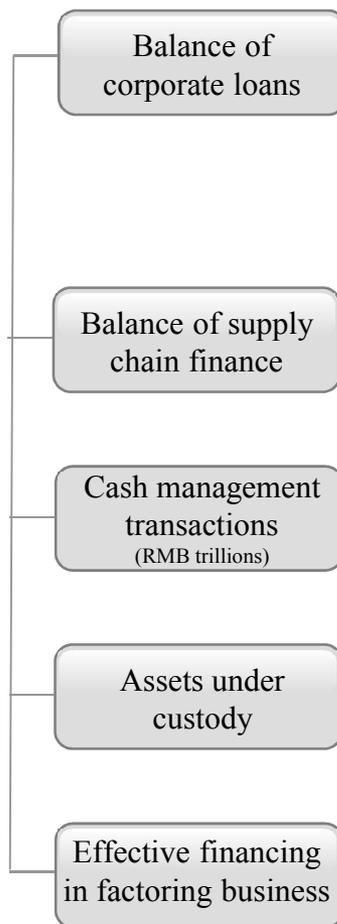
□ Part II

Business Development

i. Rapid Development in Major Businesses

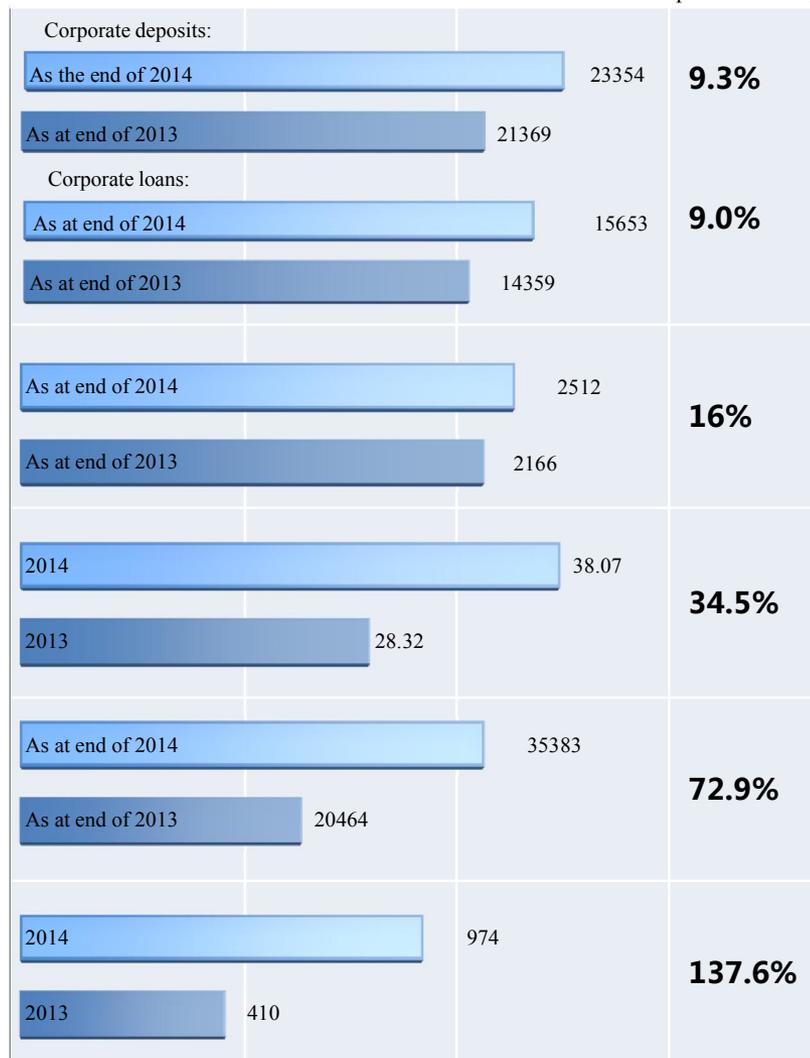
1.1 Corporate banking business kept distinguish features

➤ The Bank maintains a relative lead in corporate banking business, and shows strong competitiveness in cash management, supply chain finance, asset custody and factoring businesses etc.



