



# **Industrial and Commercial Bank of China Ltd.**

**2009 Third Quarterly Results Announcement  
(IFRS)**

*November 2009*



# Disclaimer

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The statements in this release are "forward-looking statements" within the meaning of Section 27A of the U.S. Securities Act of 1933 and Section 21E of the U.S. Securities Exchange Act of 1934. Such forward-looking statements involve known and unknown risks and uncertainties, and is based on the current forecast, assumption, estimation and expectation for the company and the industry which the company operates in. Unless otherwise stipulated by the law, the company assumes no obligation to update the forward looking statements whether as a result of new information, future events or otherwise. Although we believe that the expectations reflected in the forward-looking statements are reasonable, we cannot guarantee that the expectations will be proved to be correct. Investors are cautioned that actual results could differ materially from those forecasts.



## Financial Highlights

<b>(RMB billion)</b>	<b>3Q 2009</b>	<b>3Q 2008</b>	<b>Change (%)</b>
<b>Operating Income</b>	<b>226.1</b>	<b>231.5</b>	<b>(2.3)</b>
<b>Net Fee and Commission Income</b>	<b>41.1</b>	<b>34.6</b>	<b>18.7</b>
<b>Profit after Tax</b>	<b>100.5</b>	<b>93.1</b>	<b>8.0</b>
<b>EPS(RMB Yuan)</b>	<b>0.30</b>	<b>0.28</b>	<b>7.1</b>
	<b>3Q 2009</b>	<b>2008 year-end</b>	<b>Change (bps)</b>
<b>ROAA(%)</b>	<b>1.25</b>	<b>1.21</b>	<b>4</b>
<b>Weighted ROAE(%)</b>	<b>21.05</b>	<b>19.43</b>	<b>162</b>
<b>NPL Coverage Ratio(%)</b>	<b>148.37</b>	<b>130.15</b>	<b>1822</b>
<b>NPL Ratio(%)</b>	<b>1.68</b>	<b>2.29</b>	<b>(61)</b>

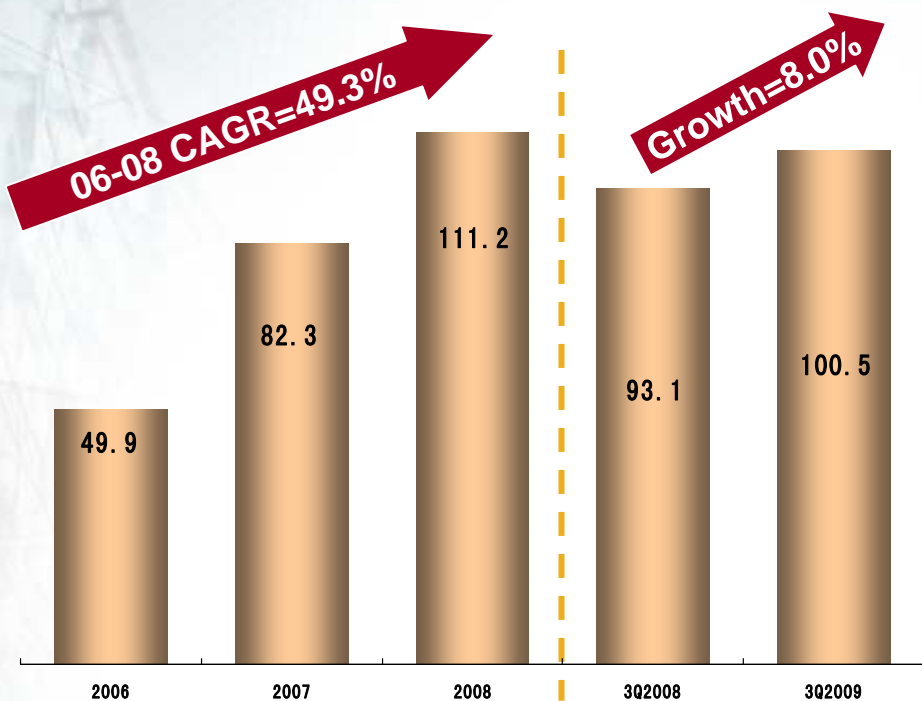
Note: ROAA and weighted ROAE are annualized data



