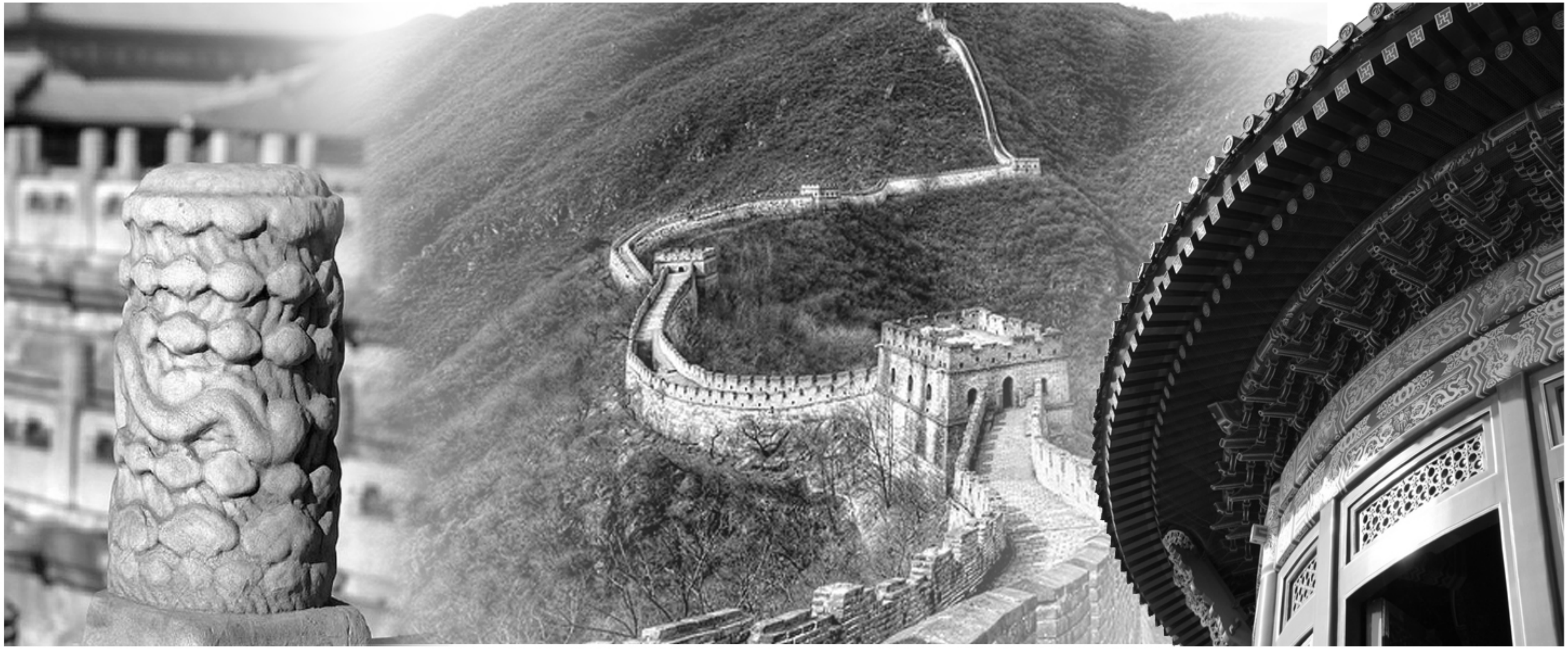
ICBC

2010 Annual Results Announcement（IFRS)



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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.

Agenda

Solid Financial Performance

Leading Business Operations

Clear Strategy

Solid Financials（IFRS）

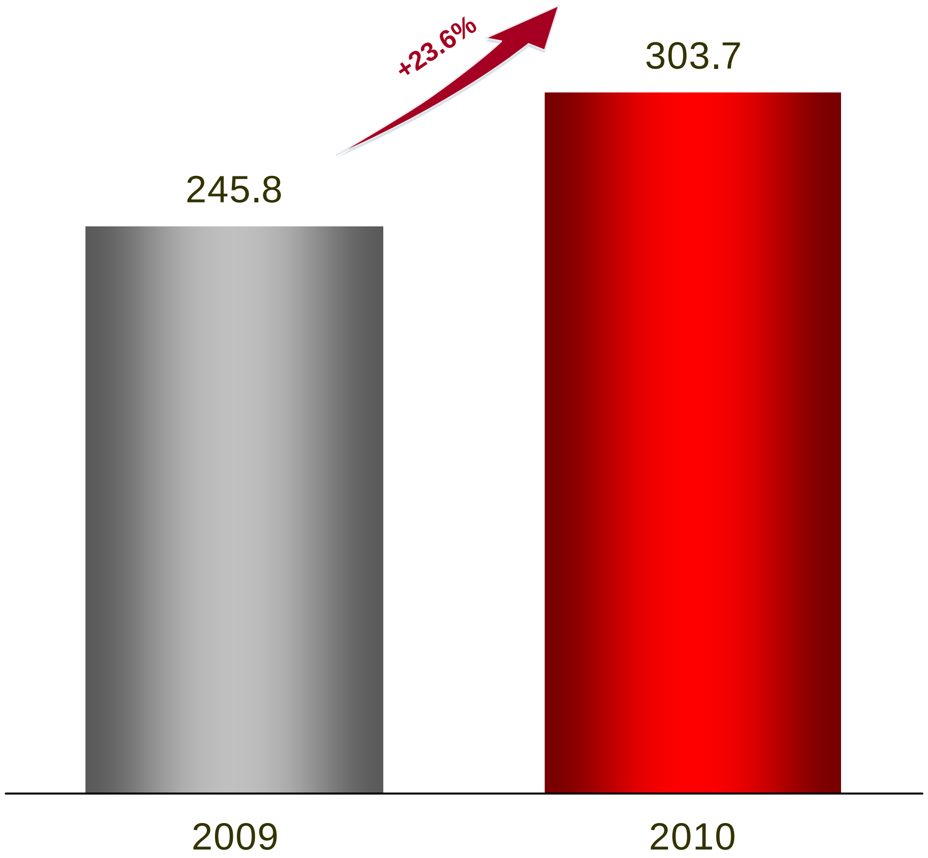
		2009		2010
Profit Before Tax	Remarkable Increase	RMB167.3 Bn	+28.8%	RMB 215.4 Bn
Profit After Tax	Strong Growth	RMB129.4 Bn	+28.3%	RMB 166.0 Bn
EPS	Strong Growth	RMB 0.38	+26.32%	RMB 0.48
NAPS	Continued Growth	RMB 2.02	+16.34%	RMB 2.35
Weighted ROAE	Remarkable Increase	20.15%	+264bp	22.79%
ROAA	Steady Increase	1.20%	+12bp	1.32%
NPL Ratio	Continued Decline	1.54%	-46bp	1.08%