Unit: RMB 100 millions

Growth compared with beginning of 2014/the same period of last year

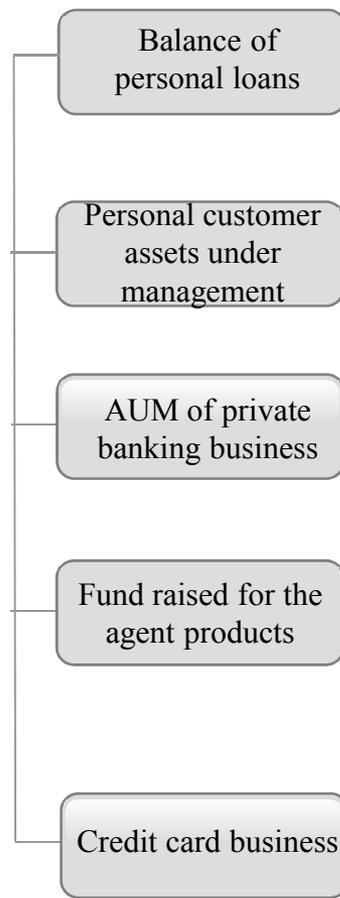


Note: Except deposits and loans, other data is of the Bank approach.

i. Rapid Development in Major Businesses

1.2 Transformation of retail banking business preliminarily pays back

➤The Bank comprehensively promoted transformation of outlets, prepared uniform outlet construction criteria and set up a team of internal retail banking trainers. It stepped up innovation and promotion of retail banking products, and realized consistent improvement in the user experience and brand reputation of retail products such as “Xin Jin Bao”, “Housing Mortgage Loan”, online loan and credit card loan etc.



Unit: RMB 100 millions Growth compared with beginning of 2014/the same period of last year

