The following is the text of a report received from the Bank＇s reporting accountant， PricewaterhouseCoopers，Certified Public Accountants，Hong Kong，for the purpose of incorporation in this prospectus．It is prepared and addressed to the directors of the Bank and to the Joint Sponsors pursuant to the requirements of Auditing Guideline 3.340 ＂Prospectuses and the Reporting Accountant＂issued by the Hong Kong Institute of Certified Public Accountants．

October 31， 2013

## The Directors

Huishang Bank Corporation Limited
CITIC Securities Corporate Finance（HK）Limited
UBS Securities Hong Kong Limited
J．P．Morgan Securities（Far East）Limited
Morgan Stanley Asia Limited
BOCI Asia Limited

Dear Sirs，
We report on the financial information of Huishang Bank Corporation Limited（the＂Bank＂） and its subsidiary（together，the＂Group＂），which comprises the consolidated statements of financial position of the Group and the statements of financial position of the Bank as at December 31，2010， 2011 and 2012 and June 30，2013，and the consolidated statements of comprehensive income，the consolidated statements of changes in equity and the consolidated statements of cash flows for each of the years ended December 31，2010，2011，and 2012 and the six months ended June 30， 2013 （the ＂Relevant Periods＂），and a summary of significant accounting policies and other explanatory information．This financial information has been prepared by the Directors of the Bank and is set out in Sections I to III below for inclusion in Appendix I to the prospectus of the Bank dated October 31， 2013 （the＂Prospectus＂）in connection with the initial listing of shares of the Bank on the Main Board of The Stock Exchange of Hong Kong Limited．

The Bank was formerly known as Hefei City United Bank，a regional joint stock commercial bank in Anhui Province which was established on April 4， 1997 with the approval of the People＇s Bank of China（the＂PBOC＂），Anhui branch of the PBOC and Anhui Economic Reform Committee and was renamed as Hefei City Commercial Bank Corporation Limited in 1998．The Bank was further renamed as Huishang Bank Corporation Limited in 2005 with the approval of the general office of China Banking Regulatory Commission（the＂CBRC＂）and CBRC Anhui Office．

As at the date of this report，the Bank has direct interests in a subsidiary and associates as set out in Note 23 and Note 24 of Section II below．All of these companies are private companies．

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The Directors of the Bank have prepared the consolidated financial statements of the Group for the years ended December 31，2010， 2011 and 2012 and the six months ended June 30， 2013 in accordance with Accounting Standards for Business Enterprises of the People＇s Republic of China（the ＂CAS＂）issued by the China Ministry of Finance（the＂Consolidated Financial Statements＂）．The Directors of the Bank are responsible for the preparation of the Consolidated Financial Statements that gives a true and fair view in accordance with CAS．The Consolidated Financial Statements were audited by PricewaterhouseCoopers Zhong Tian LLP（普華永道中天會計師事務所（特殊普通合夥）in accordance with China Standards on Auditing（the＂CSA＂）issued by Chinese Institute of Certified Public Accountants（the＂CICPA＂）pursuant to separate terms of engagement with the Bank．

The financial information presented below，prepared in accordance with International Financial Reporting Standards（the＂IFRS＂）issued by the International Accounting Standards Board（the ＂IASB＂），has been prepared based on the Consolidated Financial Statements，after making such adjustments as are appropriate．

## Directors＇Responsibility for the Financial Information

The Directors of the Bank are responsible for the preparation of financial information that gives a true and fair view in accordance with IFRS issued by the IASB，and for such internal control as the directors determine is necessary to enable the preparation of financial information that is free from material misstatement，whether due to fraud or error．

## Reporting Accountant＇s Responsibility

Our responsibility is to express an opinion on the financial information and to report our opinion to you．We carried out our procedures in accordance with the Auditing Guideline 3.340 ＂Prospectuses and the Reporting Accountant＂issued by the Hong Kong Institute of Certified Public Accountants（＂HKICPA＂）．

## Opinion

In our opinion，the financial information gives，for the purpose of this report，a true and fair view of the state of affairs of the Bank and of the Group as at December 31，2010， 2011 and 2012 and June 30，2013，and of the Group＇s results and cash flows for the Relevant Periods then ended．

## Review of stub period comparative financial information

We have reviewed the stub period comparative financial information set out in Sections I to II below included in Appendix I to the Prospectus，which comprises the consolidated statement of comprehensive income，the consolidated statement of changes in equity and the consolidated statement of cash flows for the six months ended June 30，2012，and a summary of significant accounting policies and other explanatory information（the＂Stub Period Comparative Financial Information＂）．

The Directors of the Bank are responsible for the preparation and presentation of the Stub Period Comparative Financial Information in accordance with the accounting policies set out in Note 3 of Section II below．

Our responsibility is to express a conclusion on the Stub Period Comparative Financial Information based on our review．We conducted our review in accordance with International Standard on Review Engagements 2410 ＂Review of Interim Financial Information Performed by the Independent Auditor of the Entity＂issued by International Auditing and Assurance Standards Board．A review of the Stub Period Comparative Financial information consists of making inquiries，primarily of persons responsible for financial and accounting matters，and applying analytical and other review procedures．A review is substantially less in scope than an audit conducted in accordance with

International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Based on our review, nothing has come to our attention that causes us to believe that the Stub Period Comparative Financial Information, for the purpose of this report, has not been prepared, in all material aspects, in accordance with the accounting policies set out in Note 3 of Section II below.

## I FINANCIAL INFORMATION OF THE GROUP

The following is the financial information of the Group prepared by directors of the Bank as at December 31, 2010, 2011, and 2012 and June 30, 2013 and for each of the years ended December 31, 2010, 2011 and 2012 and the six months ended June 30, 2012 and 2013 (the "Financial Information"):

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(All amounts expressed in thousands of RMB unless otherwise stated)

|  | Notes | Year ended December 31, |  |  | Six months endedJune 30 , |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  |  | (unaudited) |  |
| Interest income | 5 | 8,256,298 | 11,252,599 | 15,161,363 | 6,885,994 | 9,079,852 |
| Interest expense | 5 | (2,239,411) | $(4,163,893)$ | $(6,592,515)$ | $\underline{(2,751,466)}$ | $(4,355,746)$ |
| Net interest income |  | 6,016,887 | 7,088,706 | 8,568,848 | 4,134,528 | 4,724,106 |
| Fee and commission income | 6 | 294,024 | 461,172 | 451,515 | 190,649 | 329,317 |
| Fee and commission expense | 6 | $(42,749)$ | $(48,411)$ | $(55,784)$ | $(17,500)$ | $(36,012)$ |
| Net fee and commission income |  | 251,275 | 412,761 | 395,731 | 173,149 | 293,305 |
| Net trading income | 7 | $(32,061)$ | 51,947 | 40,494 | 93,684 | 28,725 |
| Net gains/(losses) on investment securities |  | $(32,373)$ | 30,350 | 66,593 | 51,148 | 4,150 |
| Dividend income |  | 343 | 2,249 | 305 | 280 |  |
| Other operating income | 8 | 65,986 | 65,111 | 162,994 | 70,926 | 68,134 |
| Operating income |  | 6,270,057 | 7,651,124 | 9,234,965 | 4,523,715 | 5,118,420 |
| Operating expenses | 9 | $(2,203,049)$ | $(2,500,374)$ | $(3,132,268)$ | $(1,404,016)$ | $(1,511,386)$ |
| Impairment losses on assets | 12 | $(578,375)$ | $(578,853)$ | $(457,715)$ | $(264,598)$ | $(424,316)$ |
| Operating profit |  | 3,488,633 | 4,571,897 | 5,644,982 | 2,855,101 | 3,182,718 |
| Share of profits of associates |  | 13,440 | 31,750 | 35,056 | 12,128 | 24,024 |
| Profit before income tax |  | 3,502,073 | 4,603,647 | 5,680,038 | 2,867,229 | 3,206,742 |
| Income tax expense | 13 | $(799,720)$ | $\underline{(1,111,037)}$ | (1,373,645) | $(713,868)$ | (754,717) |
| Profit for the year/period |  | 2,702,353 | 3,492,610 | 4,306,393 | 2,153,361 | 2,452,025 |
| Other comprehensive income |  |  |  |  |  |  |
| Fair value changes on available-forsale financial assets | 42 | $(445,279)$ | 87,910 | $(122,018)$ | 230,293 | 31,479 |
| Amortization of unrealised fair value changes after reclassification to held-to-maturity investments | 42 | $(3,806)$ | $(19,771)$ | - | - |  |
| Less: related income tax impact | 42 | 112,271 | $(17,034)$ | 30,505 | $(57,573)$ | $(7,870)$ |
| Net other comprehensive income |  | $(336,814)$ | 51,105 | $(91,513)$ | 172,720 | 23,609 |
| Comprehensive income for the year/period |  | 2,365,539 | 3,543,715 | 4,214,880 | 2,326,081 | 2,475,634 |

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (continued)

## (All amounts expressed in thousands of RMB unless otherwise stated)

|  | Note | Year ended December 31, |  |  | Six months endedJune 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  |  | (unaudited) |  |
| Net profit attributable to: |  |  |  |  |  |  |
| Shareholders of the Bank |  | 2,702,353 | 3,492,610 | 4,306,393 | 2,153,361 | 2,452,020 |
| Non-controlling interests |  | - | - | - | - | 5 |
|  |  | 2,702,353 | 3,492,610 | 4,306,393 | 2,153,361 | 2,452,025 |
| Total comprehensive income attributable to: |  |  |  |  |  |  |
| Shareholders of the Bank |  | 2,365,539 | 3,543,715 | 4,214,880 | 2,326,081 | 2,475,629 |
| Non-controlling interests |  | - | - | - | - | 5 |
|  |  | 2,365,539 | 3,543,715 | 4,214,880 | 2,326,081 | 2,475,634 |
| Earnings per share for profit attributable to the shareholders of the Bank (express in RMB per share) |  |  |  |  |  |  |
| Basic/Diluted | 14 | 0.33 | 0.43 | 0.53 | 0.26 | 0.30 |
| Dividends |  | 817,482 | 817,482 | 817,482 | - | - |

