

2010 03 25



Industrial and Commercial Bank of China Limited

2009 Annual Results Announcement
(IFRS)

March 2010



Disclaimer

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Agenda



Financial Performance



Business Operations



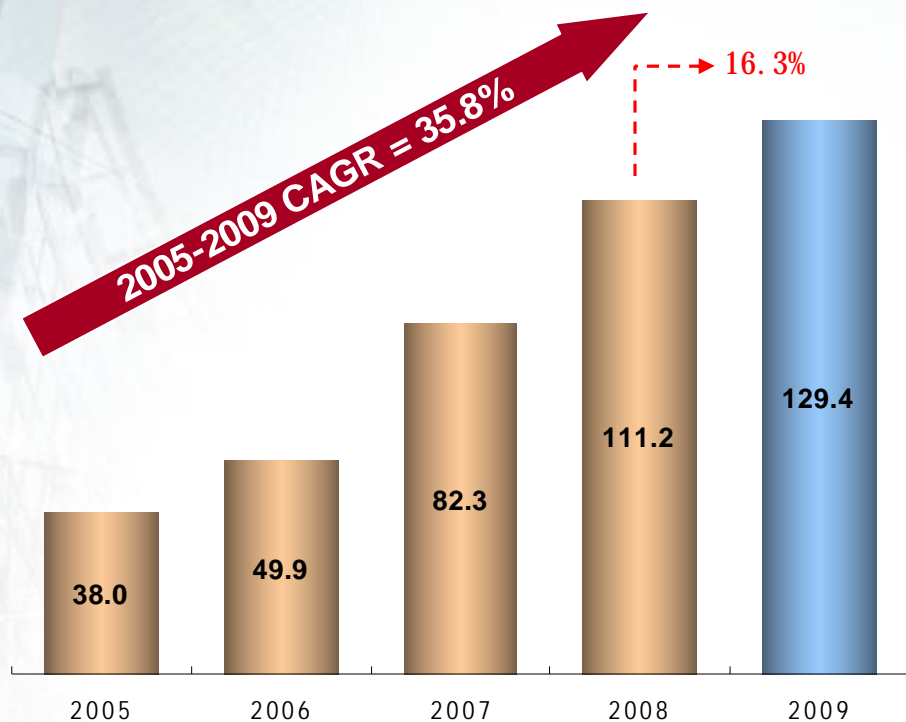
Outlook



Solid Profit Growth amid Economic Volatility

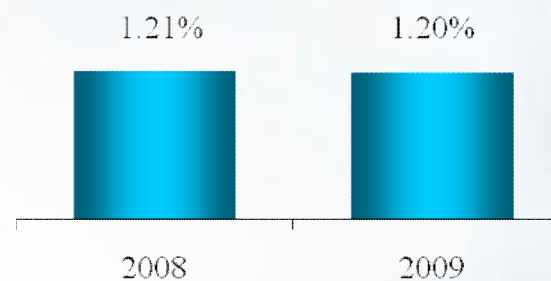
Steady Growth in Profit After Tax

(RMB Bn)