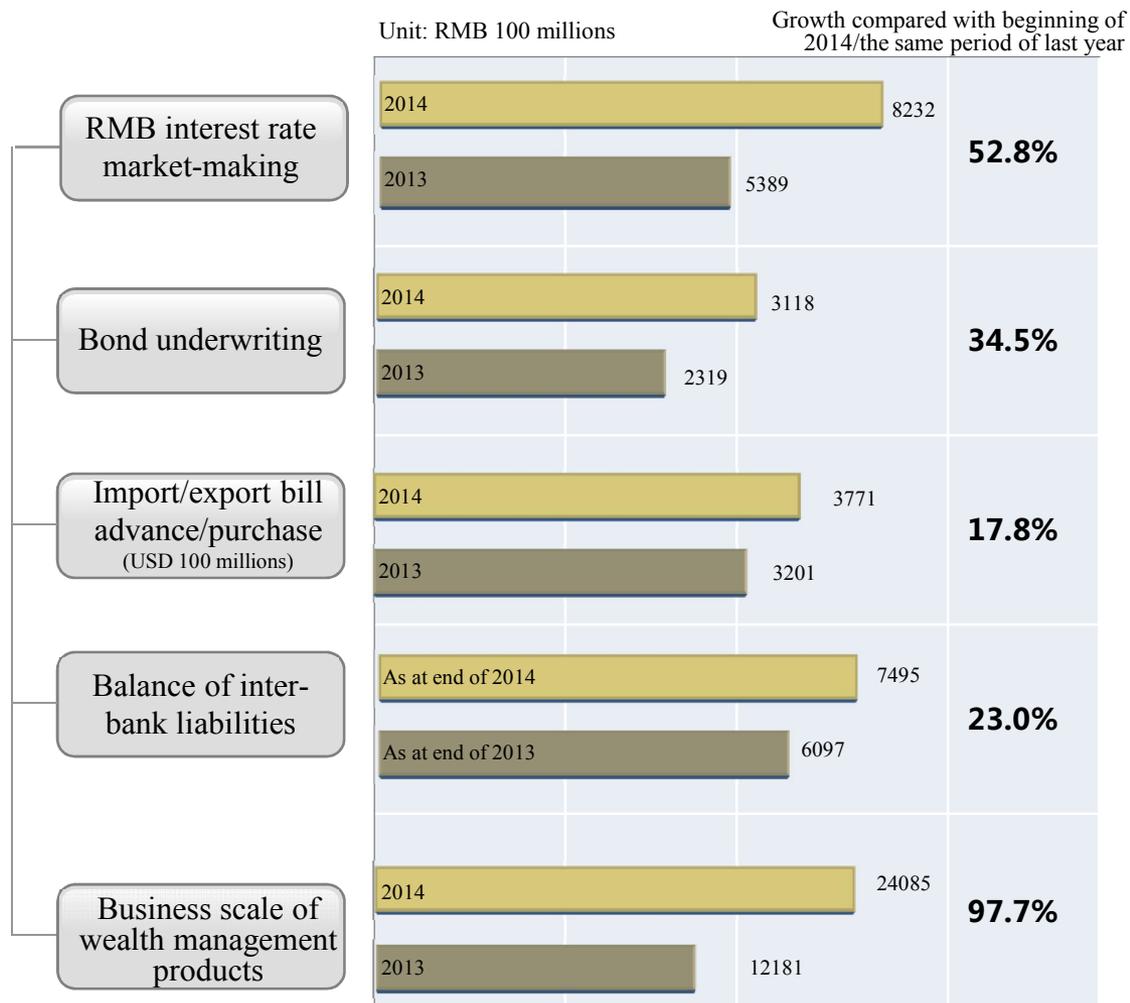


Note: Except deposits and loans, other data is of the Bank approach.

i. Rapid Development in Major Businesses

1.3 Traditional characteristic and emerging businesses ranked among the top

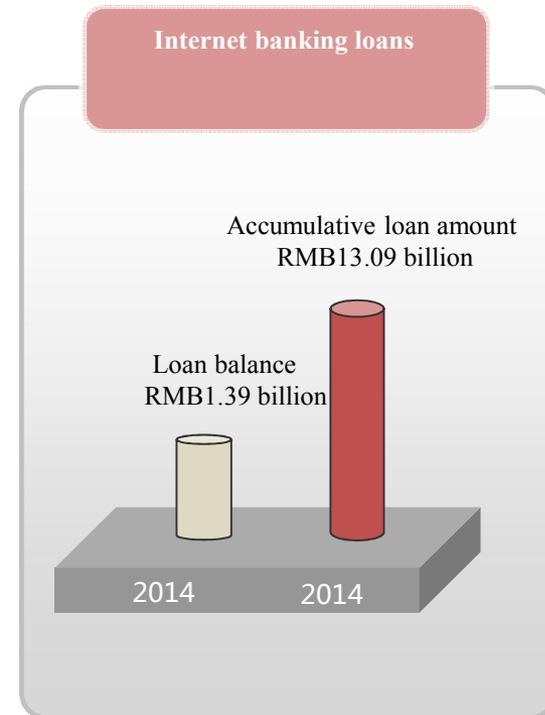
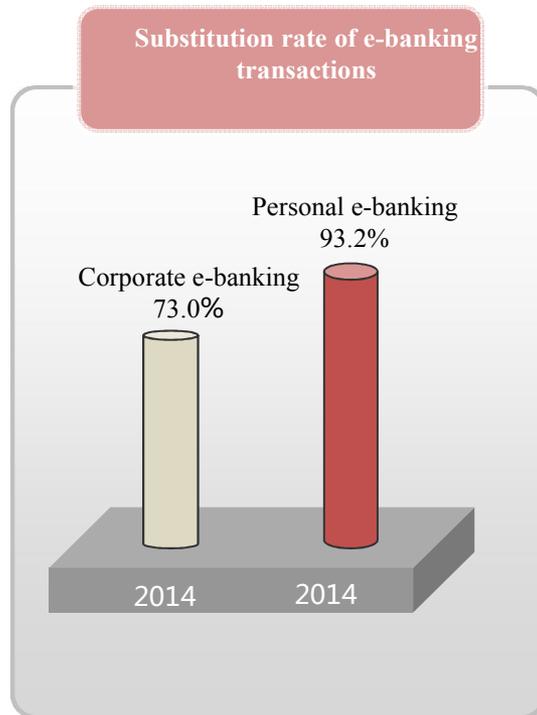
➤ The Bank actively enhanced interaction with the capital market, money market and international financial market, seized the opportunities of domestic interest/exchange rate liberalization to strengthen product innovation and develop asset management business, and posted leading turnover in the market



Note: Except balance of inter-bank liabilities, other data is of the Bank approach.