Note: all percentages are calculated based on millions

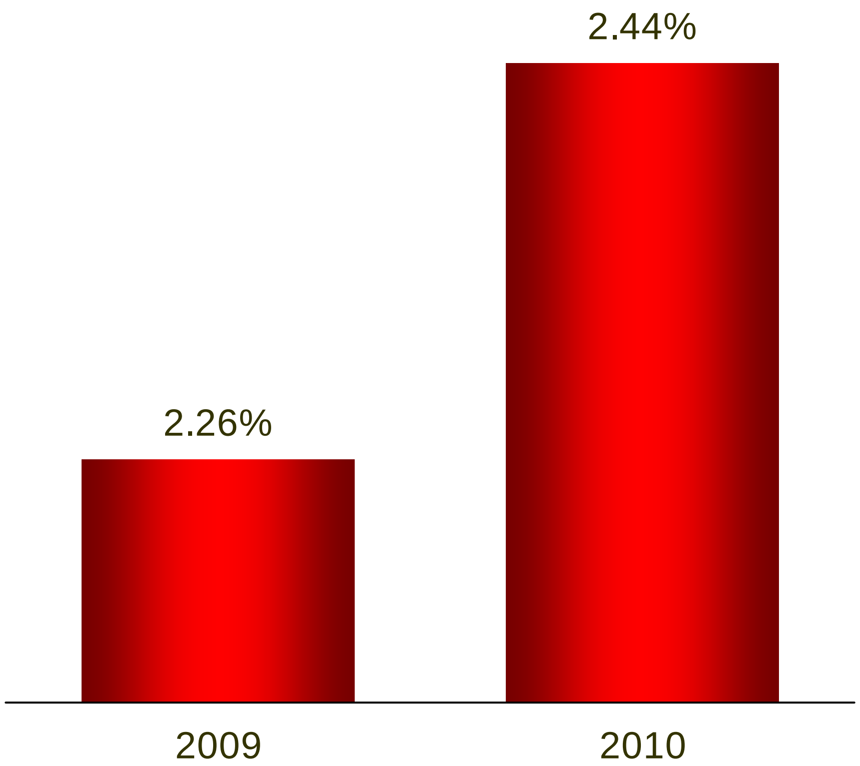
NII grows steadily, NIM expands remarkably

Net interest income grows steadily

(RMB Bn)