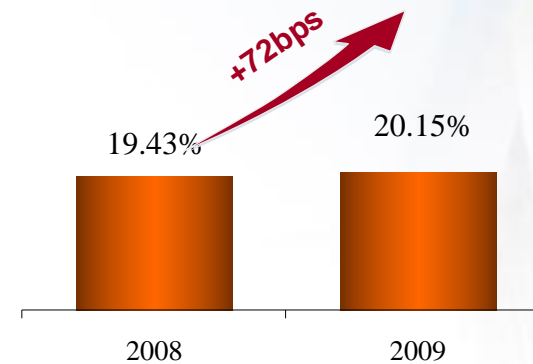


Steady ROAA, and Rising ROAE

Return on Average Assets



Weighted-Return on Average Equity

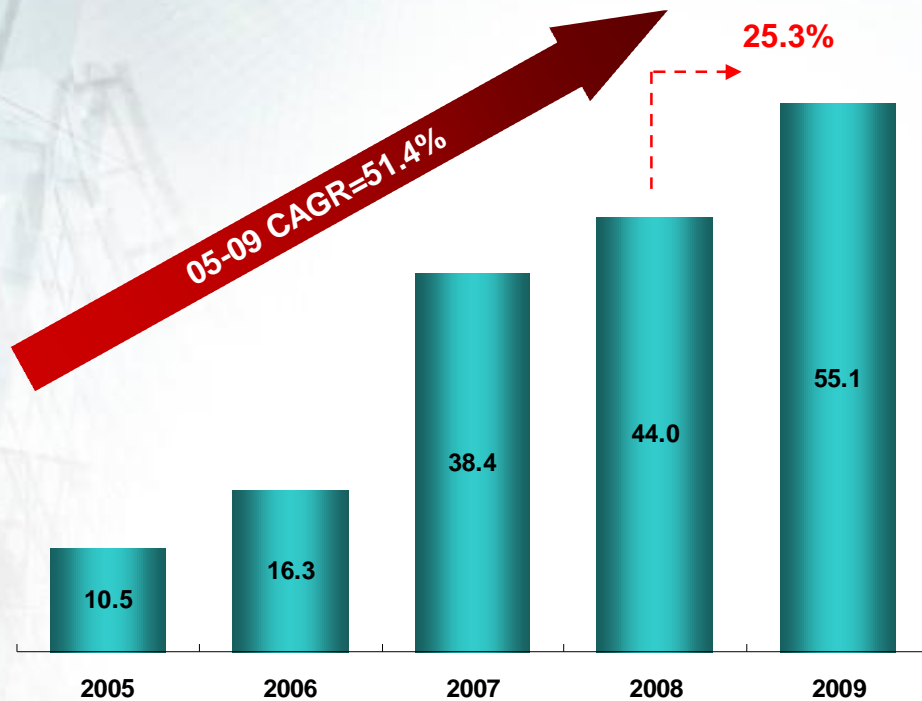




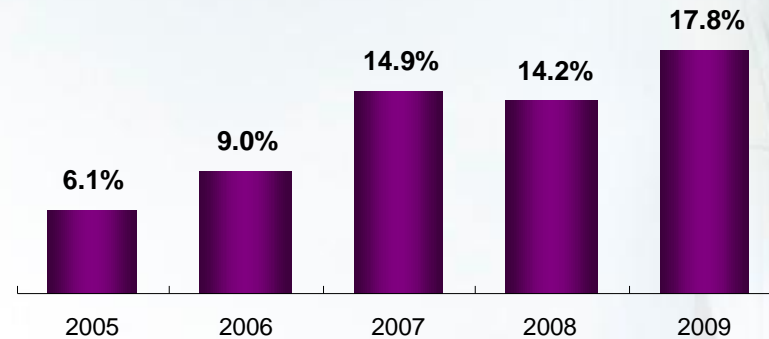
Fee Income Grew Rapidly, and Income Structure Continued to Improve

Healthy Growth in Fee and Commission Income

(RMB Bn)



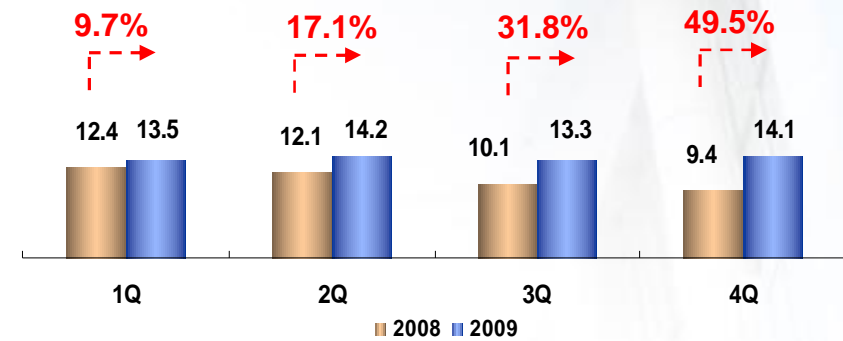
Higher Percentage in Operating Income



Net Fee and Commission Income as % of Total Operating Income

Accelerating Q-o-Q Growth Rate

(RMB Bn)