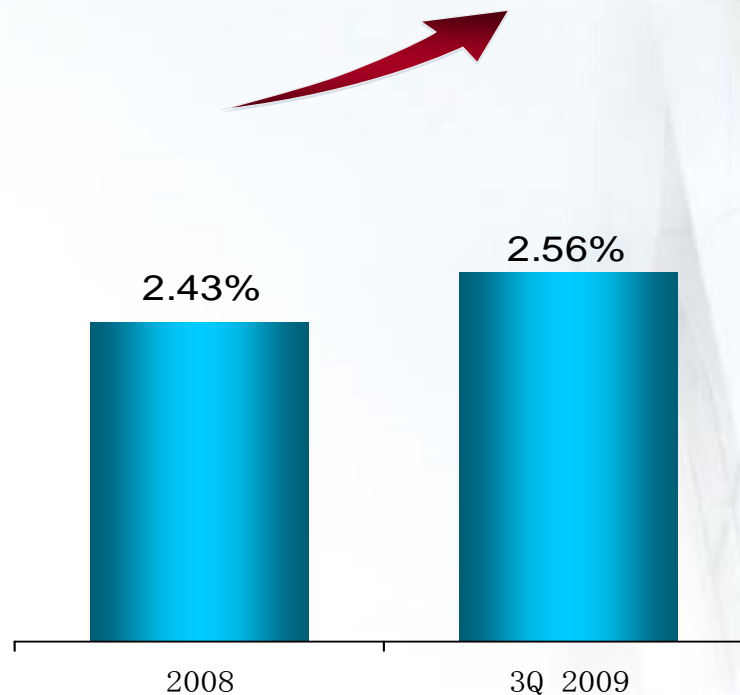
# Continuously Improving Profitability

## Continuously Improving Profit after Tax

RMB bn



## Higher Yield on Risk-weighted Assets



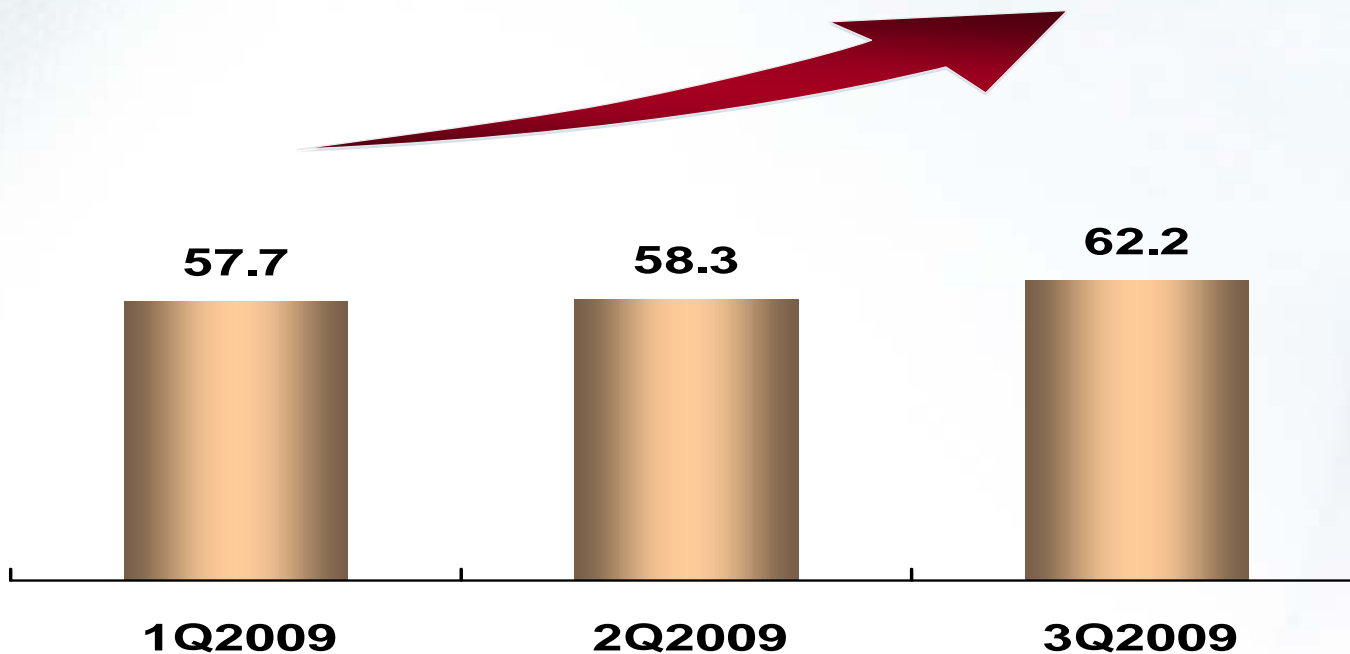
Note: Profit after tax/Average risk-weighted asset of year-beginning and year-end