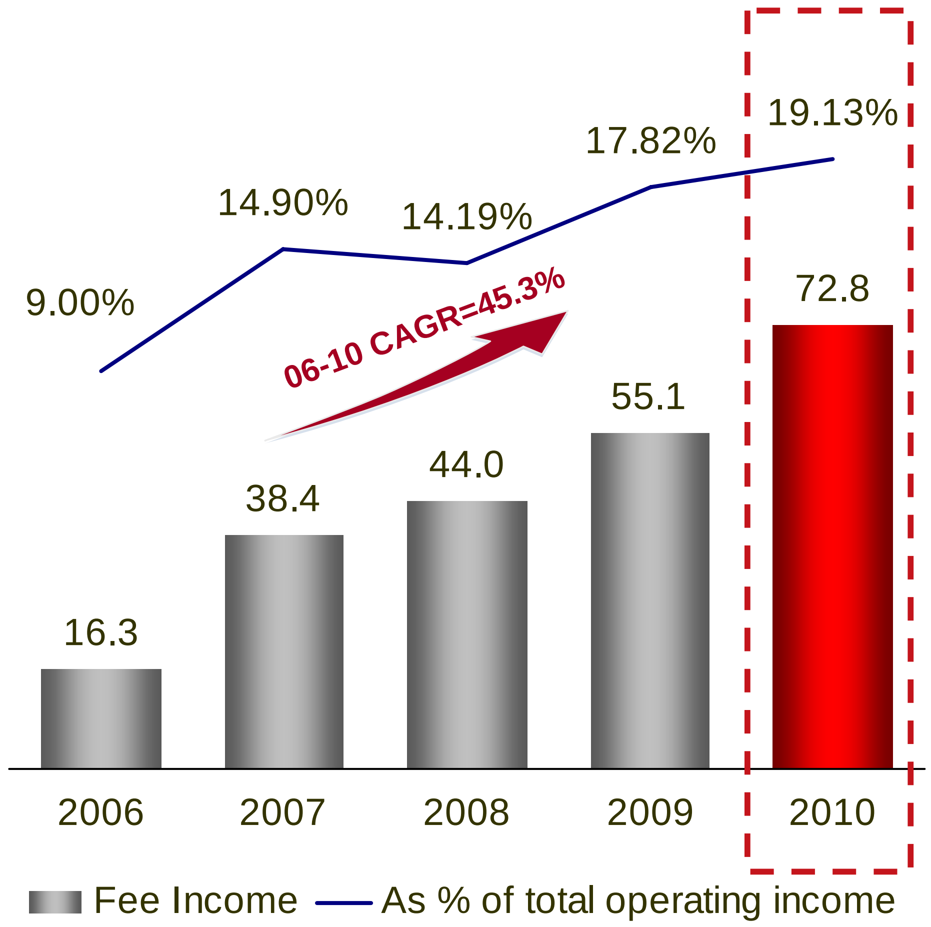
Net interest margin expands remarkably



Fee income grows rapidly with optimizing structure

Fee income grows rapidly, with higher contribution to operating income

（RMB Bn）



Four segments contribute over RMB 13 bn each

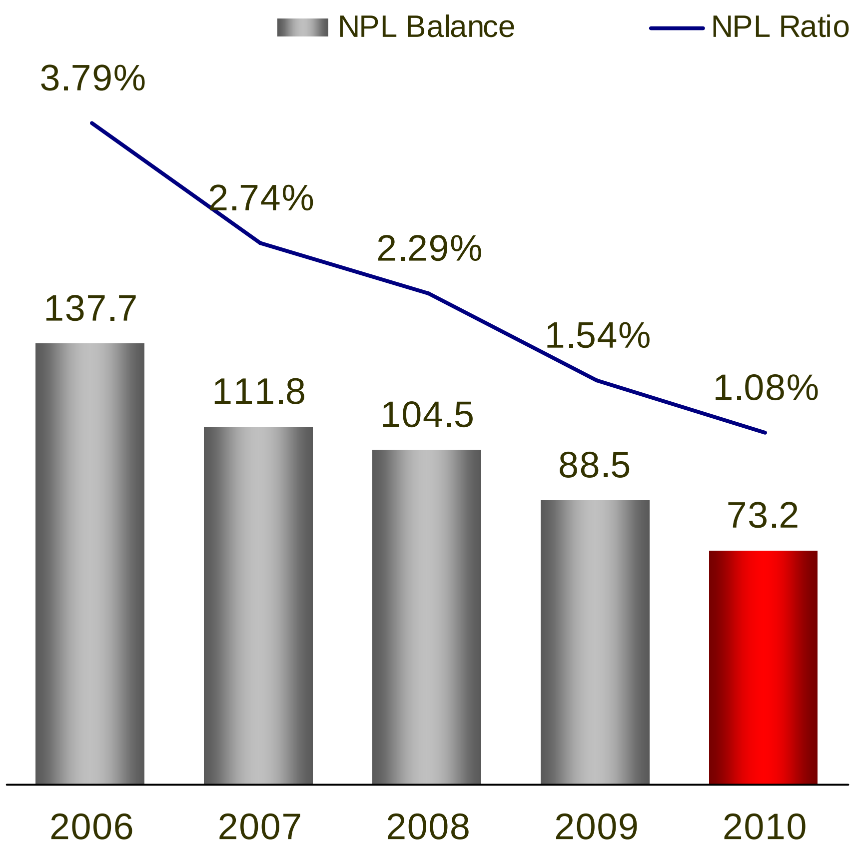
（RMB Bn）

	2010 income	As % of fee income
Settlement, Clearing and Cash Management	19.16	24.6%
Investment Banking	15.51	19.9%
Personal WM and Private Banking	14.86	19.0%
Bank Card	13.69	17.5%
Total	63.21	81.0%