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(All amounts expressed in thousands of RMB unless otherwise stated)

|  | Notes | As at December 31, |  |  | $\frac{\text { As at June 30, }}{2013}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 | 2011 | 2012 |  |
| Assets |  |  |  |  |  |
| Cash and balances with central banks | 15 | 34,579,526 | 55,828,644 | 57,649,283 | 59,650,268 |
| Due from banks and other financial institutions | 16 | 1,496,352 | 7,076,208 | 3,833,665 | 4,167,340 |
| Placements with and loans to banks and other financial institutions | 17 | 1,237,152 | 3,581,172 | 2,813,377 | 892,597 |
| Financial assets held for trading | 18 | 2,717,898 | 5,035,807 | 3,598,834 | 3,668,418 |
| Derivative financial assets | 19 | - | - | - | 210 |
| Financial assets held under resale agreements | 20 | 10,542,884 | 5,317,376 | 38,198,123 | 92,280,894 |
| Loans and advances to customers | 21 | 114,058,443 | 133,922,883 | 159,941,475 | 178,866,061 |
| Investment securities |  |  |  |  |  |
| -loans and receivables | 22 | 6,888,458 | 3,815,116 | 1,814,189 | 8,433,399 |
| —available-for-sale | 22 | 20,865,630 | 18,356,903 | 25,580,605 | 31,121,906 |
| -held-to-maturity | 22 | 13,190,678 | 20,604,548 | 26,062,726 | 25,712,109 |
| Investment in associates | 24 | 153,440 | 185,190 | 220,246 | 310,730 |
| Property, plant and equipment | 25 | 1,150,470 | 1,186,089 | 1,404,413 | 1,398,680 |
| Deferred income tax assets | 34 | 681,674 | 751,470 | 851,158 | 860,844 |
| Other assets | 26 | 1,413,543 | 1,320,150 | 2,256,263 | 2,223,641 |
| Total assets |  | $\underline{\underline{208,976,148}}$ | $\underline{\underline{256,981,556}}$ | $\underline{\underline{324,224,357}}$ | $\underline{\underline{409,587,097}}$ |
| Liabilities |  |  |  |  |  |
| Deposits from banks and other financial institutions | 28 | 9,822,442 | 9,323,486 | 5,965,250 | 19,700,338 |
| Placements from banks and other financial institutions | 29 | 1,263,140 | 3,534,522 | 898,200 | 902,915 |
| Derivative financial liabilities | 19 | - | - | - | 91 |
| Financial assets sold under repurchase agreements | 30 | 20,797,969 | 16,184,796 | 47,883,466 | 100,670,105 |
| Deposits from customers | 31 | 159,582,006 | 203,579,704 | 239,543,123 | 252,137,307 |
| Taxes payable | 32 | 532,773 | 404,877 | 504,455 | 266,845 |
| Debt securities in issue | 35 | - | 3,991,461 | 3,991,828 | 8,985,243 |
| Other liabilities | 33 | 2,620,525 | 2,879,184 | 4,957,111 | 4,737,977 |
| Total liabilities |  | $\underline{\underline{194,618,855}}$ | $\underline{\underline{\text { 239,898,030 }}}$ | $\underline{\underline{303,743,433}}$ | $\underline{\underline{387,400,821}}$ |
| Equity |  |  |  |  |  |
| Share capital | 36 | 8,174,819 | 8,174,819 | 8,174,819 | 8,174,819 |
| Capital reserve | 36 | 1,806,700 | 1,806,700 | 1,806,700 | 1,806,700 |
| Surplus reserve | 37 | 688,903 | 1,308,399 | 2,088,299 | 2,518,938 |
| General reserve | 37 | 1,077,380 | 1,277,380 | 1,472,380 | 3,062,782 |
| Reserve for fair value changes of available-for-sale financial assets | 37 | $(85,275)$ | $(34,170)$ | $(125,683)$ | (102,074 |
| Retained earnings |  | 2,694,766 | 4,550,398 | 7,064,409 | 6,677,906 |
| Total equity attributable to shareholders of the Bank |  | 14,357,293 | 17,083,526 | 20,480,924 | 22,139,071 |
| Non-controlling interests |  | - | - - | - - | 47,205 |
| Total equity |  | 14,357,293 | 17,083,526 | 20,480,924 | 22,186,276 |
| Total equity and liabilities |  | 208,976,148 | 256,981,556 | 324,224,357 | 409,587,097 |

## STATEMENTS OF FINANCIAL POSITION OF THE BANK

## (All amounts expressed in thousands of RMB unless otherwise stated)

|  | Notes | As at December 31, |  |  | $\frac{\text { As at June 30, }}{2013}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 | 2011 | 2012 |  |
| Assets |  |  |  |  |  |
| Cash and balances with central banks | 15 | 34,579,526 | 55,828,644 | 57,649,283 | 59,648,471 |
| Due from banks and other financial institutions | 16 | 1,496,352 | 7,076,208 | 3,833,665 | 4,167,340 |
| Placements with and loans to banks and other financial institutions | 17 | 1,237,152 | 3,581,172 | 2,813,377 | 892,597 |
| Financial assets held for trading | 18 | 2,717,898 | 5,035,807 | 3,598,834 | 3,668,418 |
| Derivative financial assets | 19 | - | - | - | 210 |
| Financial assets held under resale agreements | 20 | 10,542,884 | 5,317,376 | 38,198,123 | 92,280,894 |
| Loans and advances to customers | 21 | 114,058,443 | 133,922,883 | 159,941,475 | 178,865,861 |
| Investment securities |  |  |  |  |  |
| —loans and receivables | 22 | 6,888,458 | 3,815,116 | 1,814,189 | 8,433,399 |
| -available-for-sale | 22 | 20,865,630 | 18,356,903 | 25,580,605 | 31,121,906 |
| -held-to-maturity | 22 | 13,190,678 | 20,604,548 | 26,062,726 | 25,712,109 |
| Investment in subsidiaries | 23 | - | - | - - | 32,800 |
| Investment in associates | 24 | 153,440 | 185,190 | 220,246 | 310,730 |
| Property, plant and equipment | 25 | 1,150,470 | 1,186,089 | 1,404,413 | 1,398,680 |
| Deferred income tax assets | 34 | 681,674 | 751,470 | 851,158 | 860,844 |
| Other assets | 26 | 1,413,543 | 1,320,150 | 2,256,263 | 2,223,641 |
| Total assets |  | $\underline{\underline{208,976,148}}$ | $\underline{\underline{256,981,556}}$ | $\underline{\underline{324,224,357}}$ | $\underline{\underline{409,617,900}}$ |
| Liabilities |  |  |  |  |  |
| Deposits from banks and other financial institutions | 28 | 9,822,442 | 9,323,486 | 5,965,250 | 19,789,440 |
| Placements from banks and other financial institutions | 29 | 1,263,140 | 3,534,522 | 898,200 | 902,915 |
| Derivative financial liabilities | 19 | - | - | - | 91 |
| Financial assets sold under repurchase agreements | 30 | 20,797,969 | 16,184,796 | 47,883,466 | 100,670,105 |
| Deposits from customers | 31 | 159,582,006 | 203,579,704 | 239,543,123 | 252,126,220 |
| Taxes payable | 32 | 532,773 | 404,877 | 504,455 | 266,842 |
| Debt securities in issue | 35 | - | 3,991,461 | 3,991,828 | 8,985,243 |
| Other liabilities | 33 | 2,620,525 | 2,879,184 | 4,957,111 | 4,737,976 |
| Total liabilities |  | 194,618,855 | 239,898,030 | 303,743,433 | 387,478,832 |
| Equity |  |  |  |  |  |
| Share capital | 36 | 8,174,819 | 8,174,819 | 8,174,819 | 8,174,819 |
| Capital reserve | 36 | 1,806,700 | 1,806,700 | 1,806,700 | 1,806,700 |
| Surplus reserve | 37 | 688,903 | 1,308,399 | 2,088,299 | 2,518,938 |
| General reserve | 37 | 1,077,380 | 1,277,380 | 1,472,380 | 3,062,782 |
| Reserve for fair value changes of available-for-sale financial assets | 37 | $(85,275)$ | $(34,170)$ | $(125,683)$ | (102,074 |
| Retained earnings |  | 2,694,766 | 4,550,398 | 7,064,409 | 6,677,903 |
| Total equity |  | 14,357,293 | 17,083,526 | 20,480,924 | 22,139,068 |
| Total equity and liabilities |  | 208,976,148 | $\underline{\text { 256,981,556 }}$ | 324,224,357 | $\underline{409,617,900}$ |

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

## (All amounts expressed in thousands of RMB unless otherwise stated)

|  | Attributable to shareholders of the Bank |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share capital Note 36 | Capital reserve Note 36 | Surplus reserve Note 37 | General reserve <br> Note 37 | Reserve for fair value changes of available-for-sale financial assets Note 37 | Retained earnings | Noncontrolling interests | Total equity |
| As at January 1, 2010 | 8,174,819 | 1,806,700 | 418,668 | 1,077,380 | 251,539 | 1,080,130 | - | 12,809,236 |
| Profit for the year | - | - - | - | - | - | 2,702,353 | - | 2,702,353 |
| Changes in fair value taken to other comprehensive income ......... | - | - | - | - | $(336,814)$ | - | - | $(336,814)$ |
| Total comprehensive income | - | - | - | - | $(336,814)$ | 2,702,353 | - | 2,365,539 |
| Dividends | - | - | - | - | - | $(817,482)$ | - | $(817,482)$ |
| Appropriation to surplus reserve | - | - | 270,235 | - | - | $(270,235)$ | - | - |
| As at December 31, 2010 | 8,174,819 | 1,806,700 | 688,903 | 1,077,380 | $(85,275)$ | 2,694,766 | - | 14,357,293 |
| As at January 1, 2011 | 8,174,819 | 1,806,700 | 688,903 | 1,077,380 | $(85,275)$ | 2,694,766 | - | 14,357,293 |
| Profit for the year | - | - | - | - | - | 3,492,610 | - | 3,492,610 |
| Changes in fair value taken to other comprehensive income ......... | - | - | - | - | 51,105 | - | - | 51,105 |
| Total comprehensive income | - | - | - | - | 51,105 | 3,492,610 | - | 3,543,715 |
| Dividends | - | - | - | - | - | $(817,482)$ | - | $(817,482)$ |
| Appropriation to surplus reserve | - | - | 619,496 | - | - | $(619,496)$ | - | - |
| Appropriation to general reserve | - | - | - | 200,000 | - | $(200,000)$ | - | - |
| $\begin{gathered} \text { As at December 31, } \\ 2011 \text {. . . . . . . . } \end{gathered}$ | 8,174,819 | 1,806,700 | 1,308,399 | 1,277,380 | $(34,170)$ | 4,550,398 | - | 17,083,526 |

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY (continued)

## (All amounts expressed in thousands of RMB unless otherwise stated)

|  | Attributable to shareholders of the Bank |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share capital Note 36 | Capital reserve Note 36 | Surplus reserve Note 37 | General <br> reserve <br> Note 37 | Reserve for fair value changes of available-for-sale financial assets Note 37 | Retained earnings | Noncontrolling interests | Total equity |
| As at January 1, 2012 | 8,174,819 | 1,806,700 | 1,308,399 | 1,277,380 | $(34,170)$ | 4,550,398 | - | 17,083,526 |
| Profit for the year | - | - | - | - | - | 4,306,393 | - | 4,306,393 |
| Changes in fair value taken to other comprehensive income ......... | - | - | - | - | $(91,513)$ | - | - | $(91,513)$ |
| Total comprehensive income | - | - | - | - | $(91,513)$ | 4,306,393 | - | 4,214,880 |
| Dividends . . . . | - | - | - | - | - | $(817,482)$ | - | $(817,482)$ |
| Appropriation to surplus reserve | - | - | 779,900 | - | - | $(779,900)$ | - | - |
| Appropriation to general reserve | - | - | - | 195,000 | - | $(195,000)$ | - | - |
| $\begin{gathered} \text { As at December 31, } \\ 2012 \ldots . . . \text {. . . } \end{gathered}$ | 8,174,819 | 1,806,700 | 2,088,299 | 1,472,380 | $(125,683)$ | 7,064,409 | - | 20,480,924 |
| As at January 1, 2012 | 8,174,819 | 1,806,700 | 1,308,399 | 1,277,380 | $(34,170)$ | 4,550,398 | - | 17,083,526 |
| Profit for the period | - | - | - | - | - | 2,153,361 | - | 2,153,361 |
| Changes in fair value taken to other comprehensive income ......... | - | - | - | - | 172,720 | - | - | 172,720 |
| Total comprehensive income | - | - | - | - | 172,720 | 2,153,361 | - | 2,326,081 |
| Dividends | - | - | - | - | - | $(817,482)$ | - | $(817,482)$ |
| Appropriation to surplus reserve | - | - | 349,261 | - | - | $(349,261)$ | - | - |
| Appropriation to general reserve | - | - | - | 195,000 | - | $(195,000)$ | - | - |
| As at June 30, 2012 (Unaudited) | 8,174,819 | 1,806,700 | 1,657,660 | 1,472,380 | 138,550 | 5,342,016 | - | 18,592,125 |

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY (continued)