# Steady Growth of Net Interest Income

Higher Net Interest Income QoQ

RMB bn

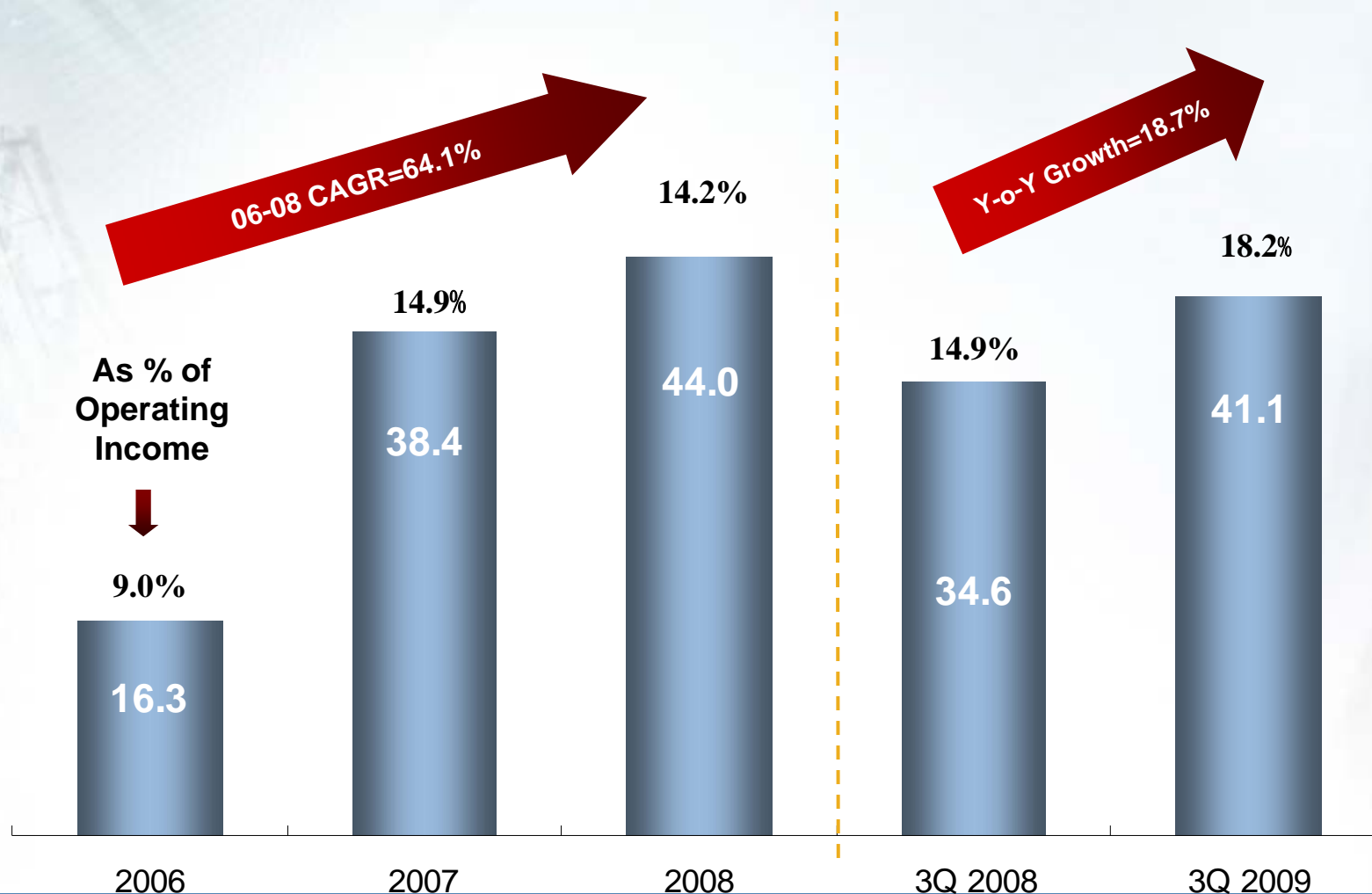




# Rapid Growth of Net Fee and Commission