Asset quality continues to optimize, showing stronger risk coverage

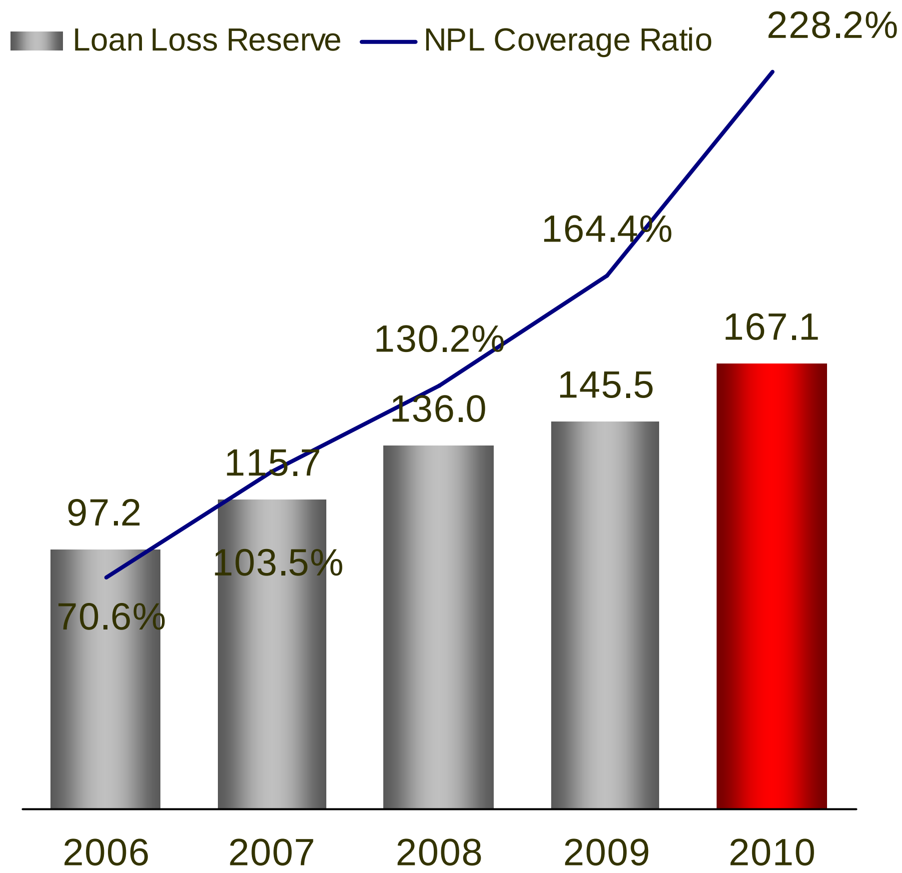
Declining NPL balance and NPL ratio

(RMB Bn)



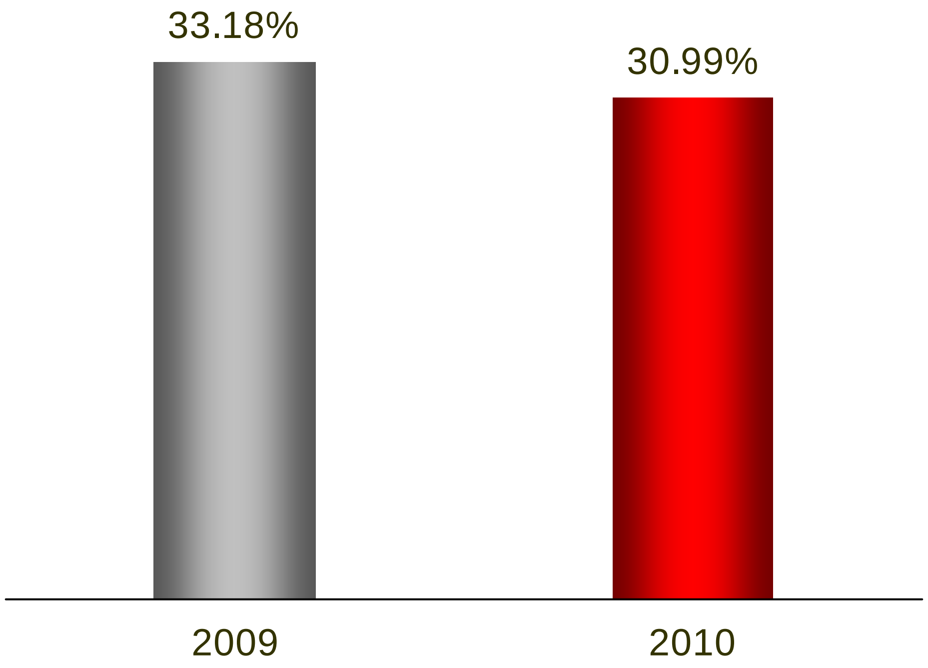
Improving loan loss reserve and NPL coverage ratio

(RMB Bn)