## (All amounts expressed in thousands of RMB unless otherwise stated)

\left.|  |  | Attributable to shareholders of the Bank |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |$\right]$

## CONSOLIDATED STATEMENTS OF CASH FLOWS

## (All amounts expressed in thousands of RMB unless otherwise stated)

|  | Year ended December 31, |  |  | Six months endedJune 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Cash flows from operating activities: |  |  |  |  |  |
| Profit before income tax | 3,502,073 | 4,603,647 | 5,680,038 | 2,867,229 | 3,206,742 |
| Adjustments: |  |  |  |  |  |
| Depreciation and amortization | 165,750 | 169,853 | 201,204 | 93,513 | 115,643 |
| Loan impairment provision | 581,586 | 598,545 | 468,517 | 264,812 | 425,191 |
| Reversal of impairment of other assets | - | $(17,931)$ | $(9,618)$ | - | - |
| Net (gains)/losses on disposals of property, plant and equipment | - | $(66,383)$ | $(26,143)$ | $(5,502)$ | $(4,826)$ |
| Net (gains)/losses on de-recognition of investment securities | 32,373 | $(30,350)$ | $(66,593)$ | $(51,148)$ | $(4,150)$ |
| Fair value changes in financial assets held for trading and derivatives . | 53,524 | $(34,499)$ | $(18,840)$ | $(84,046)$ | $(17,665)$ |
| Dividends received | (343) | $(2,249)$ | (305) | (280) |  |
| Share of results of associates | $(13,440)$ | $(31,750)$ | $(35,056)$ | $(12,128)$ | $(24,024)$ |
| Interest income arising from investment securities | $(1,432,913)$ | $(1,885,265)$ | $(2,225,375)$ | $(1,078,183)$ | $(1,173,497)$ |
| Interest expense arising from debt securities in issue | - | 196,940 | 262,367 | 130,103 | 190,631 |
| Net changes in operating assets: |  |  |  |  |  |
| Net increase in balances with the central banks | (8,222,716) | $(10,221,175)$ | (7,290,562) | $(3,238,682)$ | (3,789,421) |
| Net decrease/(increase) in due from and placements with and loans to banks and other financial institutions $\qquad$ | 1,252,480 | $(2,794,237)$ | 557,401 | $(1,895,904)$ | 1,358,846 |
| Net decrease/(increase) in financial assets held for trading | 54,973 | $(2,283,410)$ | 1,455,813 | 170,665 | $(52,038)$ |
| Net (increase)/decrease in financial assets held under resale agreements | $(6,728,197)$ | 5,225,508 | $(32,880,747)$ | $(35,037,862)$ | $(54,082,771)$ |
| Net increase in loans and advances to customers | $(20,534,833)$ | $(18,760,642)$ | $(26,470,079)$ | $(17,056,152)$ | $(19,331,586)$ |
| Net (increase)/decrease in other assets | $(474,616)$ | $(1,299,103)$ | $(701,033)$ | $(236,539)$ | 96,853 |
| Net changes in operating liabilities: |  |  |  |  |  |
| Net increase/(decrease) in deposits and placements from banks and other financial institutions | 3,626,868 | 85,868 | (5,994,558) | 19,909,908 | 13,739,803 |
| Net increase/(decrease) in financial assets sold under repurchase agreements | 13,759,939 | $(4,613,173)$ | 31,698,670 | 27,097,666 | 52,786,639 |
| Net increase/(decrease) in deposits from customers | 27,021,322 | 43,997,698 | 35,963,419 | 8,589,500 | 12,594,184 |
| Net increase/(decrease) in other |  |  |  |  |  |
| liabilities | 446,915 | 1,792,623 | 2,179,845 | 648,683 | $(304,276)$ |
| Income taxes paid | $(771,529)$ | $(1,374,817)$ | $(1,438,663)$ | $(953,902)$ | $(927,980)$ |
| Net cash inflow/(outflow) from operating activities | 12,319,216 | 13,255,698 | 1,309,702 | 121,751 | 4,802,298 |

## CONSOLIDATED STATEMENTS OF CASH FLOWS (continued)

## (All amounts expressed in thousands of RMB unless otherwise stated)

|  | Year ended December 31, |  |  | Six months endedJune 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Cash flows from investing activities: |  |  |  |  |  |
| Dividends received | 343 | 2,249 | 305 | 280 | - |
| Proceeds from disposal of property, plant and equipment, intangible assets and other long-term assets . | 45,727 | 104,525 | 29,178 | 12,327 | 9,588 |
| Purchase of property, plant and equipment, intangible assets and other long-term assets | $(168,340)$ | $(230,895)$ | $(415,597)$ | $(238,464)$ | $(106,754)$ |
| Cash received from investment securities' interest income | 1,382,386 | 1,739,438 | 1,975,598 | 989,755 | 1,098,144 |
| Cash received from investment securities | 9,997,802 | 10,329,787 | 45,992,682 | 13,231,268 | 18,914,004 |
| Purchase of investment securities | $(21,194,340)$ | $(12,199,377)$ | $(56,729,060)$ | $(27,922,445)$ | $(30,688,269)$ |
| Cash paid in increasing the investment in associates | $(40,000)$ | - | - | - | $(66,460)$ |
| Net cash outflow from investing activities | (9,976,422) | $(254,273)$ | $(9,146,894)$ | $(13,927,279)$ | $(10,839,747)$ |
| Cash flows from financing activities: <br> Proceeds from issuance of debt securities . | - | 3,991,200 | - | - | 4,992,700 |
| Cash received from non-controlling interests in investing in subsidiary | - | - - | - | - | 47,200 |
| Dividends and interests paid on bonds issued | $(926,622)$ | $(812,513)$ | $(1,085,987)$ | $(1,033,140)$ | $(1,000,681)$ |
| Net cash (outflow)/inflow from financing activities | $(926,622)$ | 3,178,687 | $(1,085,987)$ | $(1,033,140)$ | 4,039,219 |
| Impact on cash and cash equivalents resulted from foreign exchange rate changes | $(8,178)$ | $(22,530)$ | $(9,345)$ | $(12,248)$ | $(18,465)$ |
| Net increase/(decrease) in cash and cash equivalents | 1,407,994 | 16,157,582 | $(8,932,524)$ | $(14,850,916)$ | $(2,016,695)$ |
| Cash and cash equivalents at beginning of year | 11,268,231 | 12,676,225 | 28,833,807 | 28,833,807 | 19,901,283 |
| Cash and cash equivalents at end of year (Note 43) | 12,676,225 | 28,833,807 | 19,901,283 | 13,982,891 | 17,884,588 |

## APPENDIX I

## II NOTES TO THE FINANCIAL INFORMATION

## (All amounts expressed in thousands of RMB unless otherwise stated)

## 1 General Information

Huishang Bank Corporation Limited (the "Bank") is a joint stock financial institution registered in Anhui Province, the People's Republic of China (the "PRC"). The Bank was formerly known as Hefei City United Bank, which was established on April 4, 1997 with the approval of the People's Bank of China ("PBOC"), Anhui branch of the PBOC and Anhui Economic Reform Committee and was renamed as Hefei City Commercial Bank Corporation Limited in 1998. With the approval of the general office of China Banking Regulatory Commission ("CBRC") and CBRC Anhui Office, the Bank merged with five city commercial banks of Wuhu, Ma’ anshan, Anqing, Huaibei and Bengbu and seven city credit cooperatives of Huainan, Tongling, Fuyang Technology, Fuyang Xinying, Fuyang Yinhe and Fuyang Jinda in 2005. Following the completion of these mergers, the Bank was renamed as Huishang Bank Corporation Limited. The Bank holds the financial institution license B0162H234010001 from CBRC Anhui Office and the legal entity business license No. 340000000026144 from Anhui Provincial Administration of Industry and Commerce. The registered address of the Bank is Block A, Tianhui Building, No. 79, Anqing Road, Hefei, China. As at June 30, 2013, the registered capital of the Bank is RMB 8.175 billion.

The Bank's principal activities are the acquisition of deposits from the corporate and retail customers and the use of these deposits to fund the loan and investment portfolios, and the treasury operations which mainly encompass money market activities, investment and trading activities and transactions on behalf of customers in the PRC.

## 2 Basis of preparation

The Financial Information has been prepared in accordance with the International Financial Reporting Standards ('IFRS'), disclosure requirements of the Hong Kong Companies Ordinance and the Rules governing the listing of securities on The Stock Exchange of Hong Kong Limited.

The Financial Information have been prepared under the historical cost convention, as modified by the revaluation of available-for-sale financial assets, and financial assets and financial liabilities at fair value through profit or loss (including derivative instruments).

The preparation of Financial Information in conformity with IFRS requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Group's accounting policies. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the Financial Information are disclosed in Note 3.2.

### 2.1 Transition to IFRS

These are the Group's first Financial Information prepared in accordance with IFRS.
The accounting policies set out in note 3 have been applied in preparing the Financial Information for the years ended December 31, 2010, 2011 and 2012, and the six months ended June 30, 2013, the comparative financial information presented in the Financial Information for the six months ended June 30, 2012 and in the preparation of an opening IFRS statement of financial position at January 1, 2010 (the Group's date of transition).

In preparing its opening IFRS statement of financial position, the Group has adjusted amounts reported previously in financial statements prepared with PRC GAAP.

The Group's first-time adoption did not have an impact on equity, earnings and comprehensive income, and the total operating, investing or financing cash flows.

### 2.2 Standards, amendments and interpretations that are not yet effective and have not been early adopted by the Group

Standards, amendments and interpretations that have been issued but not effective and have not yet been early adopted by the Group for six months ended June 30, 2013 are as follows:

|  | Effective from financial years starting on or after |
| :---: | :---: |
| IAS 32 Amendment: Presentation-Offsetting Financial Assets and Financial |  |
| Liabilities | January 1, 2014 |
| IFRS 10, 12 and IAS 27 Amendments: Investment Entities | January 1, 2014 |
| IFRS 9, Financial instruments-classification of financial assets and financial |  |
| liabilities | To be determined |

IAS 32 Amendment provides additional application guidance to clarify some of the requirements for offsetting financial assets and financial liabilities on the statement of financial position.

IFRS 10, IFRS 12 and IAS 27 Amendments apply to a particular class of business that qualifies as investment entities. Investment entity refers to an entity whose business purpose is to invest funds solely for returns from capital appreciation, investment income or both. An investment entity must also evaluate the performance of its investments on a fair value basis. The amendments provide an exception to the consolidation requirements in IFRS 10 and require investment entities to measure particular subsidiaries at fair value through profit or loss, rather than consolidate them. The amendments also set out disclosure requirements for investment entities.

IFRS 9 and IFRS 9 Amendments replaced those parts of IAS 39 relating to the classification, measurement and de-recognition of financial assets and liabilities with key changes mainly related to the classification and measurement of financial assets and certain types of financial liabilities. Together with the amendments to IFRS 9, IFRS 7-Financial Instruments: Disclosures is also amended to require additional disclosures on transition from IAS 39 to IFRS 9.

The Group is in the process of assessing the impact of these new standards and amendments on the Financial Information. The principal accounting policies adopted in the preparation of the Financial Information are set out below. These policies have been consistently applied to the Relevant Periods unless otherwise stated.

## 3 Summary of significant accounting policies and accounting estimates

### 3.1 Summary of significant accounting policies

### 3.1.1 Accounting year

The Group's accounting year starts on January 1 and ends on December 31.

### 3.1.2 Functional and presentation currency

The Group's functional and presentation currency is RMB.

### 3.1.3 Consolidation

The consolidated financial statements comprise the financial statements of the Bank and all of its subsidiaries.