Income

## Steady Growth of Fee Income and Higher Percentage

RMB bn

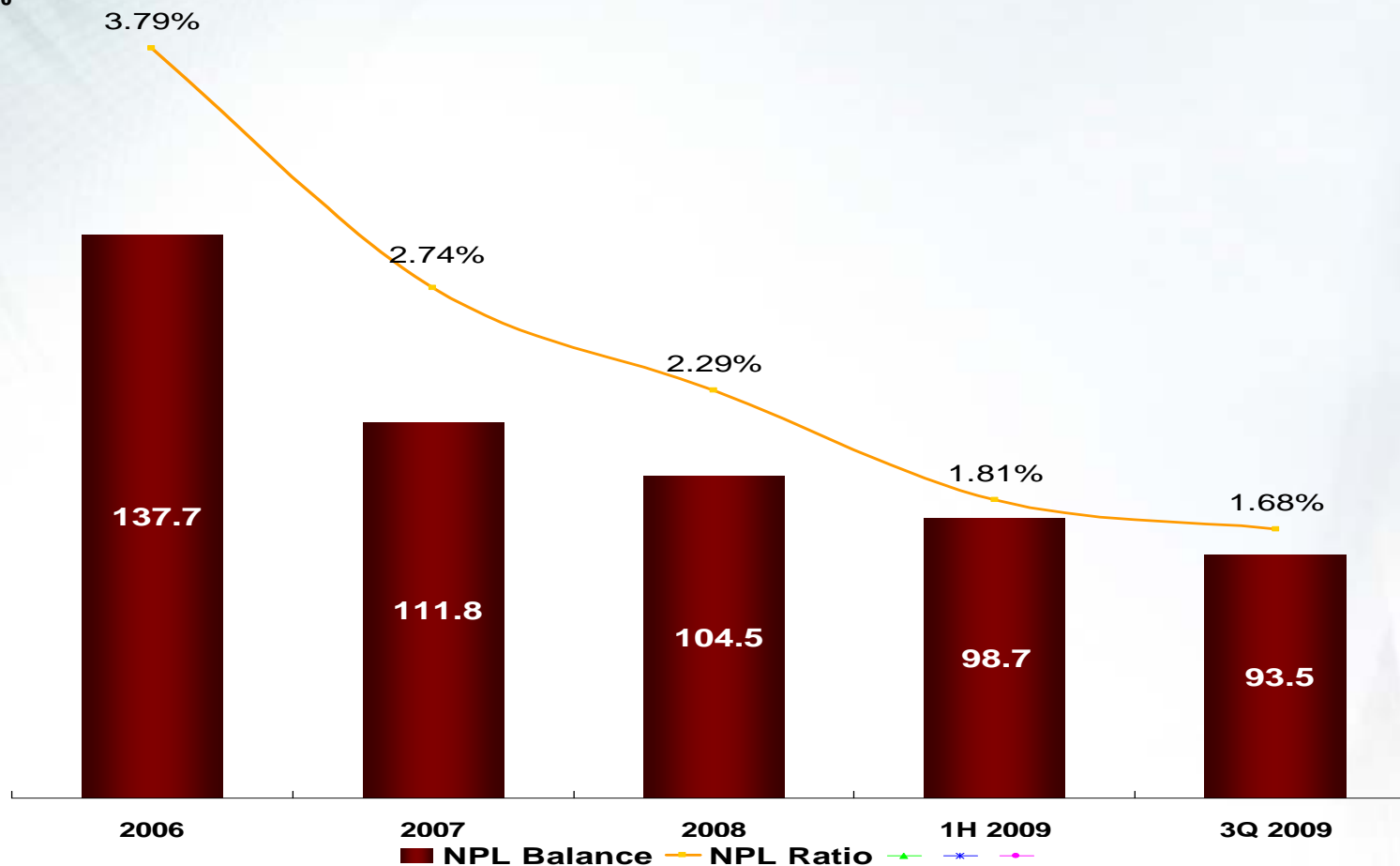




# Continuously Improving Asset Quality

## Declining NPL