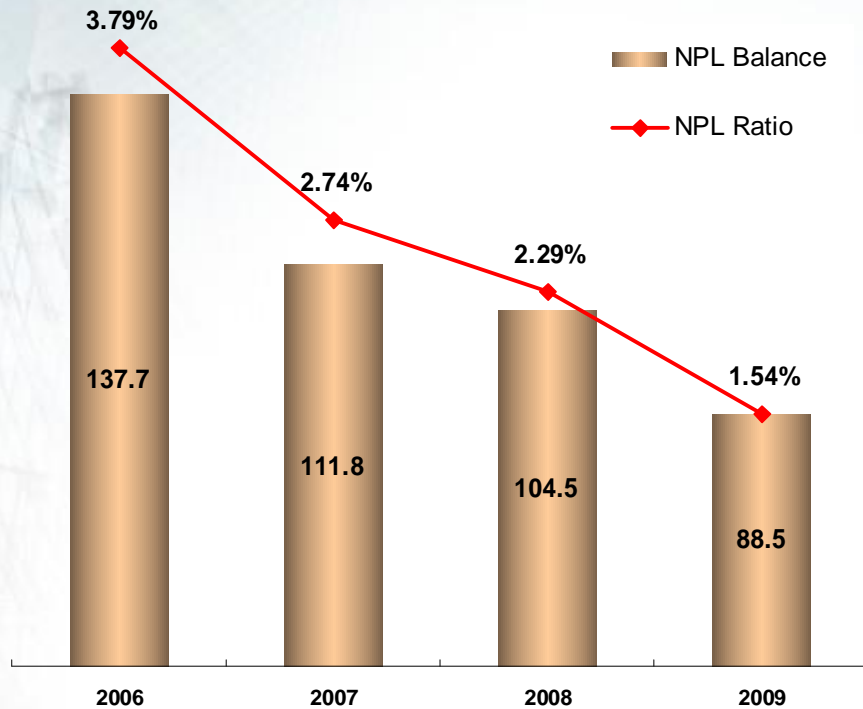




Asset Quality and Provisioning Improved to Ensure Safe Operating Model

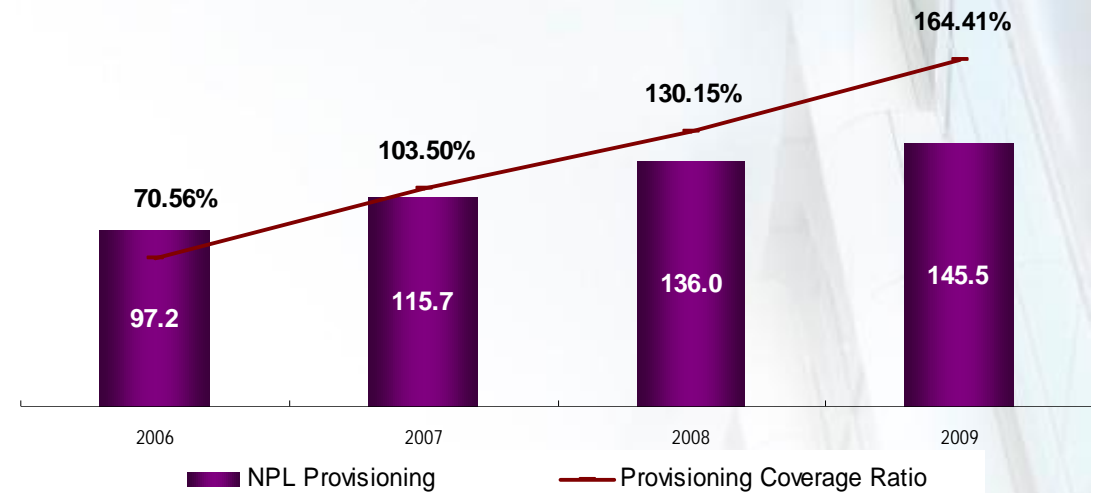
Declining NPL Balance and NPL Ratio

(RMB Bn, %)



Improving Loan Loss Reserve and NPL Coverage Ratio

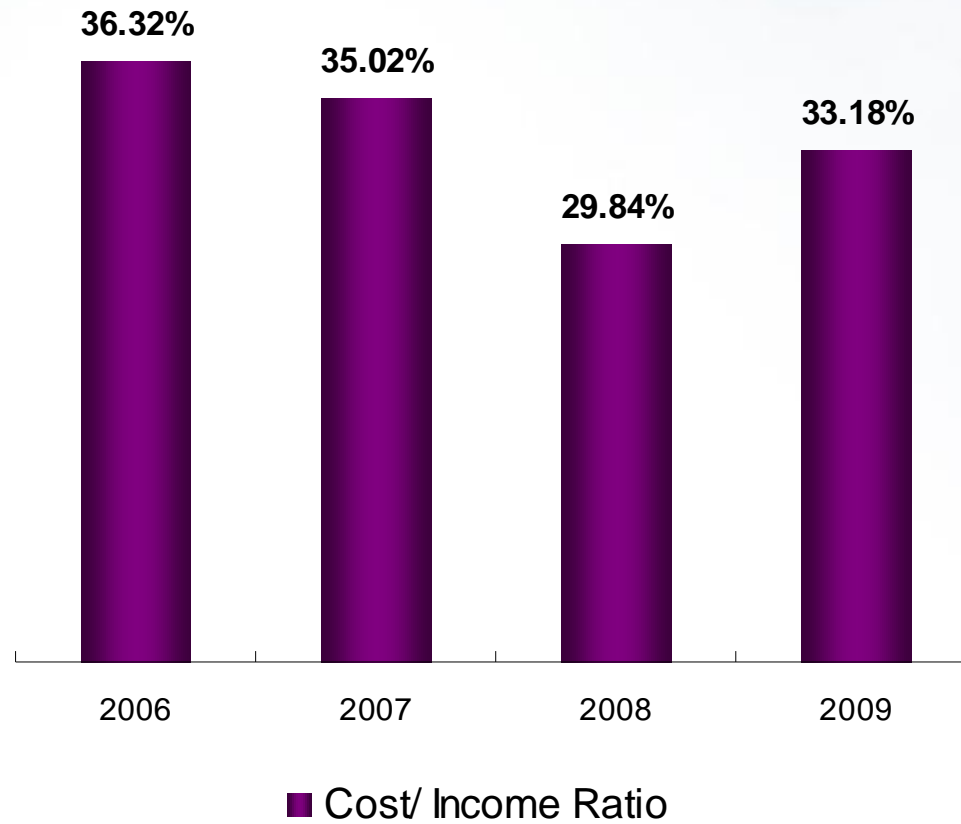
(RMB Bn, %)