## (a) Subsidiaries

Subsidiaries are all entities (including structured entities) over which the Group has control. The Group controls an entity when the Group has power over an entity, is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect these returns through its power over the entity. Subsidiaries are fully consolidated from the date on which the control is transferred to the Group. They are de-consolidated from the date that control ceases. The Group has applied IFRS 10 retrospectively in accordance with the transition provisions of IFRS 10.

In preparing the consolidated financial statements, where the accounting policies and the accounting periods are inconsistent between the Group and subsidiaries, the financial statements of subsidiaries are adjusted in accordance with the accounting policies and accounting period of the Group.

Inter-company transactions, balances and unrealized profits on transactions between group companies are eliminated in the consolidated financial statements. The portion of a subsidiary's equity and the portion of a subsidiary's net profits and losses for the period not attributable to the Group are recognized as non-controlling interests and presented separately in the consolidated financial statements within equity and net profits respectively.

In the Bank's statement of financial position, investments in subsidiaries are accounted for at cost less impairment. Cost is adjusted to reflect changes in consideration arising from contingent consideration amendments, but does not include acquisition-related costs, which are expensed as incurred. The results of subsidiaries are accounted for by the Bank on the basis of dividend received and receivable. The Group assesses at each financial reporting date whether there is objective evidence that investment in subsidiaries is impaired. An impairment loss is recognized for the amount by which the investment in subsidiaries' carrying amount exceeds its recoverable amount. The recoverable amount is the higher of the investment in subsidiaries' fair value less costs to sell and value in use.
(b) Associates

Associates are all entities over which the Group has significant influence, through which the Group are entitled to participate in but have no control or joint control over the decision making of the associates' financial and operation policies.

Investments in associates are accounted for using the equity method of accounting. Where the initial investment cost exceeds the Group's share of the fair value of the investee's identifiable net assets at the time of acquisition, the investment is initially recognized at cost. Where the initial investment cost is less than the Group's share of the fair value of the investee's identifiable net assets at the time of acquisition, the difference is recognized in income statement and the cost of investment in associates is adjusted upwards accordingly.

Under the equity method of accounting, the Group recognizes the investment gains or losses according to its share of net profit or loss of the investee. The Group discontinues recognizing its share of net losses of an investee after the carrying amount of the investment in associates together with any long-term interests that, in substance, form part of the investor's net investment in the investee are reduced to zero. However, if the Group has obligations for additional losses and the criteria with respect to recognition of provisions under the accounting standards on contingencies are satisfied, the Group continues recognizing the investment losses and the provisions. For changes in shareholders' equity of the investee other than those arising from its net profit or loss, the Group records its proportionate share directly into equity, provided that the Group's proportion of shareholding in the investee remains unchanged. The carrying amount of the investment is reduced by the Group's share of the profit distribution or cash dividends declared by an investee.

The unrealised profits or losses arising from the transactions between the Group and its associates are eliminated in proportion to the Group's equity interest in the associates, and then based on which the investment gains or losses are recognized. Unrealized losses on the intra-bank transactions between the Group and its associates attributable to asset impairment cannot be eliminated.

In the Bank's statement of financial position, the investments in associates are stated at cost less provision for impairment loss. Where the carrying amount of an investment in associates is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount (Note 3.1.17).

### 3.1.4 Foreign currency translation

Monetary items denominated in foreign currency are translated into RMB with the closing rate as at the reporting date and translation differences are recognized in the income statement. Nonmonetary items measured at historical cost denominated in a foreign currency are translated with the exchange rate as at the date of initial recognition.

### 3.1.5 Cash and cash equivalents

Cash and cash equivalents comprise cash on hand, deposits that can be readily drawn on demand, and short-term and highly liquid investments that are readily convertible to known amounts of cash and are subject to an insignificant risk of changes in value, such as cash, surplus reserve with the central bank, due from or placements with banks and other financial institutions with original tenors less than 3 months.

### 3.1.6 Financial instruments

## Recognition and De-recognition of financial instruments

A financial asset or financial liability is recognized on trade-date, the date when the Group becomes a party to the contractual provisions of the instrument.

Financial assets are derecognized when one of the following conditions is met: (1) the contractual rights to receive cash flows from the investments have expired; (2) when the Group has transferred substantially all risks and rewards of ownership; (3) when the Group neither transfers nor retains substantially all risks or rewards of ownership of the financial asset but has not retained control of the financial asset.

On de-recognition of a financial asset in its entirety, the difference between the carrying amount and the sum of the consideration received and any cumulative gain or loss that had been directly recognized in equity is recognized in the current profit or loss.

Financial liabilities are de-recognized when they are extinguished-that is, when the obligation is discharged, cancelled or expires. The difference between the carrying amount of a financial liability derecognized and the consideration paid is recognized in current profit or loss.

## Classification and measurement

Financial assets are classified into the following categories at initial recognition:

- financial assets at fair value through profit or loss;
- loans and receivables;
- available-for-sale financial assets;
- held-to-maturity investments.

Financial liabilities are classified into the following categories at initial recognition:

- financial liabilities at fair value through profit and loss;
- other financial liabilities.

The classification of financial assets depends on the Group's intention and ability to hold the financial assets.

## Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss have two sub-categories: financial assets held for trading, and those designated at fair value through profit or loss at inception.

A financial asset is classified as held for trading if it is acquired principally for the purpose of selling it in the near term or if it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of recent actual pattern of short-term profit-making. Derivatives are also categorized as held for trading unless they are financial guarantee contracts or designated and effective as hedging instruments.

Financial assets at fair value through profit or loss are initially recognized and subsequently measured at fair value on the balance sheet. The related transaction costs incurred at the time of acquisition are expensed in the income statement. Gains or losses arising from changes in the fair value of financial assets at fair value through profit or loss are recognized in the income statement through net trading income in the period in which they arise. Interests and cash dividends received during the period in which such financial assets are held, as well as the gains or losses arising from disposal of these assets are recognized in the income statement.

There are no financial assets those designated at fair value through profit or loss at inception for the Group.

## Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Financial assets will be classified as loans and receivables when the Group provides funds or services directly to customers and does not sell them intentionally. Loans and receivables are recognized initially at fair value plus transaction costs that are attributable to the acquisition of the financial assets. Loans and receivables are subsequently measured at amortized cost using effective interest method.

## Held-to-maturity investments

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Group's management has the positive intention and ability to hold to maturity. Held-to-maturity investments are initially recognized at fair value plus related transaction costs at time of acquisition, and are measured subsequently at amortized cost using the effective interest method.

The Group shall not classify any financial assets as held-to-maturity if the entity has, during the current financial year or during the two preceding financial years, sold or reclassified more than an insignificant amount of held-to-maturity investments before maturity other than restricted circumstances such as sales or reclassifications due to a significant deterioration in the issuer's creditworthiness or industry's regulatory requirements.

## Available-for-sale financial assets

Available for sale financial assets are non-derivative financial assets that are either designated in this category or not classified in any of the other categories mentioned above. Such financial assets are recognized at fair value plus related transaction costs at time of acquisition, and are subsequently measured at fair value at balance sheet dates. Except for impairment losses and foreign exchange gains or losses arising from foreign currency monetary financial assets, gains and losses arising from changes in the fair value of financial assets classified as available-for-sale are recognized directly in other comprehensive income, and ultimately in the equity, until the financial assets are de-recognized at which time the cumulative gains or losses previously recognized in equity should be reclassified from equity to the income statement. Interest income of available-for-sale debt instruments calculated using effective interest method and dividend income declared are recognized in the income statement.

## Financial liabilities at fair value through profit or loss

Financial liabilities at fair value through profit or loss have two sub-categories: financial liabilities held for trading, and those designated at fair value through profit or loss at inception. A financial liability is classified as held for trading if it is incurred principally for the purpose of repurchasing or redeeming it in the near term or if it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of recent actual pattern of shortterm profit-making. Financial liabilities at fair value through profit or loss are initially recognized and subsequently measured at fair value on the balance sheet. The related transaction costs incurred at the time of incurrence are expensed in the income statement. Gains or losses arising from changes in the fair value of financial assets at fair value through profit or loss are recognized in the income statement through net trading income.

## Other financial liabilities

Other financial liabilities are initially recognized at fair value less transaction costs, and are subsequently measured at amortized cost using the effective interest method.

## Determination of fair value

The fair value is the prices from recent arm's length market transactions between knowledgeable and willing parties. The fair values of quoted financial instruments in active markets are based on current bid prices, as appropriate. Bid prices in active markets are the prices that are readily and regularly available from a stock exchange, dealer, broker, industrial association, or pricing service agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. If there is no active market, the Group establishes fair value by using valuation techniques.

Valuation techniques include the use of recent arm's length transactions, fair values of substantially similar financial instruments, discounted cash flow analysis and option pricing models etc. The Group makes use of all factors that market participants would consider in setting a price, and incorporates these into its chosen valuation technique and tests for validity using prices from any observable current market transactions in the same instruments rather than specific factors related to the Group.

### 3.1.7 Derivative financial instruments

Derivatives are initially recognized at fair value on the date on which a derivative contract is entered into and are subsequently re-measured at their fair value. Fair values are obtained from quoted market prices in active markets, including recent market transactions, and valuation techniques, including discounted cash flow analysis and option pricing models, as appropriate. All derivatives are carried as assets when fair value is positive and as liabilities when fair value is negative.

### 3.1.8 Resale and repurchase agreements

Assets purchased under agreements to resell at a specified future date ("reverse repos") are not recognized on the statement of financial position at time of acquisition. The corresponding cash paid is recognized on the balance sheet as "financial assets held under resale agreements." Conversely, assets sold under agreements to repurchase at a specified future date with a specific price ("repos") are not derecognized. The corresponding cash received is recognized on the balance sheet as "financial assets sold for repurchase agreements."

The differences between the purchase and resale prices and sale and repurchase prices are recognized as interest income and interest expense respectively and are accrued over the term of the agreement using the effective interest rate method.

### 3.1.9 Impairment of financial assets

## Financial assets carried at amortized cost

The Group assesses at each financial reporting date whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred only if there is objective evidence of impairment as a
result of one or more events that occurred after the initial recognition of the asset (a "loss event") and that loss event has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. Objective evidence that a financial asset or group of assets is impaired includes observable data that comes to the attention of the Group about the following loss events:
(i) significant financial difficulty of the issuer or obligor;
(ii) a breach of contract, such as a default or delinquency in interest or principal payments;
(iii) the Group granting to the borrower, for economic or legal reasons relating to the borrower's financial difficulty, a concession that the lender would not otherwise consider;
(iv) it becoming probable that the borrower will enter into bankruptcy or other financial reorganization;
(v) the disappearance of an active market for that financial asset because of financial difficulties;
(vi) observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant and then collectively assesses financial assets that are not individually significant. The Group performs a collective assessment for individually assessed financial assets with no objective evidence indicating impairment by including the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognized are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss on loans and receivables or held-tomaturity investments has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an impairment allowance account and the amount of loss is recognized in income statement.

As a practical expedient, the Group may measure impairment on the basis of an instrument's fair value using an observable market price.

The calculation of the present value of the estimated future cash flows of a collateralized financial asset reflects the cash flows that may result from foreclosure less costs for acquiring and selling the collateral, whether or not foreclosure is probable.

For the purposes of a collective assessment of impairment, financial assets are grouped on the basis of similar and relevant credit risk characteristics. Those characteristics are relevant to the estimation of future cash flows for groups of such assets by being indicative of the debtors' ability to pay all amounts due according to the contractual terms of the assets being evaluated.

Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of historical loss experience for assets with credit risk characteristics similar
to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that did not affect the period on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not currently exist.