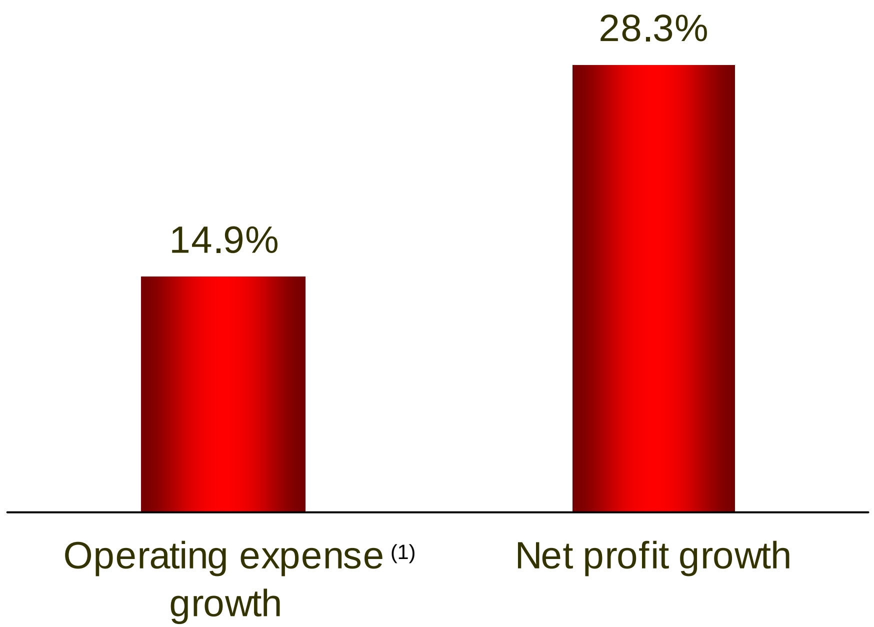


Operating expense under control with higher cost-efficiency

Cost to income ratio declines



Growth rate: operating expense < net profit



Note: Excluding business taxes and surcharges

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Solid Financial Performance

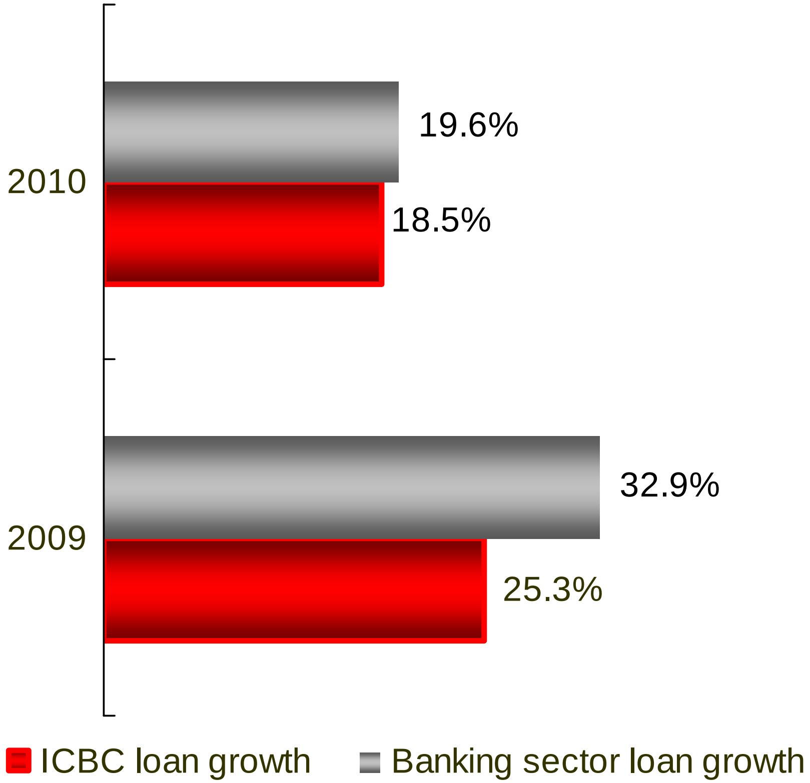
Leading Business Operations

Clear Strategy

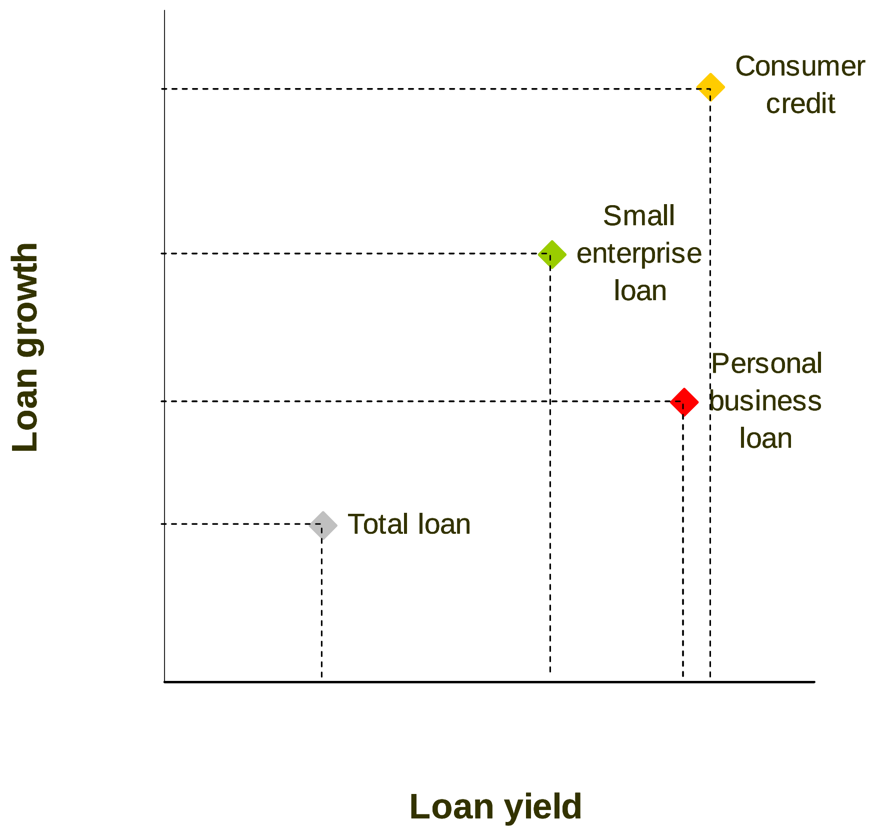
Steady loan expansion with optimized structure

Credit slows down, lower than banking average

(RMB Bn)