Reasonable Cost Management

Reasonable Cost / Income Ratio





Agenda

 Financial Performance

 *Business Operations*

 Outlook

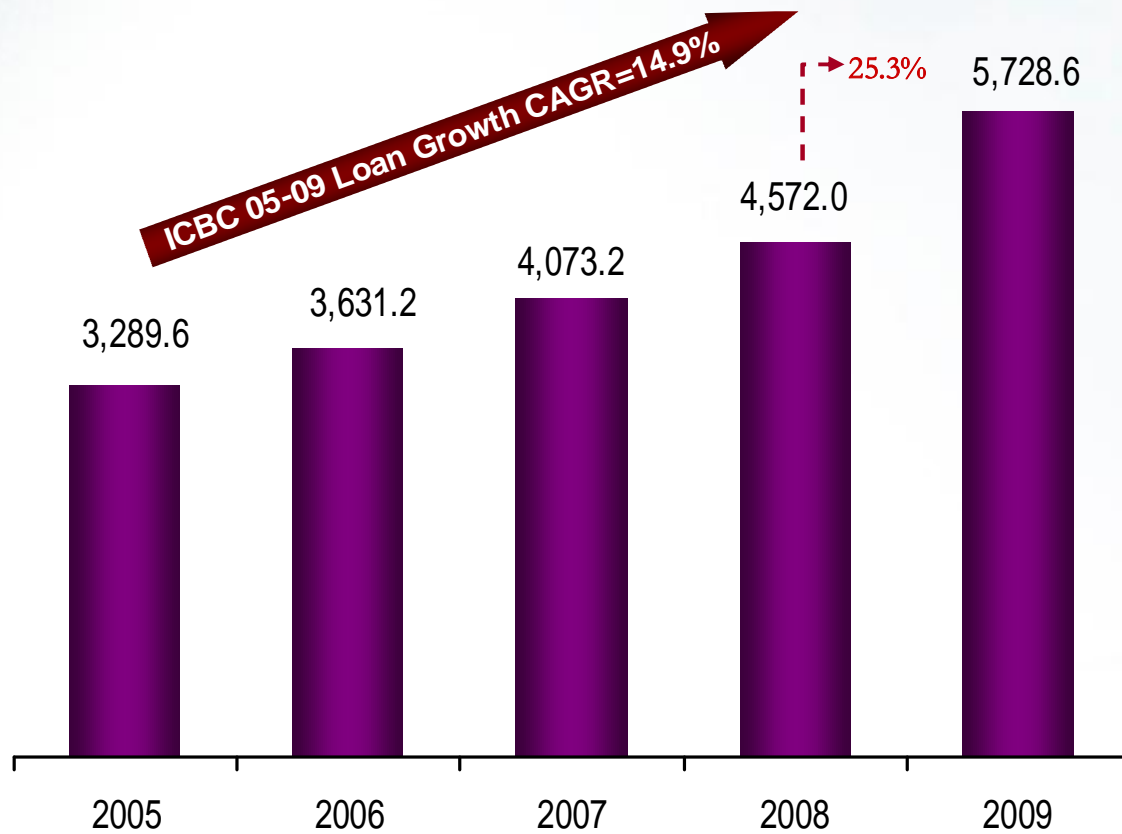


Support Economic Growth with Appropriate Loan Growth

Moderate Loan Growth

(RMB Bn)

Domestic Chinese Banks' 2005-2009 Loan Growth CAGR
19.8%

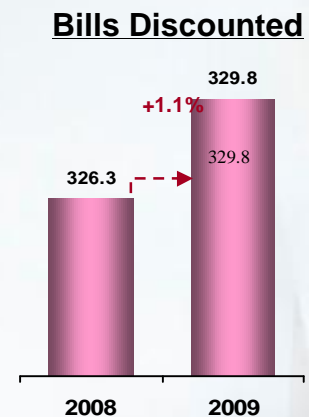
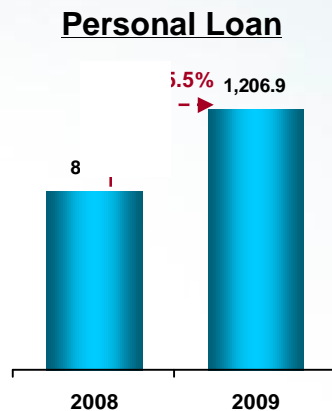
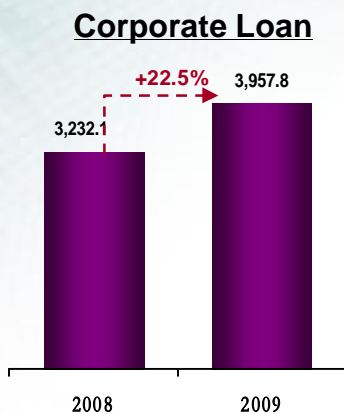




Modify Loan Mix While Supporting Real Economy

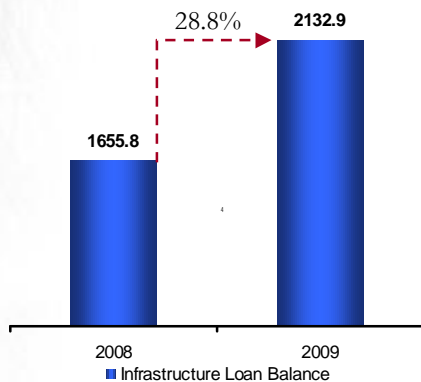
Healthy Loan Portfolio

(RMB Bn)