Estimates of changes in future cash flows for groups of assets should reflect and be directionally consistent with changes in related observable data from period to period. The methodology and assumptions used for estimating future cash flows are reviewed regularly by the Group to reduce any differences between loss estimates and actual loss experience.

When a financial asset is uncollectible, it is written off against the related allowance for impairment after all the necessary procedures have been completed and the amount of loss is determined. Subsequent recoveries of amounts previously written off are recognized in income statement against impairment losses on assets.

If, in a subsequent period, the amount of the impairment loss decreases and the decreases can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the previously recognized impairment loss is reversed by adjusting the allowance account and recognized in the income statement.

## Available-for-sale financial assets

A significant or prolonged decline in the fair value of an equity instrument classified as available-for-sale indicates there is objective evidence that the equity instrument is impaired. The Group assesses the fair value of available-for-sale equity instruments individually at balance sheet date and determines that it is impaired if the fair value of the equity instrument declines to less than $50 \%$ (inclusive) or more of its initial cost or the fair value has been lower than its initial cost for more than one year (inclusive). If the fair value of the equity instruments is lower than $80 \%$ (inclusive) of the initial cost but higher than $50 \%$, the Group would take into account other factors, such as price fluctuation etc, to determine whether the instrument is impaired. When the available-for-sale financial assets are impaired, the cumulative loss from declines in fair value that had been recognized directly in other comprehensive income are transferred out, and then recognized in the income statement. The amount of the cumulative loss that is transferred out and recognized in the income statement equals to the difference between its initial cost (net of principal repayment and amortization) and current fair value, less any impairment loss on that financial asset previously recognized in income statement.

If, in a subsequent period, the fair value of an impaired debt instrument classified as available-for-sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in the income statement, the impairment loss is reversed through the income statement. Impairment losses on equity instruments are not reversed through the income statement; increases in their fair value subsequent to impairment are recognized as other comprehensive income.

### 3.1.10 Offsetting of financial instruments

Financial assets and financial liabilities are separately presented in the balance sheet without any offsetting, except when:
(i) the Group has a legally enforceable right to offset the recognized amounts; and
(ii) the Group has intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

### 3.1.11 Property, plant and equipment

The Group's "property, plant and equipment" are buildings and architectures, electronic and other equipments and motor vehicles that are used for operation purpose and have useful lives of more than one year.
"Property, plant and equipment" shall be recognized only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. The assets purchased or constructed are initially measured at acquisition cost or deemed cost, as appropriate. Subsequent costs are included in an asset's carrying amount, only when it is probable that future economic benefits associated with the item will flow to the Group and the cost of the item can be measured reliably. The carrying amount of the replaced part is de-recognized. All other subsequent expenditures are recognized in the income statement during the period in which they are incurred.

Depreciation is calculated on the straight-line method to write down the cost of such assets to their residual values over their estimated useful lives. For the assets that have been provided for impairment loss, the related depreciation charge is prospectively determined based upon the adjusted carrying amounts over their remaining useful lives.

The estimated useful lives, the estimated residual values expressed as a percentage of cost and the annual depreciation rates of fixed assets are as follows:

|  | Estimated useful lives | Estimated residual value rate | Annual depreciation rate |
| :---: | :---: | :---: | :---: |
| Buildings | 20 years | 3\% | 4.85\% |
| Motor vehicles | 5 years | 3\% | 19.40\% |
| Electronic and other equipments | 5-10 years | 3\% | 9.7\% $\sim 19.40 \%$ |

The estimated useful life, the estimated residual value and the depreciation method applied to an asset are reviewed, and adjusted as appropriate by the Group at each year-end.
"Property, plant and equipment" are de-recognized on disposal or when no future economic benefits are expected from their use or disposal. The amount of proceeds from disposals on sale, transfer, retirement or damage of "property, plant and equipment" net of their carrying amounts and related taxes and expenses is recognized in the income statement. Where the carrying amount of an asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount (Note 3.1.17).

### 3.1.12 Construction in progress

Construction in progress consists of assets under construction or being installed and is stated at cost. Actual cost comprises construction costs, installation costs, borrowing costs that are eligible for capitalization and other costs necessary to bring the fixed assets ready for their intended use. Construction in progress is transferred to "property, plant and equipment" when the assets are ready for their intended use, and depreciation begins from the following month. Where the carrying amount of construction in progress is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount (Note 3.1.17).

### 3.1.13 Land use rights

Land use rights are initially recognized at costs and amortized using the straight-line basis over the legal term of use. If the acquisition costs of the land and the buildings located thereon cannot be reasonably allocated between the land use rights and the buildings, all of the acquisition costs are recognized as "property, plant and equipment."

Where the carrying amount of land use rights is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount (Note 3.1.17).

### 3.1.14 Intangible assets

Intangible assets mainly include computer software which are measured at cost. Computer software are amortized on a straight-line basis over their estimated useful lives. For an intangible asset with a definite useful life, review of its useful life and amortization method is performed at each yearend, with adjustment made as appropriate.

Where the carrying amount of an intangible asset is greater than its estimated recoverable amount, it is written down immediately to its recoverable amount (Note 3.1.17).

### 3.1.15 Long-term prepaid expenses

Long-term prepaid expenses include expenditures that have been incurred but should be recognized as expenses over more than one year in the current and subsequent periods. Long-term prepaid expenses are amortized on the straight-line basis over the expected useful economic lives and are presented at actual expenditure net of accumulated amortization.

### 3.1.16 Foreclosed assets

Foreclosed assets are measured at the fair value on the date of acquisition and are recognized by the lower of the book value and the recoverable amount. The impairment allowance is accrued in accordance with the excess amount of carrying amount over net recoverable amount.

The difference between the amount obtained from the disposal of foreclosed assets (minus any corresponding fees incurred in the disposal process) and the net book value is recorded in other operating income or operating expenses. The impairment allowance is reversed simultaneously.

### 3.1.17 Impairment of long-term non-financial assets

Fixed assets, construction in progress, land use rights, intangible assets with definite useful lives, and investments in associates are tested for impairment if there is any indication that the assets may be impaired at the balance sheet date. If the result of the impairment test indicates that the recoverable amount of an asset is less than its carrying amount, an allowance for impairment and an impairment loss are recognized in accordance with the difference. The recoverable amount is the higher of an asset's fair value less costs of disposal and the discounted value of the future cash flows expected to be derived from the asset.

Impairment allowance is calculated and recognized on individual basis. If it is not possible to estimate the recoverable amount of an individual asset, the recoverable amount is determined based on
that of a group of assets to which the asset belongs. A group of assets is the smallest group of assets that is able to generate separately identifiable cash inflows.

Non financial assets that are suffered an impairment are reviewed for possible reversal of impairment at each reporting date.

### 3.1.18 Employee benefits

Employee benefits mainly include wages or salaries, bonuses, allowances and subsidies, staff welfare, social security contributions, housing funds, labor union funds, employee education funds and other expenditures incurred in exchange for service rendered by employees.

Salary and welfare are expensed in operating expenses in the accounting period of services rendered.

In accordance with the relevant laws and regulations, domestic employees of the Group participate in various social insurance schemes such as basic pension insurance, medical insurance, housing fund schemes and other social security schemes. In addition, the Group has participated in commercial medical insurance schemes provided by commercial insurance companies since October 2012.

Insurance expenses and pensions are calculated based on certain percentage of gross salary and are paid to the Labor and Social Security Bureau, and insurance companies, etc. The contribution ratios are defined by stipulating regulations or commercial contracts, which should be no higher than statutory upper ceilings. Contributions are recognized in the income statement for the current period.

Early retirement benefits have been paid to those employees who accept voluntary retirement before the normal retirement date. Under the plan, the participants who voluntarily leave the position before reaching the regulatory retirement age will receive benefit package upon approval from the management of the Group. The Group has recorded a liability for its obligation to employees retired before normal retirement age, which is the present value of the Group's future payment obligation, calculated by discounting the expected cash outflow based on the treasury bond interest rate for the term similar to that of the liability.

### 3.1.19 Interest income and expense

Interest income and expense for all interest-bearing financial assets and liabilities are recognized using the effective interest method.

The effective interest method is a method of calculating the amortized cost of a financial asset or a financial liability and of allocating the interest income or interest expense over the relevant period.

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability.

When calculating the effective interest rate, the Group estimates cash flows considering all contractual terms of the financial instrument but does not consider future credit losses.
3.1.20 Fee and commission income and expense

Fees and commissions are recognized on an accrual basis when the service has been provided.

### 3.1.2 Deferred income tax assets and liabilities

Deferred income tax assets and liabilities are calculated and recognized based on the differences arising between the tax bases of assets and liabilities and their carrying amounts (temporary differences). Deferred income tax asset is recognized for the deductible losses that can be carried forward to subsequent years for deduction of the taxable profit in accordance with the tax laws. As at the balance sheet date, deferred income tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled.

Deferred income tax assets are only recognized for deductible temporary differences, deductible losses and tax credits to the extent that it is probable that taxable profit will be available in the future against which the deductible temporary differences, deductible losses and tax credits can be utilized.

Deferred income tax related to fair value re-measurement of available-for-sale financial assets is charged or credited directly to equity and is subsequently transferred to the income statement when the financial assets are de-recognized.

Deferred income tax assets and liabilities are offset when:
(a) the deferred income taxes assets and liabilities related to income taxes levied by the same taxation authority;
(b) there is a legally enforceable right to offset current tax assets against current tax liabilities.

### 3.1.22 Leases

Leases of assets where the Group has substantially all the risks and rewards of ownership are classified as finance leases. All leases other than finance leases are classified as operating leases.

Lease payments under an operating lease are recognized on a straight-line basis over the period of the lease, and are charged as an expense for the current period.

### 3.1.23 Contingent liabilities

A contingent liability is a possible obligation that arises from past events and whose existence will only be confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Group. It can also be a present obligation arising from past events that is not recognized because it is not probable that an outflow of economic resources will be required or the amount of obligation cannot be measured reliably.

### 3.1.24 Financial guarantee contracts

Financial guarantee contracts are contracts that require the issuer to make specified payments to reimburse the holder for a loss it incurs because a specified debtor fails to make payments when due, in accordance with the terms of a debt instrument. Financial guarantees are initially recognized in the financial statements at fair value on the date the guarantee was given. Subsequent to initial recognition
of financial guarantee contracts not designated at fair value through profit or loss at inception, the Group's liabilities under such guarantees are measured at the higher of the initial amount, less amortization of fees recognized, and the best estimate of the amount required to settle any financial obligation arising at the financial reporting date. Any increase in the liability relating to guarantees is taken to the income statement.

### 3.1.25 Provisions

Provisions for restructuring costs and legal claims are recognized when: the Group has a present legal or constructive obligation as a result of past events it is more likely than not that an outflow of resources will be required to settle the obligation; and the amount has been reliably estimated.

Provisions are initially recognized using best estimates of expenditures expected to be required to settle the obligation, taking into consideration the risks, uncertainties and time value of money related to contingencies. Where the effect of time value of money is significant, provisions shall be determined by discounting the related future cash flows. The carrying amount of provisions is reviewed, and adjusted if appropriate, to reflect the best estimates at each balance sheet date.

### 3.1.26 Fiduciary activities

The Group commonly acts as appointees, trustees, agents and in other fiduciary capacities that result in the holding or placing of assets on behalf of individuals, trusts, retirement benefit plans and other institutions. These assets and income arising thereon are excluded from these financial statements, as they are not assets of the Group.

### 3.1.27 Segment reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The chief operating decision maker is the person or group that allocates resources to and assesses the performance of the operating segments of an entity. The Group's reporting segments are decided based on its operating segments while taking full consideration of various factors such as products and services, geographical location and regulatory environment related to administration of the management. Operating segments meeting the same qualifications are allocated as one reporting segment, providing independent disclosures.