i. Rapid Development in Major Businesses

1.4 Continuous innovation in internet finance



ii. Effective Structural Adjustment

2.1 The Bank boosted growth of some new loans and curbed growth of others. Its loan structure continued to improve.

Growth of Loans under Encouragement/Support

Business indicator	As at End of 2014	Compared with Beginning of 2014	Growth Rate	% of Total Increase
Loans to modern service industry	5271	657	14.2%	29.4%
Loans to small & micro businesses	3498	705	25.2%	31.5%
Credit card loans	1259	396	45.9%	17.7%
Personal operation loans	1087	110	11.2%	4.9%
Other personal consumer loans (excluding home mortgages)	813	507	166%	22.7%

Growth in Loans under Special Attention

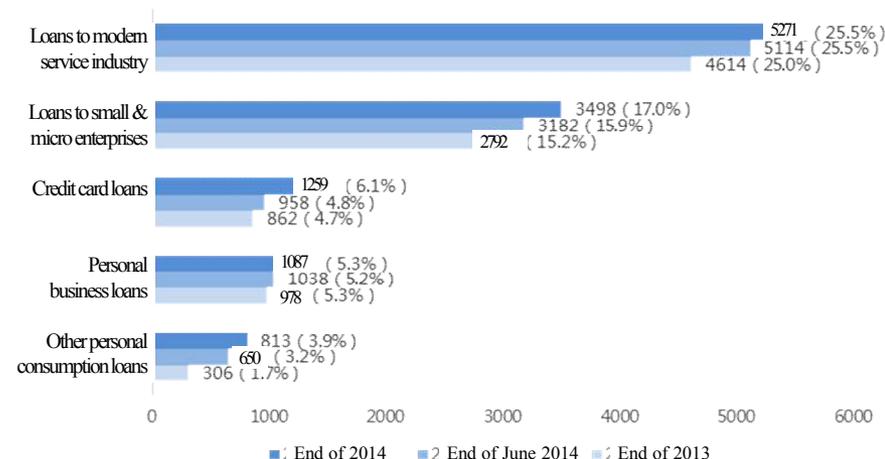
Business indicator	As at End of 2014	Compared with Beginning of 2014	Growth Rate	% of Total Increase
Real estate loans	1608	441	37.8%	19.7%
LGFV loans	1541	70	4.7%	3.1%

Growth in loans under strict control

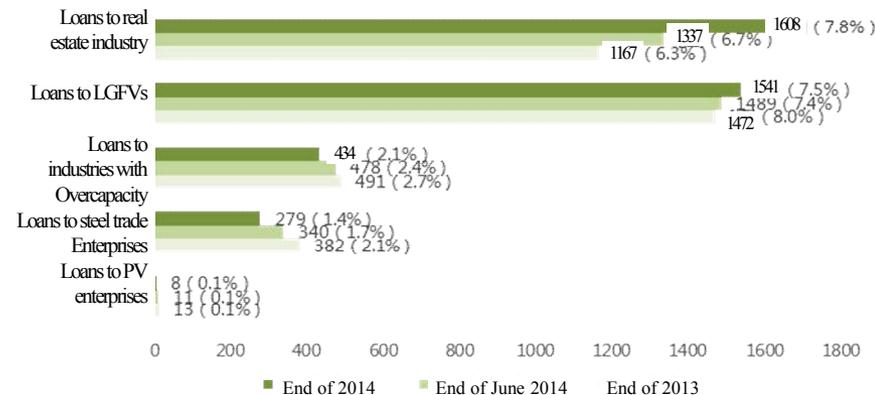
Business indicator	As at End of 2014	Compared with Beginning of 2014	Growth Rate	% of Total Increase
Loans to industries with excess capacity	434	-57	-11.6%	-
Loans to steel trade enterprises	279	-103	-27.1%	-
Loans to PV enterprises	8	-5	-38.8%	-

Unit: RMB 100 millions

Balance of Loans under Encouragement/Support (%)