Balance and NPL Ratio

RMB bn, %

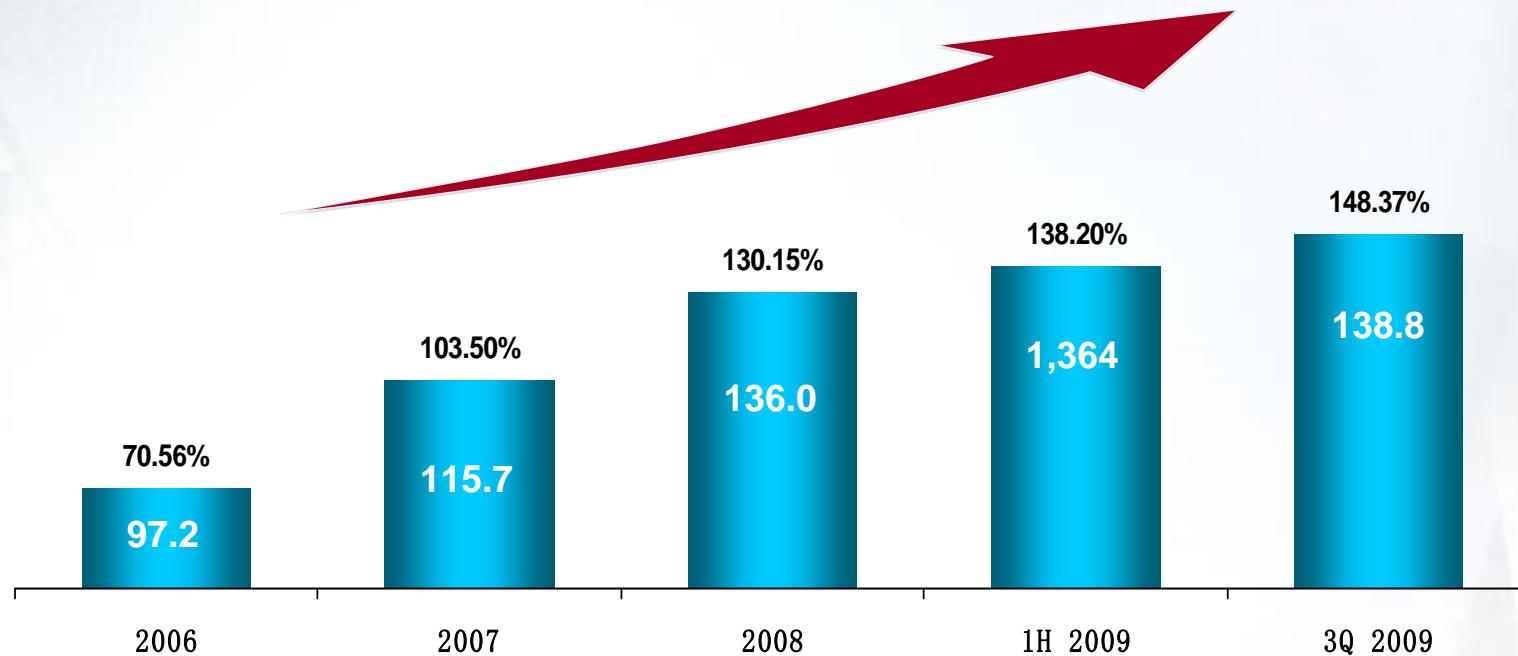




# Favorable Risk Coverage as Evidenced by Prudent Provisioning

## Improving Loan Loss