The purpose of segment reporting is to assist the chief operating decision maker in resource allocation and performance assessment of each segment. The same accounting policies as adopted in preparation of the Group's financial statements are used for segment reporting.

### 3.2 Critical accounting estimates and judgments

The Group continually evaluates the significant accounting estimates and judgments applied based on historical experience and other factors, including reasonable expectations of future events. The critical accounting estimates and key assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next accounting period are outlined below. It is possible that actual results may be materially different from the estimates and judgments referred to below.

### 3.2.1 Impairment allowances on loans and advances

The Group reviews its loan portfolios to assess impairment on a periodic basis, unless known circumstances indicate that impairment may have occurred as of an interim date. In determining whether an impairment loss should be recorded in the income statement, the Group makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change (e.g. the borrower failed to make repayments on time) in the payment status of borrowers in a group, or national or local economic conditions that correlate with defaults on assets in the group. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

### 3.2.2 Fair value of financial instruments

The fair value of financial instruments that are not traded in active markets are determined by using valuation techniques. These techniques include the use of discounted cash flow analysis model etc. To the extent practical, models use only observable data, however areas such as credit risk (both own and counterparty), volatilities and correlations require management to make estimates. Changes in assumptions about these factors could affect reported fair value of financial instruments.

### 3.2.3 Held-to-maturity investments

Non-derivative financial assets with fixed or determinable payments and fixed maturity are classified as held-to-maturity when the Group has the positive intention and ability to hold the investments to maturity. This classification requires significant judgment. If the Group fails to keep these investments to maturity other than for the specific circumstances, it will be required to reclassify the entire class as available-for-sale investments and is prohibited from recognizing this kind of investments as held-to-maturity investment within the following two accounting years.

### 3.2.4 Income taxes

The Group is subject to income taxes in numerous jurisdictions. There are many transactions and calculations for which the ultimate tax determination is uncertain. The Group recognizes liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. Taxation matters such as tax deductible due to asset impairment loss are subject to the decision of taxation authorities. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the current and deferred income tax and deferred tax assets and liabilities in the period in which such determination is made.

## 4 Taxation

The principal taxes to which the Group is subject are listed below:

|  | Tax basis | Tax rate |
| :---: | :---: | :---: |
| Corporate income tax | Taxable profit | 25\% |
| Business tax | Taxable operating income | 5\% |
| City construction and maintenance tax | Business tax paid | 7\% |
| Education surcharges | Business tax paid | 3\% |

## 5 Net interest income

|  | Year ended December 31, |  |  | Six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Interest income |  |  |  |  |  |
| Balances with central banks | 351,212 | 498,816 | 646,690 | 312,637 | 373,658 |
| Due from and placement with and loans to banks and other financial institutions $\qquad$ | 411,335 | 773,567 | 1,591,502 | 364,242 | 1,613,127 |
| Loans and advances to customers | 6,060,838 | 8,094,951 | 10,697,796 | 5,130,932 | 5,919,570 |
| Investment securities and financial assets held for trading | 1,432,913 | 1,885,265 | 2,225,375 | 1,078,183 | 1,173,497 |
|  | 8,256,298 | 11,252,599 | 15,161,363 | 6,885,994 | 9,079,852 |
| Including: Interest income accrued on impaired loans to customers | 18,375 | 15,785 | 15,846 | 8,111 | 17,316 |
| Interest expense |  |  |  |  |  |
| Deposits and placements from banks and other financial institutions ... | $(652,063)$ | $(1,476,238)$ | $(2,269,499)$ | $(767,166)$ | $(1,928,192)$ |
| Deposits from customers | $(1,587,348)$ | $(2,490,715)$ | $(4,060,649)$ | $(1,854,197)$ | $(2,236,923)$ |
| Debt securities in issue | - | $(196,940)$ | $(262,367)$ | $(130,103)$ | $(190,631)$ |
|  | $\underline{(2,239,411)}$ | (4,163,893) | $(6,592,515)$ | $\underline{(2,751,466)}$ | $(4,355,746)$ |
| Net interest income | 6,016,887 | 7,088,706 | 8,568,848 | 4,134,528 | 4,724,106 |

## 6 <br> Net fee and commission income

|  | Year ended December 31, |  |  | Six months endedJune 30 , |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Fee and commission income |  |  |  |  |  |
| Guarantee and commitment fees | 2,806 | 35,657 | 42,082 | 10,536 | 34,250 |
| Consultancy and advisory fees | 113,430 | 159,056 | 65,115 | 30,933 | 74,974 |
| Bank card fees | 27,437 | 46,311 | 60,008 | 24,493 | 48,219 |
| Settlement and clearing fees | 52,626 | 74,445 | 75,290 | 38,148 | 40,825 |
| Custodian and other fiduciary service fees | 10,773 | 21,180 | 66,047 | 27,743 | 55,359 |
| Syndicated loan fees | 1,143 | 7,560 | 25,855 | 12,773 | 23,694 |
| Agency commissions | 59,277 | 73,182 | 41,999 | 19,509 | 15,230 |
| Arrangement fees for international trade financing | Arrangement fees for international trade |  |  |  |  |
| Domestic factoring fees | 791 | 2,956 | 10,658 | 4,268 | 11,538 |
| Others | 24,611 | 33,803 | 52,057 | 12,931 | 15,975 |
|  | 294,024 | 461,172 | 451,515 | 190,649 | 329,317 |
| Fee and commission expense | $(42,749)$ | $(48,411)$ | $(55,784)$ | $(17,500)$ | $(36,012)$ |
| Net fee and commission income | 251,275 | 412,761 | 395,731 | 173,149 | 293,305 |

## 7 Net trading income

|  | Year ended December 31, |  |  | Period ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Net gains from foreign exchange | 21,463 | 17,448 | 21,654 | 9,638 | 11,179 |
| Net gains/(losses) from interest rate instruments | $(53,524)$ | 34,499 | 18,840 | 84,046 | 17,546 |
|  | $(32,061)$ | 51,947 | 40,494 | 93,684 | 28,725 |

Net gains/(losses) from interest rate instruments include gains or losses arising from fair value changes of financial assets held for trading.

## 8 Other operating income

|  | Year ended December 31, |  |  | Period ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Net gains/(losses) on bills | 6,008 | $(32,228)$ | 99,350 | 61,256 | 55,327 |
| Others | 59,978 | 97,339 | 63,644 | 9,670 | 12,807 |
|  | 65,986 | 65,111 | 162,994 | 70,926 | 68,134 |

## $9 \quad$ Operating expenses

|  | Year ended December 31, |  |  | Period ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Employee benefit expenses (Note 10) | $(964,786)$ | $(1,000,151)$ | $(1,325,424)$ | $(603,697)$ | $(636,339)$ |
| Administrative expenses | $(617,480)$ | $(729,240)$ | $(781,461)$ | $(304,969)$ | $(322,323)$ |
| Business tax and surcharges | $(389,570)$ | $(506,972)$ | $(684,804)$ | $(345,325)$ | $(370,599)$ |
| Depreciation (Note 25) | $(132,110)$ | $(126,805)$ | $(139,733)$ | $(65,352)$ | $(77,931)$ |
| Amortization expenses for intangible assets (Note 26(e)) | $(10,773)$ | $(17,036)$ | $(21,794)$ | $(10,611)$ | $(12,320)$ |
| Amortization expenses for land use rights (Note 26(d)) | $(2,064)$ | (261) | (261) | (131) | (131) |
| Amortization expenses for long-term prepaid expenses | $(20,803)$ | $(25,751)$ | $(39,416)$ | $(17,419)$ | $(25,261)$ |
| Operating lease rental expenses | $(57,645)$ | $(75,219)$ | $(122,889)$ | $(51,918)$ | $(64,779)$ |
| Auditor's remuneration | $(1,700)$ | $(4,360)$ | $(2,540)$ | - | - |
| Others | $(6,118)$ | $(14,579)$ | $(13,946)$ | $(4,594)$ | $(1,703)$ |
|  | $\underline{(2,203,049)}$ | $\underline{(2,500,374)}$ | $\underline{(3,132,268)}$ | $\underline{(1,404,016)}$ | $\underline{(1,511,386)}$ |

Auditor's remuneration includes audit service fees for the year ended December 31, 2010, 2011, and 2012 and for the six months ended June 30 , 2013, which are respectively RMB $1,600,000$, RMB 3,400,000, RMB 2,440,000 and Nil. The rest are for non-audit services.

## 10 Employee benefit expenses

|  | Year ended December 31, |  |  | Period ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Salaries and bonuses | $(746,702)$ | $(779,857)$ | $(986,174)$ | $(458,897)$ | $(460,017)$ |
| Pension costs | $(59,789)$ | $(72,824)$ | $(94,461)$ | $(40,129)$ | $(63,709)$ |
| Labor union fee and staff education fee | $(22,648)$ | $(23,467)$ | $(39,107)$ | $(10,839)$ | $(11,321)$ |
| Other social insurance and welfare costs | $(135,647)$ | $(124,003)$ | $(205,682)$ | $(93,832)$ | $(101,292)$ |
|  | $\underline{(964,786)}$ | $\underline{(1,000,151)}$ | $\underline{(1,325,424)}$ | $(603,697)$ | $\underline{(636,339)}$ |

## 11 Directors' and Supervisors' emoluments

(a) Details of the Directors' and Supervisors' emoluments are as follows:

| Name | Year ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  |  |  |  |
|  | Fees | Salaries, bonuses and benefits | Employer's contribution to pension schemes | Discretionary bonuses | Total |
| Executive Directors |  |  |  |  |  |
| Wang Xiaoxin | - | 1,295 | 22 | 433 | 1,750 |
| Wu Xuemin (Chief Executive) ${ }^{(1)}$ | - | 202 | 7 | 97 | 306 |
| Zhang Renfu | - | 978 | 19 | 325 | 1,322 |
| Xu Demei | - | 979 | 19 | 325 | 1,323 |
| Zhang Youqi | - | 978 | 18 | 325 | 1,321 |


| Non-executive D |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Qian Zheng | - | - | - | - |  |
| Su Min | - | - | - | - | - |
| Guo Shigang | - | - | - | - | - |
| Wu Tian | - | - | - | - | - |
| Gao Yang | - | - | - | - | - |
| Wu Xiaoqiu | 80 | - | - | - | 80 |
| Dai Genyou ${ }^{(2)}$ | 45 | - | - | - | 45 |
| Du Changdi | 20 | - | - | - | 20 |
| Liao Li | - | - | - | - | - |
| Chen Jiagui ${ }^{(3)}$ | - | - | - | - | - |
| Huang Dekuan ${ }^{(3)}$ | - | - | - | - | - |
| Supervisors |  |  |  |  |  |
| Zhang Zhen | - | 979 | 19 | 325 | 1,323 |
| Li Xiaowan | - | 791 | 17 | 260 | 1,068 |
| Fan Xiaohui | - | 349 | 12 | - | 361 |
| Tao Haojie | - | - | - | - | - |
| Gao Tongguo | - | - | - | - | - |
| Wu Guozhong | - | - | - | - | - |
| Cheng Hong | - | - | - | - | - |
| Cheng Junpei | 72 | - | - | - | 72 |
| Fan Libo | 64 | - | - | - | 64 |
| Total | $\underline{\underline{281}}$ | $\underline{\underline{6,551}}$ | $\underline{\underline{133}}$ | $\underline{\underline{2,090}}$ | $\underline{\underline{9,055}}$ |


|  |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :---: |
|  |  |  | Year ended December 31, |  |  |  |