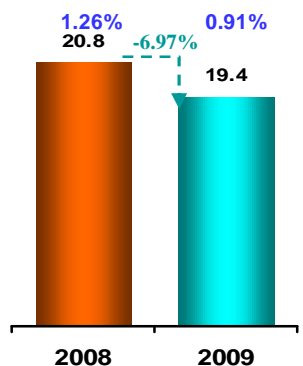


Strong Support to Infrastructure-related Demand

Loan Balance of the Big Four

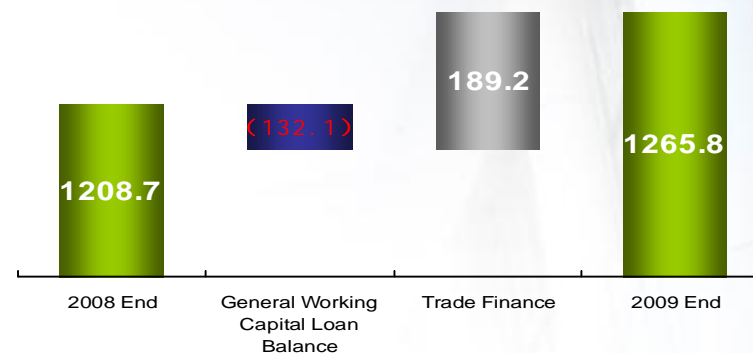


NPL Balance and NPL Ratio of the Big Four



Optimizing Working Capital Loan Structure

(RMB Bn)



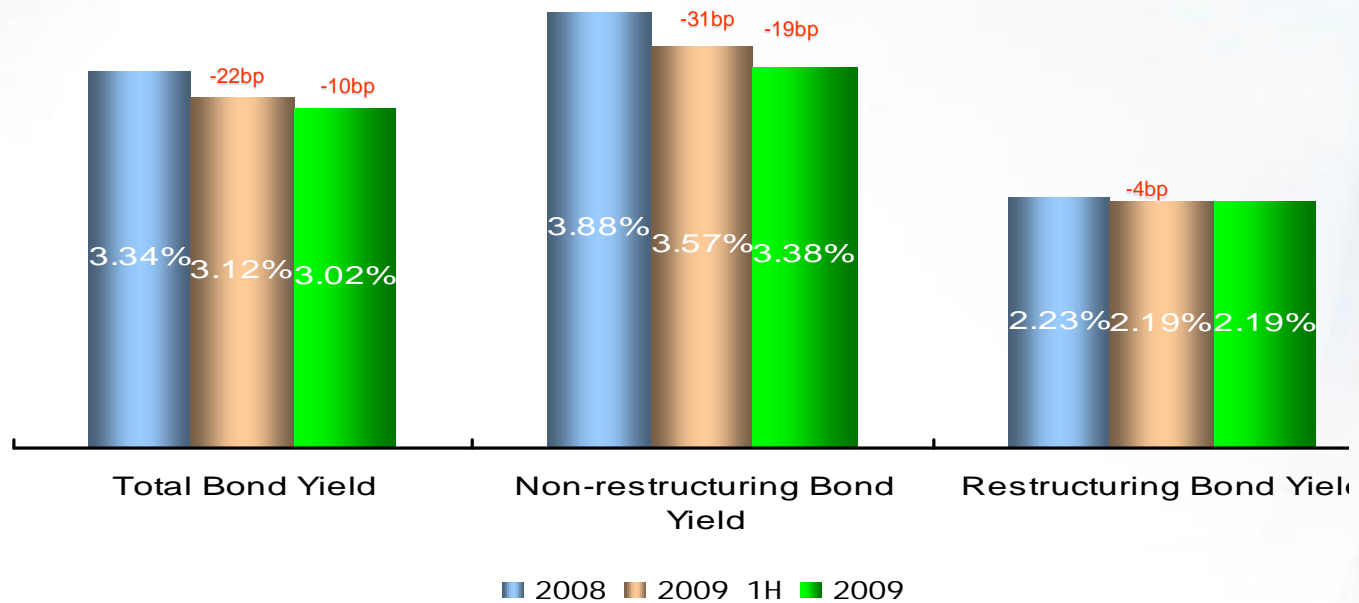
Note: Infrastructure construction includes logistics and transportation, power generation and transmission, utilities, environmental and public facilities, commercial and leasing services.



Optimize Securities Portfolio with Higher Yield from New Investment

Steady Bond Yields

(Group)