Reserve and NPL Coverage Ratio

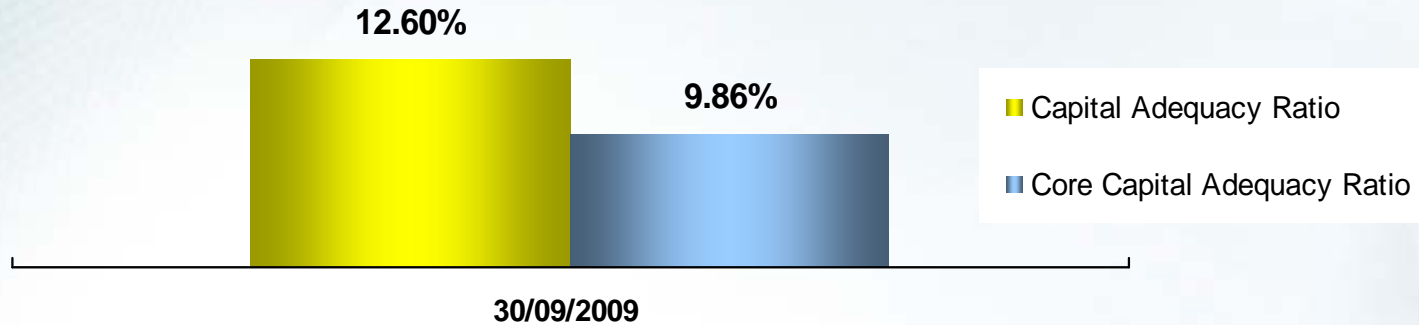
RMB bn, %



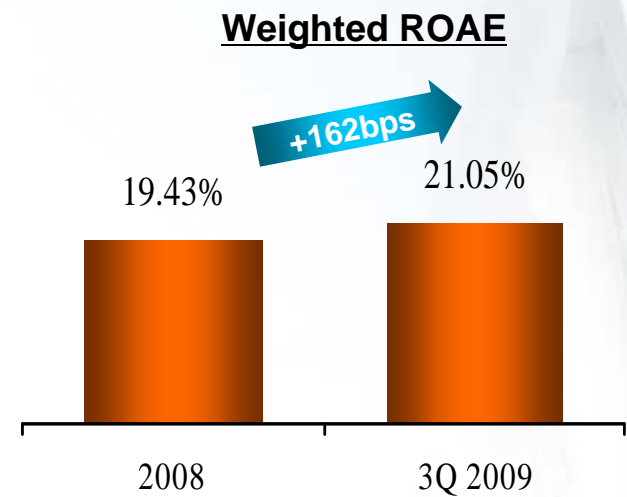
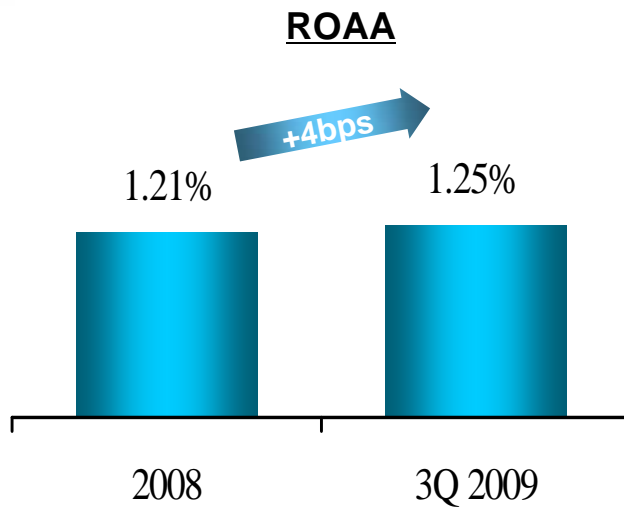