| Name | Year ended December 31, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 |  |  |  |  |
|  | Fees | Salaries, bonuses and benefits | Employer's contribution to pension schemes | Discretionary bonuses | Total |
| Executive Directors |  |  |  |  |  |
| Wang Xiaoxin | - | 1,280 | 32 | 497 | 1,809 |
| Wu Xuemin (Chief Executive) | - | 1,272 | 31 | 484 | 1,787 |
| Zhang Renfu | - | 1,267 | 28 | 456 | 1,751 |
| Xu Demei | - | 1,269 | 28 | 456 | 1,753 |
| Ci Yaping | - | 1,273 | 28 | 456 | 1,757 |
| Non-executive Directors |  |  |  |  |  |
| Zhang Feifei ${ }^{(15)}$ | - | - | - | - | - |
| Qian Zheng | - | - | - | - | - |
| Guo Shigang | - | - | - | - | - |
| Wu Tian | - | - | - | - | - |
| Gao Yang | - | - | - | - | - |
| Bai Taiping ${ }^{(16)}$ | - | - | - | - | - |
| Wu Xiaoqiu | 70 | - | - | - | 70 |
| Dai Genyou | 80 | - | - | - | 80 |
| Wang Shihao | 20 | - | - | - | 20 |
| Zhang Shenghuai | 80 | - | - | - | 80 |
| Wen Jinghui | 70 | - | - | - | 70 |
| Supervisors |  |  |  |  |  |
| Zhang Zhen | - | 1,267 | 28 | 456 | 1,751 |
| Xu Chongding | - | 1,494 | 27 | - | 1,521 |
| Fan Xiaohui | - | 874 | 18 | - | 892 |
| Fang Xiao | - | - | - | - | - |
| Gao Tongguo | - | - | - | - | - |
| Wu Guozhong | - | - | - | - | - |
| Cheng Hong | - | - | - | - | - |
| Cheng Junpei | 56 | - | - | - | 56 |
| Fan Libo | 56 | - | - | - | 56 |
| Total | 432 | 9,996 | 220 | 2,805 | 13,453 |


| Name | Six months ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2012 (unaudited) |  |  |  |  |
|  | Fees | Salaries, bonuses and benefits | Employer's contribution to pension schemes | Discretionary bonuses | $\underline{\text { Total }}$ |
| Executive Directors |  |  |  |  |  |
| Wang Xiaoxin | - | 641 | 16 | 304 | 961 |
| Wu Xuemin (Chief Executive) | - | 579 | 15 | 274 | 868 |
| Zhang Renfu | - | 486 | 14 | 228 | 728 |
| Xu Demei | - | 486 | 14 | 228 | 728 |
| Ci Yaping | - | 486 | 14 | 228 | 728 |
| Non-executive Directors |  |  |  |  |  |
| Zhang Feifei ${ }^{(15)}$ | - | - | - | - | - |
| Qian Zheng | - | - | - | - | - |
| Guo Shigang | - | - | - | - | - |
| Wu Tian | - | - | - | - | - |
| Gao Yang | - | - | - | - | - |
| Bai Taiping ${ }^{(16)}$ | - | - | - | - | - |
| Wu Xiaoqiu | 10 | - | - | - | 10 |
| Dai Genyou | 10 | - | - | - | 10 |
| Wang Shihao | 10 | - | - | - | 10 |
| Zhang Shenghuai | 10 | - | - | - | 10 |
| Wen Jinghui | 10 | - | - | - | 10 |
| Supervisors |  |  |  |  |  |
| Zhang Zhen | - | 486 | 14 | 228 | 728 |
| Xu Chongding | - | 618 | 14 | - | 632 |
| Fan Xiaohui | - | 315 | 9 | - | 324 |
| Fang Xiao | - | - | - | - | - |
| Gao Tongguo | - | - | - | - | - |
| Wu Guozhong | - | - | - | - | - |
| Cheng Hong | - | - | - | - | - |
| Cheng Junpei | 8 | - | - | - | 8 |
| Fan Libo | - | - | - | - | - |
| Total | 58 | 4,097 | 110 | 1,490 | 5,755 |


| Name | Six months ended June 30, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2013 |  |  |  |  |
|  | Fees | Salaries, bonuses and benefits | Employer's contribution to pension schemes | Discretionary bonuses | Total |
| Executive Directors | - | 644 | 17 | 304 | 965 |
| Wang Xiaoxin | - | 582 | 16 | 274 | 872 |
| Wu Xuemin (Chief Executive) | - | 490 | 14 | 228 | 732 |
| Zhang Renfu | - | 491 | 14 | 228 | 733 |
| Xu Demei | - | 491 | 14 | 228 | 733 |
| Ci Yaping |  |  |  |  | - |
| Non-executive Directors |  |  |  |  |  |
| Zhang Feifei | - | - | - | - | - |
| Qian Zheng | - | - | - | - | - |
| Guo Shigang | - | - | - | - | - |
| Wu Tian | - | - | - | - | - |
| Gao Yang | - | - | - | - | - |
| Wu Xiaoqiu | 20 | - | - | - | 20 |
| Dai Genyou | 20 | - | - | - | 20 |
| Wang Shihao | - | - | - | - | - |
| Zhang Shenghuai | 20 | - | - | - | 20 |
| Wen Jinghui | 20 | - | - | - | 20 |
| Supervisors |  |  |  |  |  |
| Zhang Zhen | - | 489 | 14 | 228 | 731 |
| Xu Chongding | - | 624 | 14 | - | 638 |
| Fan Xiaohui | - | 392 | 12 | - | 404 |
| Fang Xiao | - | - | - | - | - |
| Gao Tongguo | - | - | - | - | - |
| Wu Guozhong | - | - | - | - | - |
| Cheng Hong | - | - | - | - | - |
| Cheng Junpei | 16 | - | - | - | 16 |
| Fan Libo | 16 | - | - | - | 16 |
| Total | $\underline{112}$ | 4,203 | $\underline{115}$ | 1,490 | 5,920 |

[^0](b) Five highest paid individuals

For the year ended December 31, 2010, five highest paid individuals include 2 directors and 1 supervisor. For the year ended December 31, 2011, five highest paid individuals include 3 directors
and 1 supervisor. For the year ended December 31, 2012, five highest paid individuals include 3 directors. For the period ended June 30, 2012, five highest paid individuals include 4 directors. For the period ended June 30, 2013, five highest paid individuals include 4 directors. Details are listed above.

The emoluments for the rest of the five highest paid individuals for the Relevant Periods are as follows:

|  | Year ended December 31, |  |  | Six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Salaries, bonuses and benefits | 1,958 | 1,255 | 2,541 | 486 | 491 |
| Employer's contribution to pension schemes | 38 | 28 | 56 | 14 | 14 |
| Discretionary bonuses | 649 | 456 | 912 | $\underline{228}$ | $\underline{228}$ |
|  | 2,645 | 1,739 | 3,509 | 728 | 733 |

The emoluments fell within the following bands:

|  | Year ended December 31, |  |  | Six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| RMB500,001-RMB1,000,000 | - | - | - | 1 | 1 |
| RMB1,000,001-RMB1,500,000 | 2 | - | - | - | - |
| RMB1,500,001-RMB2,000,000 | - | 1 | 2 | - | - |
|  | 2 | 1 | 2 | 1 | 1 |

No emolument was paid by the Group to any of the directors, supervisors or the five highest paid individuals as an inducement to join or upon joining the Group or as compensation for loss of office.

## 12 Impairment losses on assets

|  | Year ended December 31, |  |  | Six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Loans and advances to customers (Note 21(b)) |  |  |  |  |  |
| -Collectively assessed | $(566,394)$ | $(563,125)$ | $(422,494)$ | $(321,354)$ | $(258,156)$ |
| -Individually assessed | $(15,192)$ | $(35,420)$ | $(46,023)$ | 56,542 | $(167,035)$ |
| -Recovery of written-off loans | 3,211 | 1,761 | 1,184 | 214 | 875 |
| Available-for-sale financial assets | - | - | (276) | - | - |
| Reversal of provision for placements with and loans to banks and other financial institutions (Note 17). $\qquad$ | - | 422 | 9,664 | - | - |
| Reversal of provision for foreclosed assets | - | 17,509 | 230 | - | - |
|  | $(578,375)$ | $(578,853)$ | $(457,715)$ | $(264,598)$ | (424,316) |

## 13 Income tax expense

|  | Year ended December 31, |  |  | Six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Current income tax |  |  |  |  |  |
| -PRC mainland income tax | $(957,069)$ | $(1,197,867)$ | $(1,442,828)$ | $(706,053)$ | $(772,273)$ |
| Deferred income tax (Note 34) | 157,349 | 86,830 | 69,183 | $(7,815)$ | 17,556 |
|  | (799,720) | $(1,111,037)$ | $\underline{(1,373,645)}$ | $(713,868)$ | $\underline{(754,717)}$ |

The provision for China mainland income tax includes income tax based on the statutory tax rate of $25 \%$ of the taxable income of the Group as determined in accordance with the relevant PRC income tax rules and regulations.

The tax on the Group's profit before tax differs from the theoretical amount that would arise using the taxation rate of $25 \%$. The major reconciliation items are as follows:

|  | Year ended December 31, |  |  | Period ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Profit before tax | 3,502,073 | 4,603,647 | 5,680,038 | 2,867,229 | 3,206,742 |
| Tax calculated at applicable statutory tax rate of $25 \%$ | $(875,518)$ | $(1,150,912)$ | $(1,420,010)$ | $(716,807)$ | $(801,686)$ |
| Income not subject to tax ${ }^{(a)}$ | 87,858 | 102,658 | 145,135 | 66,356 | 76,834 |
| Items not deductible for tax purposes ${ }^{(b)}$ | $(45,206)$ | $(33,154)$ | $(47,660)$ | $(15,310)$ | $(5,213)$ |
| Tax filing differences from previous years | 33,146 | $(29,629)$ | $(51,110)$ | $(48,107)$ | $(24,652)$ |
| Income tax expense | (799,720) | (1,111,037) | $(1,373,645)$ | $(713,868)$ | $(754,717)$ |

(a) The income not subject to tax mainly represents interest income arising from PRC treasury bonds, which is income tax free in accordance with the PRC tax regulations.
(b) The items that are not deductible for tax purposes mainly represent marketing and entertainment expenses in excess of the relevant deductible threshold under the relevant PRC tax regulations.

## 14 Earnings per share

(a) Basic earnings per share is calculated by dividing the profit for the year/period attributable to shareholders of the Bank by the weighted average number of ordinary shares in issue during the year/period.

|  | Year ended December 31, |  |  | Six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2012 | 2013 |
|  |  |  |  | (unaudited) |  |
| Profit attributable to shareholders of the Bank (in RMB thousands) | 2,702,353 | 3,492,610 | 4,306,393 | 2,153,361 | 2,452,020 |
| Weighted average number of ordinary shares in issue (in thousands) | 8,174,819 | 8,174,819 | 8,174,819 | 8,174,819 | 8,174,819 |
| Basic earnings per share (in RMB |  |  |  |  |  |
| Yuan) | 0.33 | 0.43 | 0.53 | 0.26 | 0.30 |

(b) Diluted earnings per share

For the year ended December 31, 2010, 2011, and 2012 as well as for the six months ended June 30, 2012 and 2013, there were no potential diluted ordinary shares, so the diluted earnings per share were the same as the basic earnings per share.