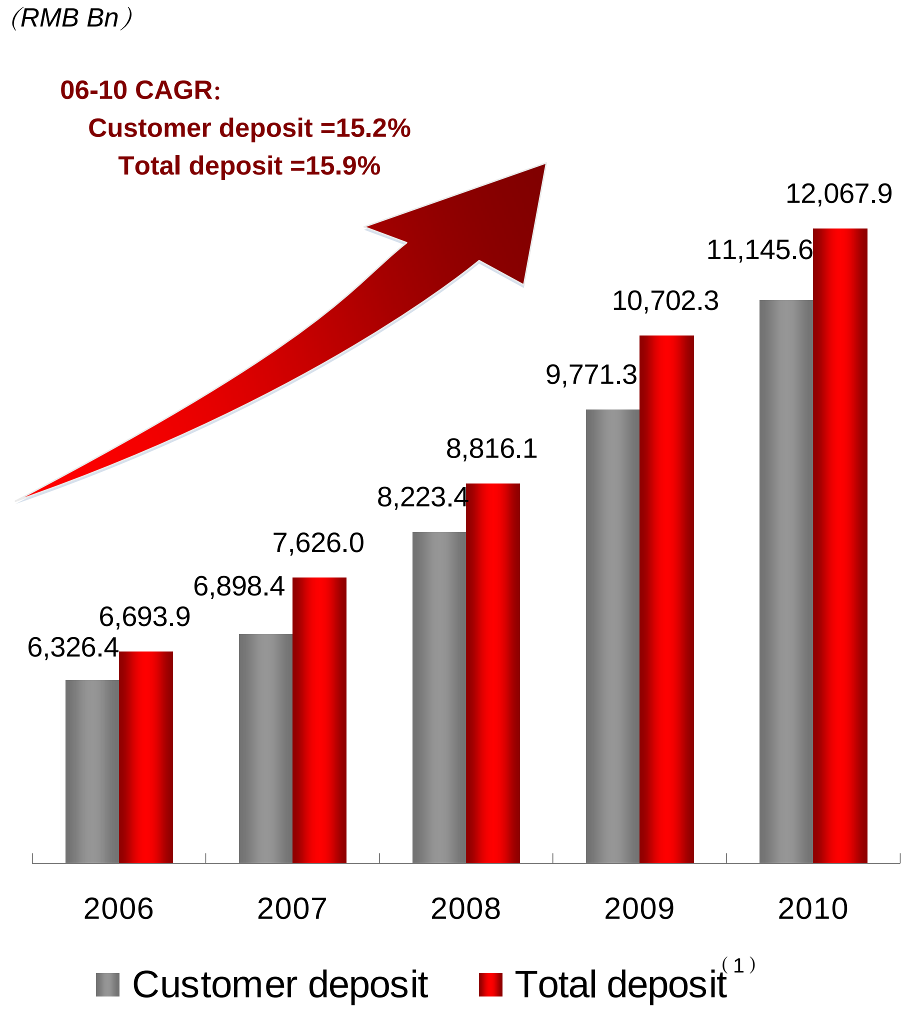


High yield products grows rapidly

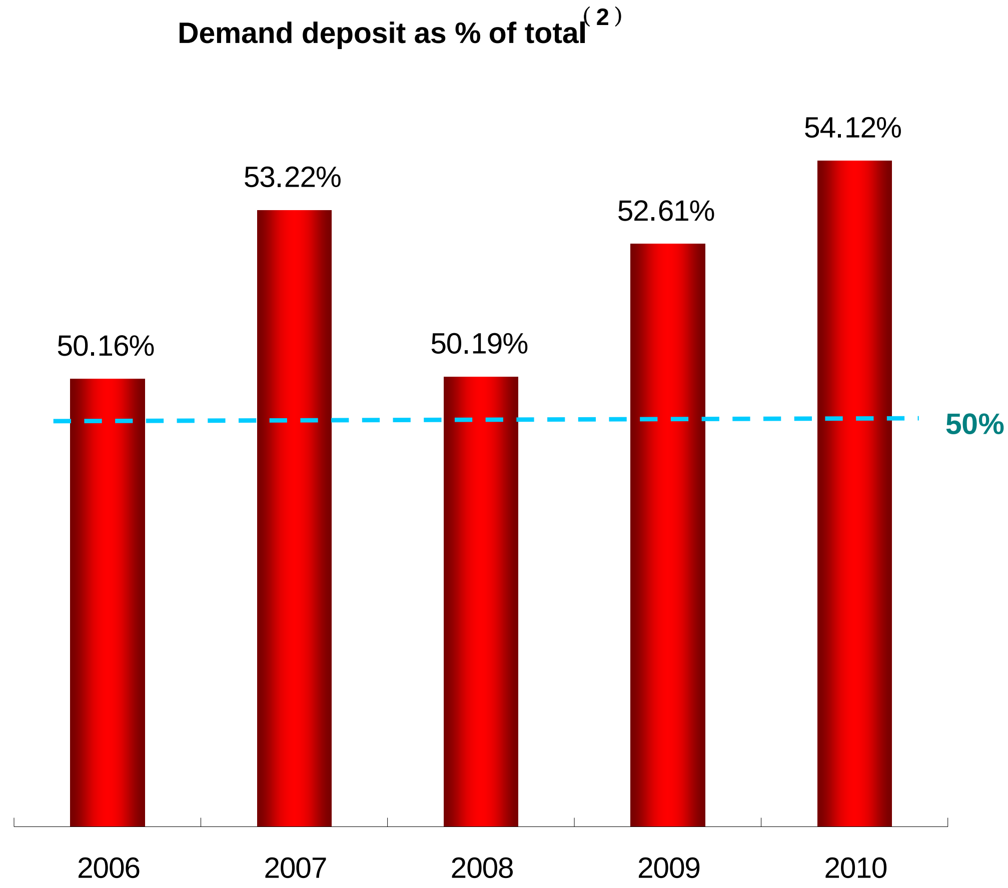


Deposit advantage consolidated

Deposit grows steadily



Demand deposit accounts for over 50% of total



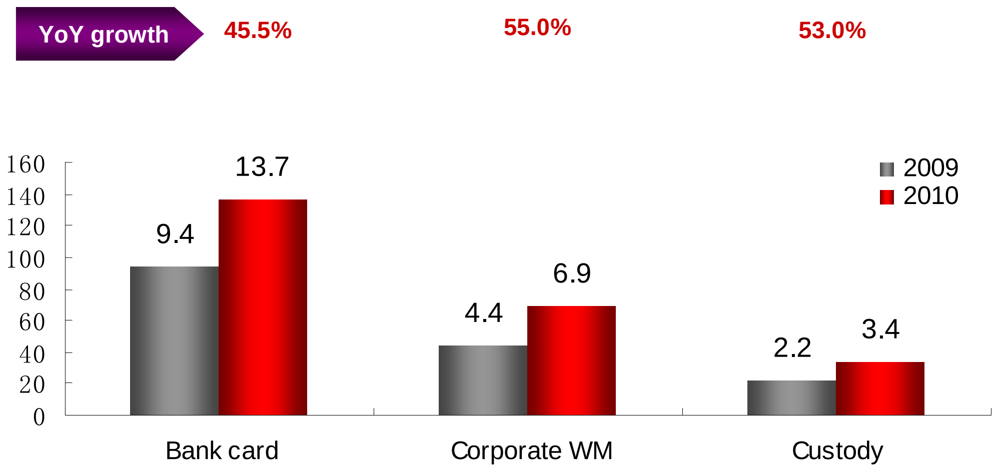
Note: （1）Including customer deposit and deposit from other financial institutions （2）Domestic only

Strong fee income drivers

Rapid growth in key segments