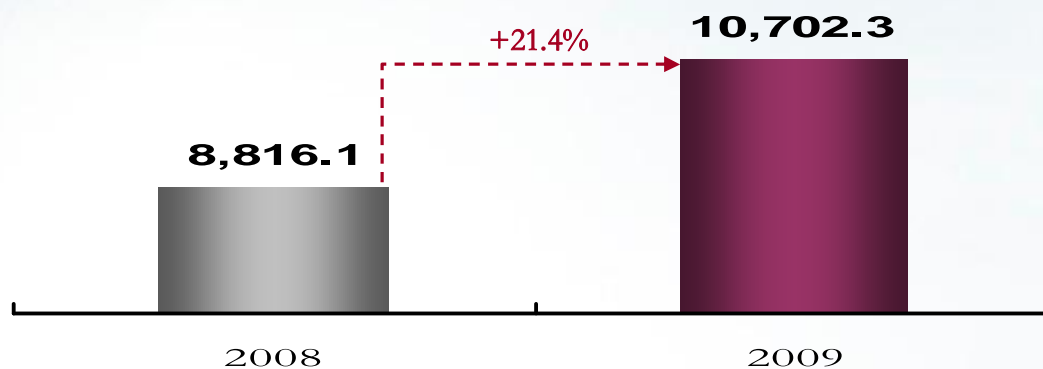


Expand Liability Business Steadily at Low Funding Cost

Steadily Expanding Liability Business

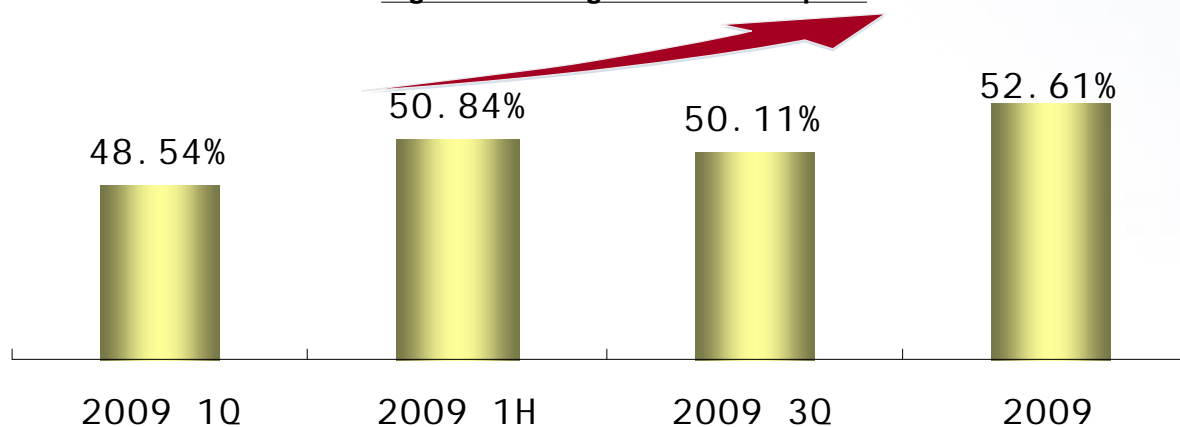
(RMB Bn)