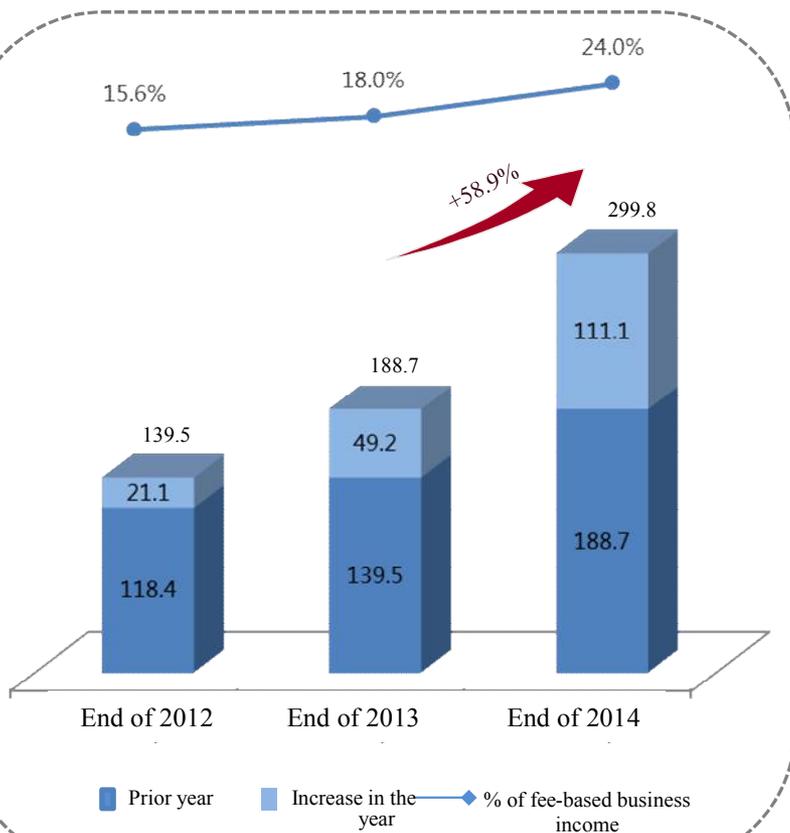
Balance of Loans under Special Attention/Strict Control (%)



ii. Effective Structural Adjustment

2.2 Proportion of fee-based business income grew rapidly

 Total Income from Fee-based Business



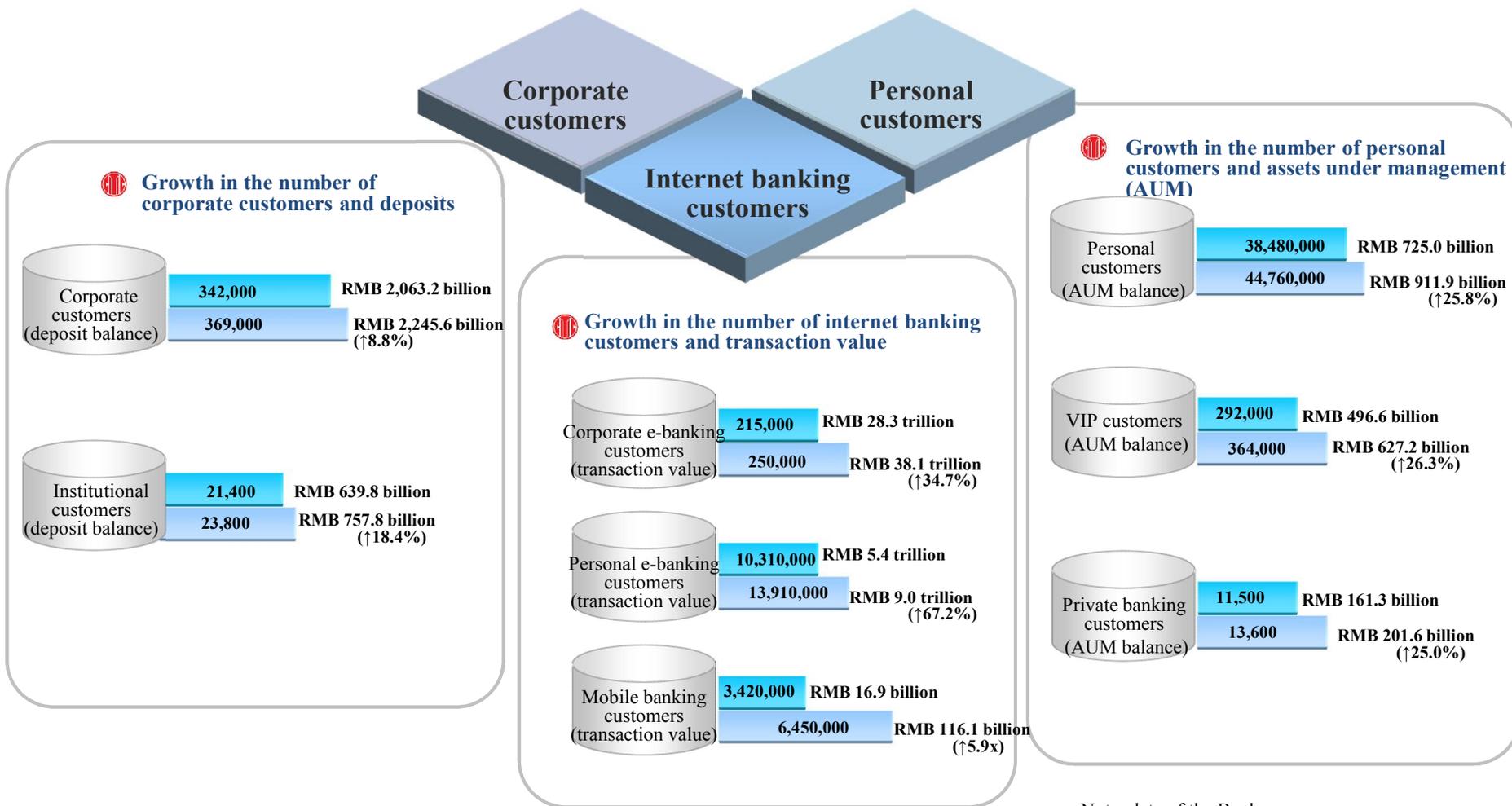
 Composition of Fee-based Business Income