# Strong Capital Base, High Shareholder Return

## Strong Capital Base



## Constantly Rising ROAA/ROAE





# International Expansion and Universal Banking Model

Globalization through Branch Openings and Acquisitions

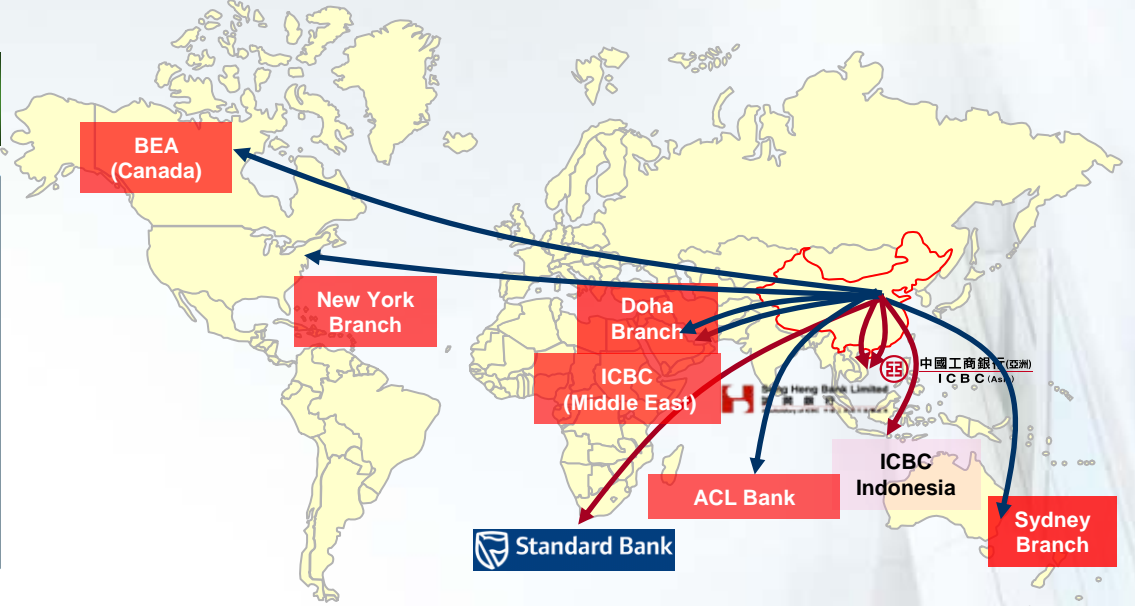
## Accelerated Organic Growth

- Opening of New York Branch, Sydney Branch, Doha Branch and ICBC (Middle East)
- Establishment of Vietnam subsidiary in Hanoi approved by the CBRC



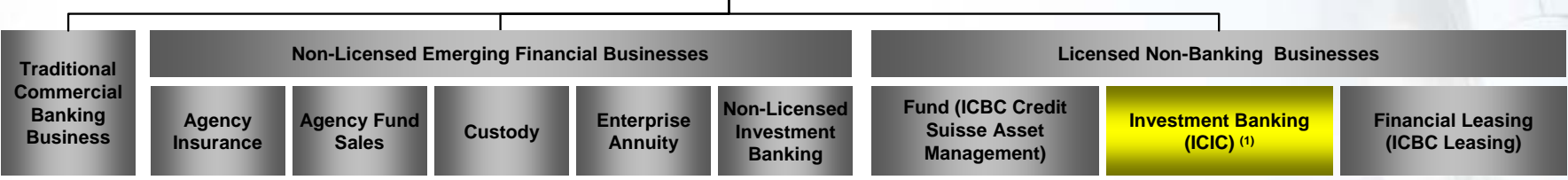
## Enhanced Expansion

- Promote post-acquisition integration and management through nomination of directors and participation in corporate governance



Integrated Operating Platform

## Universal Banking Framework



### Potential Areas for Future Development



**Notes**  
1. Investment banking license was approved by Hong Kong Monetary Authority in May, 2008



# Our Development Strategy

## Strategic Mission:

- **To be the most profitable, pre-eminent, and respectable world-class international commercial bank**

## Strategic Initiatives:

- Continue to adjust business operating structure and earnings mix; establish the most pre-eminent retail bank and credit bank; accelerate advancement of treasury and intermediary businesses, establish first-class trading platform; facilitate business innovation to enhance core competitiveness in less traditional intermediary businesses, and maintain fast and sustainable growth of intermediary business income
- Comprehensively enhance competitiveness and development ability. Promote product innovation, improve service standards, optimize distribution network, further enhance corporate image and branding, and strengthen corporate culture development
- Explore more comprehensive universal banking channels where permissible by relevant laws, regulations and policy framework. Gradually promote international expansion, enhance cross-sector and cross-geography service capabilities
- Perfect corporate governance, enhance buildup of comprehensive risk management system and internal control mechanism, establish human resources management system adapted to modern commercial banking requirements, and fulfill our social responsibilities



**ICBC** 



**Thank you!**