Customer Deposit + Deposit from Other Institutions



Optimizing Deposit Mix

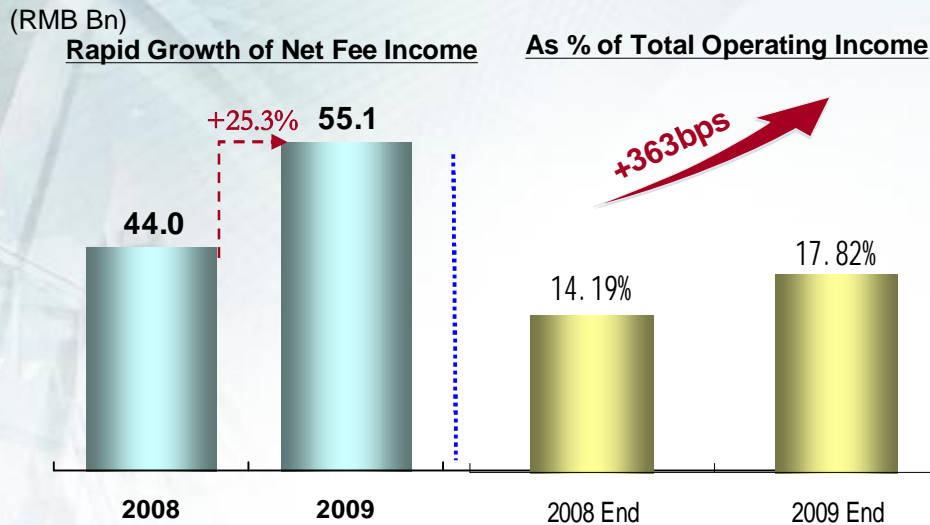
Higher Percentage of Demand Deposit



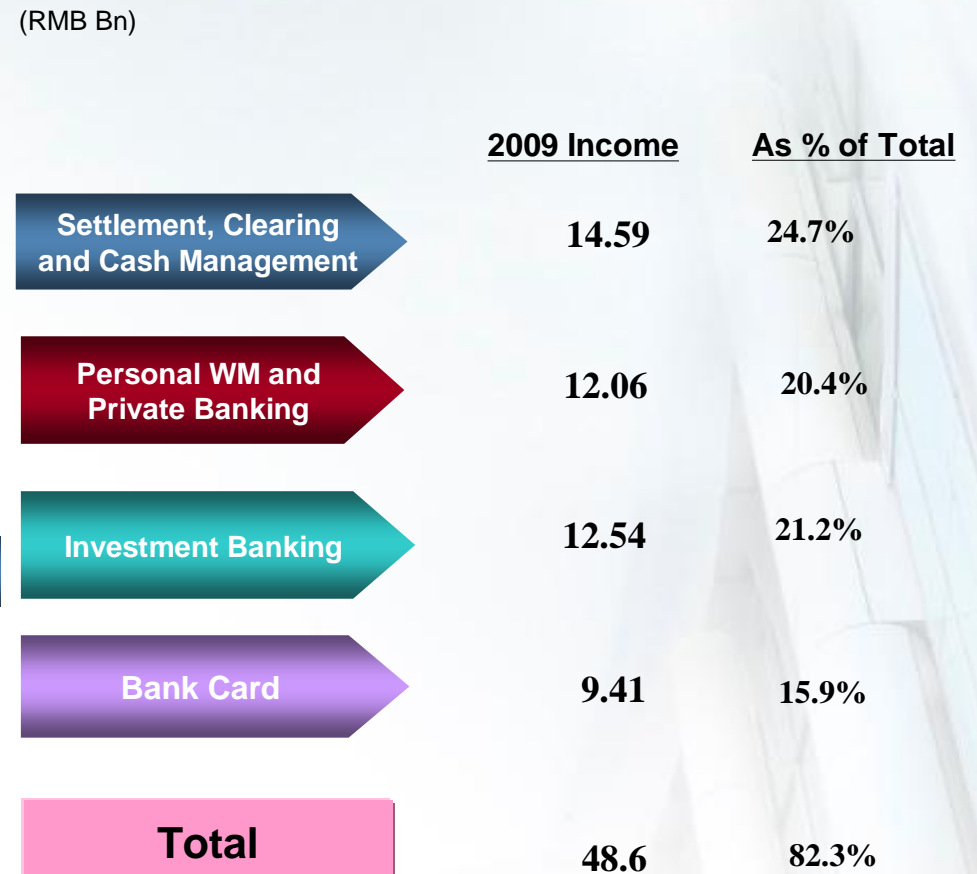


Benefit More from Fee Business due to Stronger Market Dominance

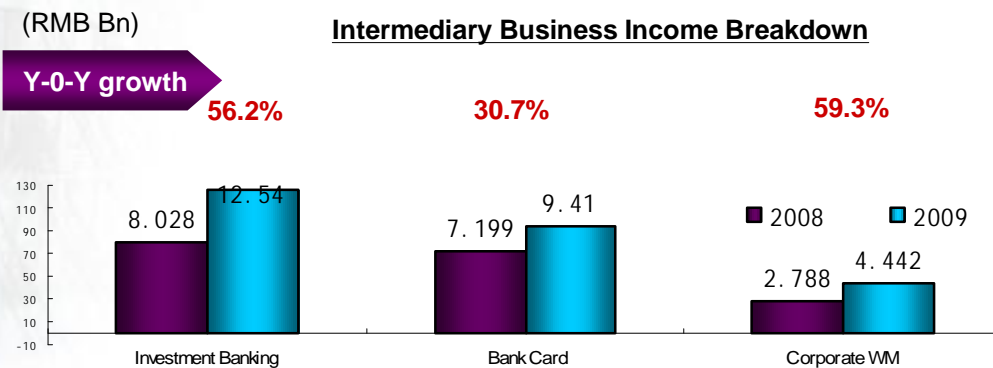
Rapid Growth of Net Fee and Commission Income and Higher Contribution



Income from Four Key Drivers around RMB 10 Bn



Diversified and Balanced Growth of Intermediary Business



Data unaudited, from peer exchange

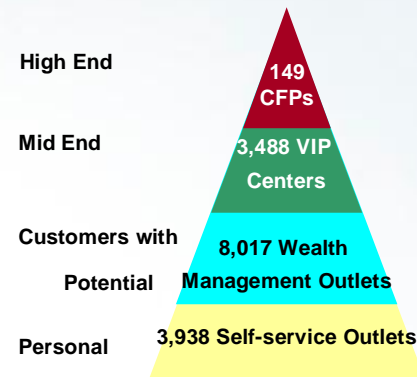


Broad Customer Base and Wide Distribution Network

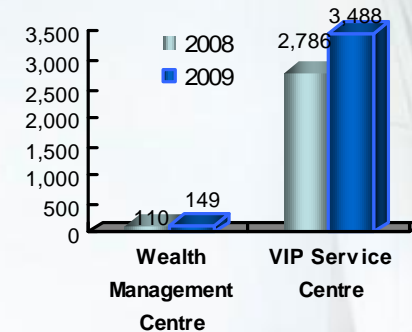
Expanding Customer Base

	2009 End	YoY Growth(%)
Corporate Customers(10,000)	361	16.36
Cash Management Customers(10,000)	28.7	141.7
Corporate Borrowers(10,000)	6.46	12.11
Corporate Internet Banking Customers (10,000)	189.4	31.17
Personal Customers (MM)	216	11.34
Mid to High End Customers (MM)	24.92	16.83
Personal Customers with Potential (MM)	55.34	2.53
Elite Club Accounts (MM)	6.69	47.16
Personal Internet Banking Customers (MM)	75.36	32.9