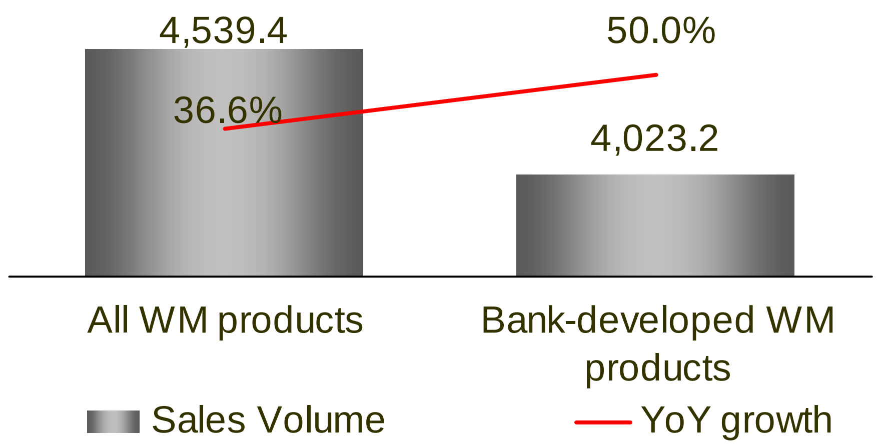
(RMB Bn)

Fee income drivers



Rapidly growing WM sales

(RMB Bn)



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Solid Financial Performance

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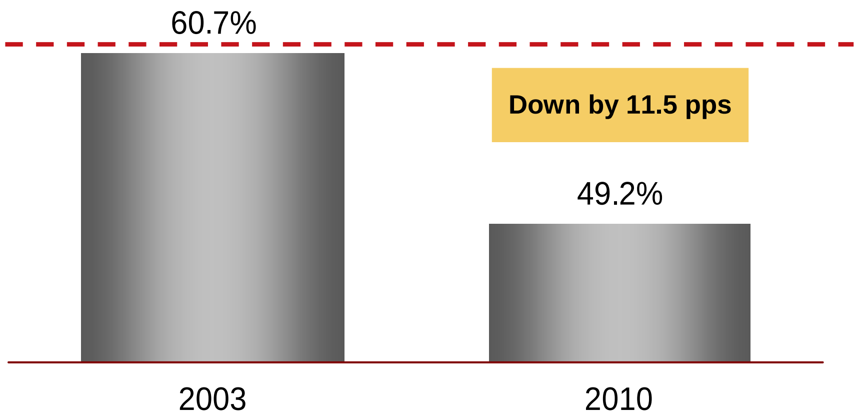
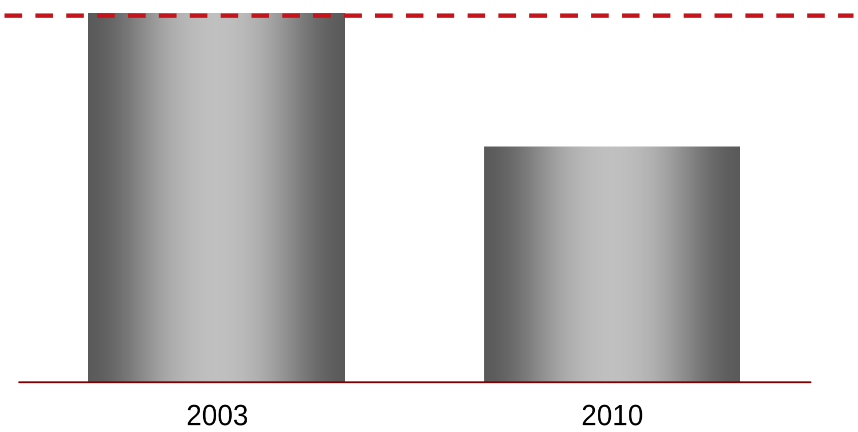
Business transformation: lower loan growth and higher profit growth