Unit: RMB 100 million

	2014	2013	Growth	Growth Rate
Net fee & commission income	253.1	168.1	85.0	50.6%
Incl.: Bank card service charge	83.6	56.3	27.3	48.6%
Consulting & advisory fee	56.4	42.6	13.8	32.4%
Wealth management service charge	39.6	24.9	14.7	58.9%
Guarantee fee	31.8	23.5	8.3	35.4%
Settlement service charge	22.1	15.5	6.6	42.7%
Agency service charge	18.0	12.4	5.5	44.5%
Commission from custody and other entrusted business	15.2	7.8	7.5	96.1%
Other non-interest income	46.6	20.6	26.0	126.4%

ii. Rapid Development of Major Businesses

2.3 The number of institutional customers, HNW personal customers and internet banking customers steadily increased



Note: data of the Bank.



▣ Part III

Outlook and Strategies

i. Current Economic and Financial Conditions

Opportunities

New opportunities in infrastructure construction investment due to “pro-growth” measures

New opportunities in business development due to industrial structure upgrade

New opportunities in spatial expansion due to regional structure adjustment

New opportunities in comprehensive financial service due to cross-sector innovation

New opportunities in business innovation due to development of internet

Challenges

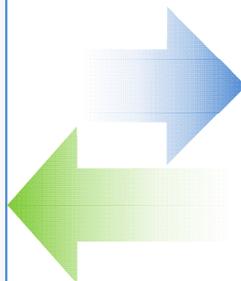
New challenges on bank’s asset quality control due to economic slowdown

New challenges on bank’s traditional profitability model due to interest rate liberalization

New challenges on bank’s customer development due to financial disintermediation

New challenges on bank’s business model due to fiercer peer competition

New challenges on bank’s compliant operation due to tightening regulation



ii. Countermeasures

In line with the strategic arrangement, the Group will grasp the development opportunities to tamp down business foundations, accelerate operation transformation, optimize structure, deepen institutional reform, defend the bottom lines of risk, and boost the sustainable development capability, with an aim to develop into the best comprehensive financial service bank.

- ✓ Consolidate advantage in corporate banking business to improve the capability of value creation
- ✓ Deepen the second transformation in retail banking business to increase its contribution to economic value
- ✓ Reinforce innovation in financial market business to cultivate new profit growth points
- ✓ Boost integration and interaction of channels to build an online finance platform
- ✓ Enhance risk internal control and management to firmly defend the bottom line of risks
- ✓ Deepen institutional and mechanism reform to effectively improve the management efficiency
- ✓ Implement a technology-driven strategy to build a procedural bank on all fronts
- ✓ Boost human resources reform to set up an echelon of talent team

The End

Thank You!