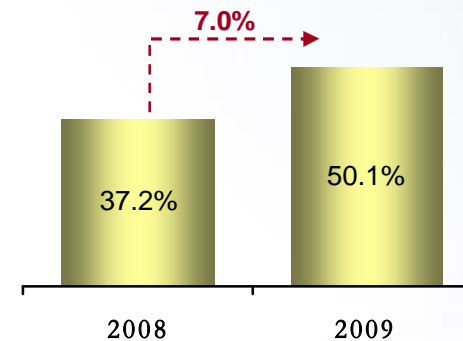
Enhanced Distribution Network



Rapidly Growing High-End Network (# of Outlets)



E-banking Volume as % of Total Volume



- n Categorized and Differentiated Customer Service Drives up Income
- n Improved Opportunity for Cross-selling; Fast and Flexible Promotion of New Products

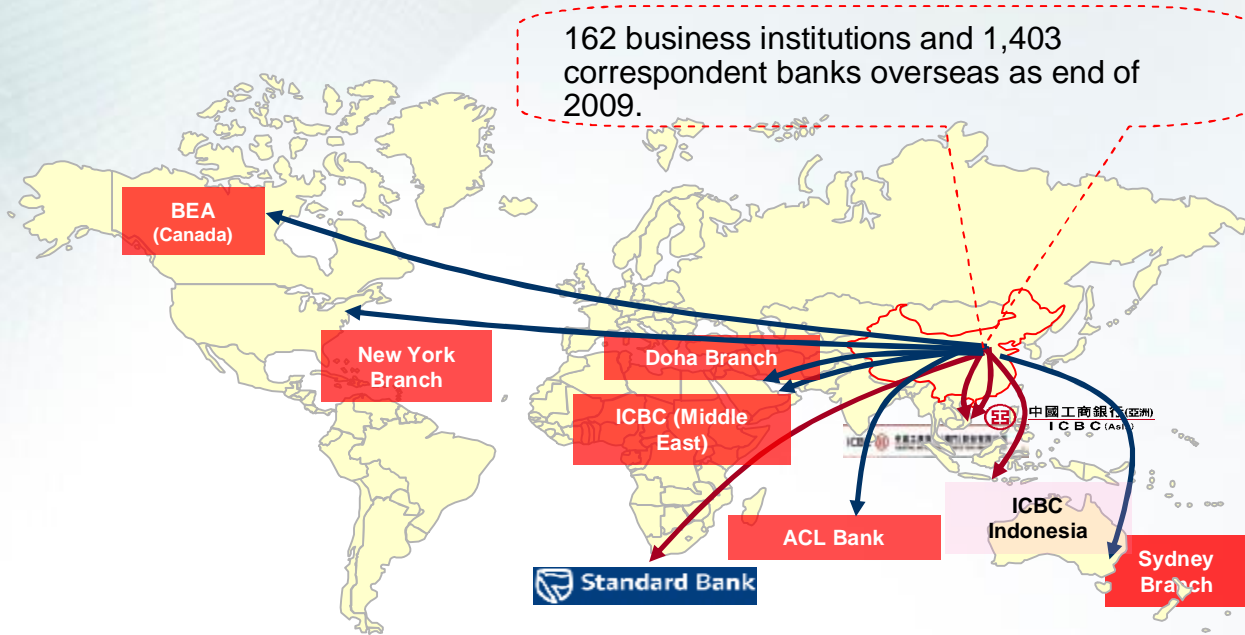
Notes

1. Mid to high end customers are defined as customers with financial assets of greater than or equal to RMB 50,000; high-end customers between RMB 1 and 8 million; private banking customers over RMB 8 million.

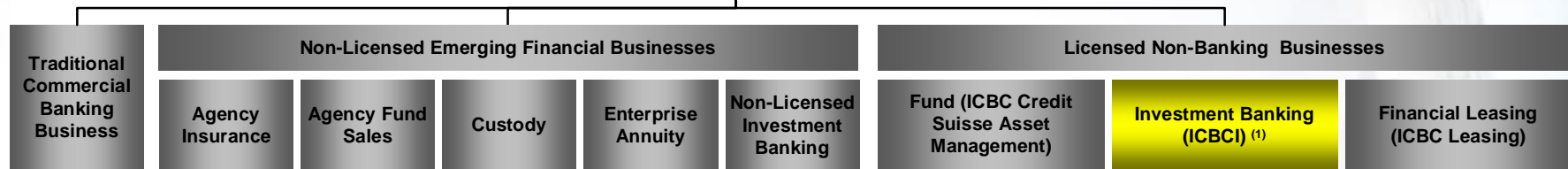


International Expansion, Universal Banking Model and Global Service Network

Steady Progress in Globalization



Universal Banking Framework



Potential Areas for Future Development



Notes

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



Agenda

 Financial Performance

 Business Operations

 *Outlook*



Outlook



中国工商银行

INDUSTRIAL AND COMMERCIAL BANK OF CHINA

Strengthen Credit Policy Guidance to Control Risk

Step up Innovation to Improve Competitiveness and Service Value

Optimize Balance Sheet to Drive up NIM Continuously

Raise Capital When Appropriate to Support Sustainable Development



ICBC 



Thank you!