Loan balance as % of total asset declines

（RMB Bn）



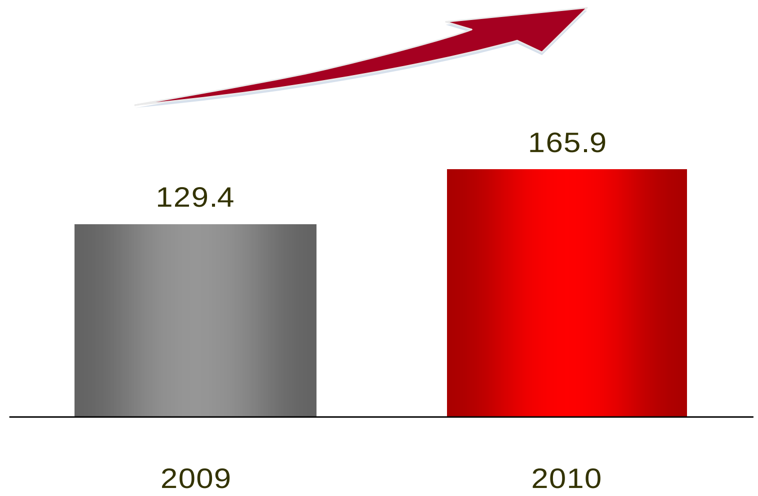
Spread income as % of total income declines



Steady growth of profit after tax

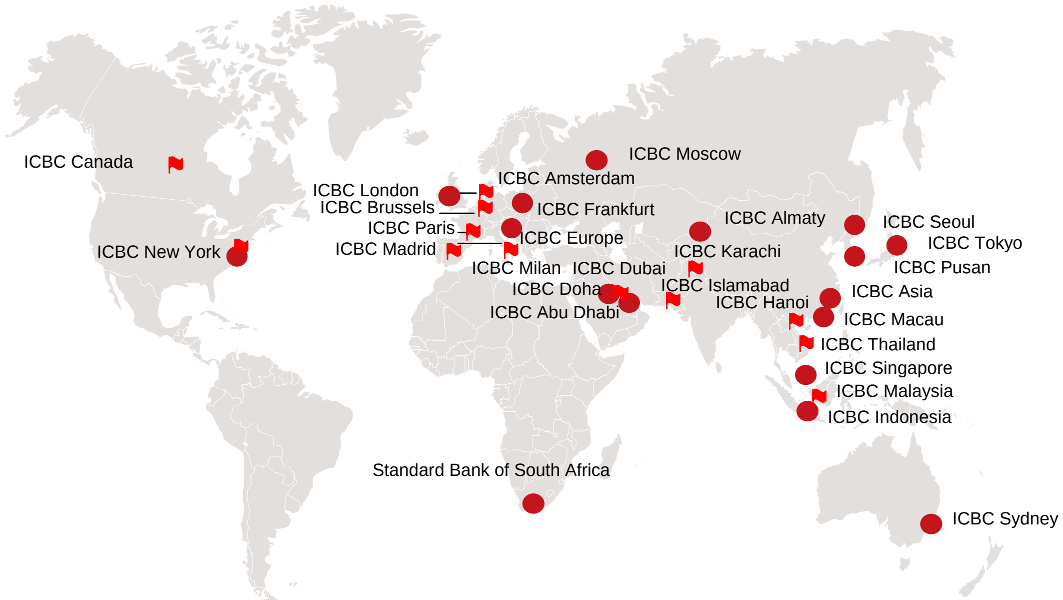
（RMB Bn）

2010 profit after tax up by 28.3%



International strategy: stronger global service capacity

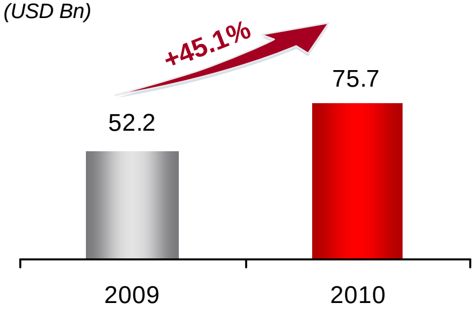
Branching breakthroughs in several target markets



Overseas network expanded to 203 institutions in 28 countries and regions with over 4800 staffs

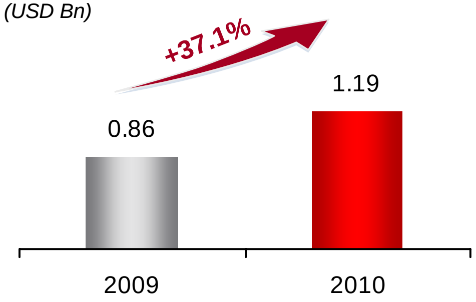
Expanding overseas asset size

(USD Bn)



Growing profit before tax

(USD Bn)



9 overseas products hit market

- Retail Banking
- Bank Card
- E-banking
- Clearing
- Financing
- Global Cash Management
- Investment Banking
- Asset Management
- Trade Finance

Globally-unified IT platform

- FOVA as a globally-unified IT platform covers 26 overseas institutions
- 3 Bills Centers processing bills from 56 institutions in and out of China. Processing volume over USD 100 bn

Universal banking model: pursue a business structure cross markets and business areas

ICBC Universal Banking Model

Non-Licensed Emerging Financial Business

- Agency Insurance
- Agency Fund Sales
- Custody
- Enterprise Annuity
- Non-Licensed Investment Banking

✓ Universal Banking

✓ Emerging business grows rapidly

✓ Drive up fee income

✓ Contribute more to fee income

Licensed Non-Banking Business

Asset Mgmt（ICBC-Credit Suisse）	China's largest bank asset management Ranks 12th among 62 mutual funds
Investment Banking（ICBCI）	Wholy-owned full license investment bank in HK Key role in important IPOs globally Higher profile on the market
Leasing（ICBC Leasing）	Best capitalized financial leasing company Specialize in plane, ship and large equipment Industrial leading indicators
Insurance（ICBC-AXA）	To further enhance integrated financial service

Business to enter in future

- A-share investment banking
- Asset management

Thanks!