## 15 Cash and balances with the central bank

## The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Cash | 719,379 | 856,095 | 973,723 | 986,510 |
| Balances with the central bank |  |  |  |  |
| -Surplus reserves | 10,460,494 | 21,351,721 | 15,764,170 | 13,962,947 |
| -Statutory reserves | 23,399,653 | 33,620,828 | 40,911,390 | 44,700,811 |
|  | 34,579,526 | 55,828,644 | 57,649,283 | 59,650,268 |

## The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Cash | 719,379 | 856,095 | 973,723 | 984,713 |
| Balances with central banks |  |  |  |  |
| -Surplus reserves | 10,460,494 | 21,351,721 | 15,764,170 | 13,962,947 |
| -Statutory reserves | 23,399,653 | 33,620,828 | 40,911,390 | 44,700,811 |
|  | 34,579,526 | 55,828,644 | 57,649,283 | 59,648,471 |

The Group is required to place statutory reserve funds with the People's Bank of China (the "PBOC"). The statutory reserve funds are calculated based on the qualified deposits from customers.

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Statutory reserve rate for RMB deposits | 16.5\% | 19.0\% | 18.0\% | 18.0\% |
| Statutory reserve rate for foreign currency deposits | 5.0\% | 5.0\% | 5.0\% | 5.0\% |

Statutory reserve funds with PBOC are not available for use by the Group in its day-to-day operations.

## 16 Due from banks and other financial institutions

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Due from banks in PRC mainland | 1,357,706 | 6,923,202 | 3,477,736 | 3,734,040 |
| Due from banks in other countries and regions | 144,649 | 159,009 | 361,932 | 439,303 |
|  | 1,502,355 | 7,082,211 | 3,839,668 | 4,173,343 |
| Less: allowances for impairment loss —Individually assessed | $(6,003)$ | $(6,003)$ | $(6,003)$ | $(6,003)$ |
|  | $\underline{\underline{1,496,352}}$ | $\underline{\underline{7,076,208}}$ | $\underline{\underline{3,833,665}}$ | $\underline{\underline{4,167,340}}$ |

17 Placement with and loans to banks and other financial institutions
The Group and Bank

|  | As at December 31, |  |  | $\frac{\text { As at June 30, }}{2013}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 |  |
| Placement with and loans to: —Banks in PRC mainland | - | - | - | 124,232 |
| -Other financial institutions in PRC mainland | 48,081 | 48,081 | 38,417 | 33,681 |
| Re-discounted Bills | 1,237,574 | 3,581,172 | 2,813,377 | 768,365 |
|  | 1,285,655 | 3,629,253 | 2,851,794 | 926,278 |
| Less: impairment allowances —Individually assessed .... | $(48,503)$ | $(48,081)$ | $(38,417)$ | $(33,681)$ |
|  | 1,237,152 | 3,581,172 | 2,813,377 | 892,597 |

Movements of allowances for impairment losses on loans and advances to banks and other financial institutions are as follows:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Balance at beginning of the year/(period) | $(48,503)$ | $(48,503)$ | $(48,081)$ | $(38,417)$ |
| Recoveries | - | 422 | 9,664 | - |
| Write-offs | - | - | - | 4,736 |
| Balance at end of the year/(period) | $(48,503)$ | $(48,081)$ | $(38,417)$ | $(33,681)$ |

## 18 Financial assets held for trading

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Government bonds |  |  |  |  |
| -Listed outside Hong Kong | 281,693 | 960,323 | 662,827 | 799,847 |
| Other debt securities |  |  |  |  |
| —Listed outside Hong Kong | 2,436,205 | 4,075,484 | 2,936,007 | 2,868,571 |
|  | 2,717,898 | 5,035,807 | 3,598,834 | 3,668,418 |

As at December 31, 2010, 2011, and 2012 and June 30, 2013, no major restrictions were imposed on the realization of financial assets held for trading of the Group despite the fact that part of these assets were pledged to third parties (Note 40).

Debt securities traded on the China Domestic Interbank Bond Market are included in the category "Listed outside Hong Kong."

Financial assets held for trading analyzed by categories of issuer are as follows:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Debt securities |  |  |  |  |
| Issuers in PRC mainland |  |  |  |  |
| -Governments | 281,693 | 960,323 | 662,827 | 799,847 |
| -Public sector and quasi-governments | 132,952 | 138,655 | 59,972 | 109,288 |
| -Other financial institutions | 360,840 | 1,470,065 | 945,751 | 1,092,786 |
| -Corporate | $\underline{1,942,413}$ | 2,466,764 | 1,930,284 | $\underline{1,666,497}$ |
|  | 2,717,898 | 5,035,807 | 3,598,834 | 3,668,418 |

## 19 Derivative financial instruments

## The Group and Bank

|  | As at June 30, 2013 |  |  |
| :---: | :---: | :---: | :---: |
|  | Notional Amount | Fair value |  |
|  |  | Assets | $\underline{\text { Liabilities }}$ |
| Derivative financial instruments held for trading —Foreign exchange forwards . . . . . . . . . . . . . | 320,823 | 210 | (91) |

## 20 Financial assets held under resale agreements

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Securities held under resale | 2,314,164 | 5,317,376 | - | - |
| Bills held under resale | 8,228,720 | - | 38,198,123 | 92,280,894 |
|  | 10,542,884 | 5,317,376 | 38,198,123 | 92,280,894 |

## 21 Loans and advances to customers

(a) Analysis of loans and advances to customers:

## The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Corporate loans and advances |  |  |  |  |
| -Corporate loans | 87,550,463 | 100,336,691 | 116,807,646 | 131,181,299 |
| -Discounted Bills | 4,554,797 | 6,460,288 | 11,907,252 | 10,030,847 |
| Subtotal | 92,105,260 | 106,796,979 | 128,714,898 | 141,212,146 |
| Retail loans |  |  |  |  |
| -Mortgage loans | 17,783,001 | 22,836,915 | 25,201,772 | 30,101,183 |
| —Revolving loans for individual |  |  |  |  |
| business | 3,657,308 | 4,560,461 | 6,423,598 | 7,825,633 |
| -Others | 3,488,449 | 3,218,654 | 3,454,498 | 3,918,469 |
| Subtotal | 24,928,758 | 30,616,030 | 35,079,868 | 41,845,285 |
| Total | 117,034,018 | 137,413,009 | 163,794,766 | 183,057,431 |
| Less: Allowance for impairment losses |  |  |  |  |
| -Collectively assessed | $(2,721,086)$ | $(3,242,207)$ | $(3,598,626)$ | $(3,783,185)$ |
| -Individually assessed | $(254,489)$ | $(247,919)$ | $(254,665)$ | $(408,185)$ |
| Total allowance for impairment losses | (2,975,575) | (3,490,126) | $(3,853,291)$ | (4,191,370) |
| Loans and advances to customers, net | 114,058,443 | 133,922,883 | 159,941,475 | 178,866,061 |

## The Bank

|  | As at December 31, |  |  | As at June 30 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Corporate loans and advances |  |  |  |  |
| -Corporate loans | 87,550,463 | 100,336,691 | 116,807,646 | 131,181,299 |
| -Discounted Bills | 4,554,797 | 6,460,288 | 11,907,252 | 10,030,847 |
| Subtotal | 92,105,260 | 106,796,979 | 128,714,898 | 141,212,146 |
| Retail loans |  |  |  |  |
| -Mortgage loans | 17,783,001 | 22,836,915 | 25,201,772 | 30,101,183 |
| -Revolving loans for individual business | 3,657,308 | 4,560,461 | 6,423,598 | 7,825,633 |
| -Others | 3,488,449 | 3,218,654 | 3,454,498 | 3,918,269 |
| Subtotal | 24,928,758 | 30,616,030 | 35,079,868 | 41,845,085 |
| Total | 117,034,018 | 137,413,009 | 163,794,766 | 183,057,231 |
| Less: Allowance for impairment losses |  |  |  |  |
| -Collectively assessed | (2,721,086) | $(3,242,207)$ | (3,598,626) | (3,783,185) |
| -Individually assessed | $(254,489)$ | $(247,919)$ | $(254,665)$ | $(408,185)$ |
| Total allowance for impairment losses | (2,975,575) | (3,490,126) | (3,853,291) | (4,191,370) |
| Loans and advances to customers, net | $\underline{114,058,443}$ | $\underline{\underline{133,922,883}}$ | 159,941,475 | $\underline{\text { 178,865,861 }}$ |

(b) Reconciliation of allowance for impairment losses on loans and advances to customers by collective and individual assessments:

## The Group and Bank

|  | Year ended December 31, |  |  |  |  |  | $\begin{gathered} \begin{array}{c} \text { Six months ended } \\ \text { June 30, } \end{array} \\ \hline 2013 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2011 |  | 2012 |  |  |  |
|  | Collectively assessed allowance | Individually assessed allowance | Collectively assessed allowance | Individually assessed allowance | Collectively assessed allowance | Individually assessed allowance | Collectively assessed allowance | Individually assessed allowance |
| Balance at beginning of the year/ (period) ... | 2,165,385 | 268,339 | 2,721,086 | 254,489 | 3,242,207 | 247,919 | 3,598,626 | 254,665 |
| Impairment losses for the year/(period) (Note 12) . . | 566,394 | 15,192 | 563,125 | 35,420 | 422,494 | 46,023 | 258,156 | 167,035 |
| Unwind of discount on allowance | $(2,203)$ | $(16,172)$ | $(4,514)$ | $(11,271)$ | $(7,265)$ | $(8,581)$ | $(3,801)$ | $(13,515)$ |
| Loans writtenoff | $(8,490)$ | $(12,870)$ | $(37,490)$ | $(30,719)$ | $(58,810)$ | $(30,696)$ | $(69,796)$ |  |
| Balance at end of the year/ (period) . . . | 2,721,086 | 254,489 | 3,242,207 | 247,919 | 3,598,626 | 254,665 | 3,783,185 | 408,185 |

(c) Reconciliation of allowance for impairment losses on loans and advances to customers by customer type:

## The Group and Bank

|  | Year ended December 31, |  |  |  |  |  | $\begin{gathered} \begin{array}{c} \text { Six months ended } \\ \text { June 30, } \end{array} \\ \hline 2013 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2011 |  | 2012 |  |  |  |
|  | Corporate | Retail | Corporate | Retail | Corporate | Retail | Corporate | Retail |
| Balance at beginning of the year/(period) .... | 2,216,211 | 217,513 | 2,659,562 | 316,013 | 3,047,495 | 442,631 | 3,363,107 | 490,184 |
| Impairment losses for the year/(period) (Note 12) $\qquad$ | 467,210 | 114,376 | 463,947 | 134,598 | 411,696 | 56,821 | 343,826 | 81,365 |
| Unwind of discount on allowance . . | $(11,037)$ | $(7,338)$ | $(13,754)$ | $(2,031)$ | $(15,219)$ | (627) | $(16,244)$ | $(1,072)$ |
| Loans written-off | $(12,822)$ | $(8,538)$ | $(62,260)$ | $(5,949)$ | $(80,865)$ | $(8,641)$ | $(63,629)$ | $(6,167)$ |
| Balance at end of the year/(period) | 2,659,562 | 316,013 | 3,047,495 | 442,631 | 3,363,107 | 490,184 | 3,627,060 | 564,310 |

(d) Analysis of loans and advances to customers by collective and individual allowance assessments:

## The Group and Bank

| As at December 31, 2010 | Loans and advances allowance is collectively assessed | Identified impaired loans and advanc |  |  | Tota |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | for which allowance is collectively $\qquad$ | for which allowance is individually $\qquad$ | Subtotal |  |
| Total loans and advances |  |  |  |  |  |
| -Corporate loans | 91,513,089 | 164,612 | 427,559 | 592,171 | 92,105,260 |
| -Retail loans | 24,823,752 | 105,006 | - | 105,006 | 24,928,758 |
| Allowance for impairment losses | $(2,517,896)$ | $(203,190)$ | $(254,489)$ | $(457,679)$ | (2,975,575) |
| Loans and advances to customers, net | 113,818,945 | 66,428 | 173,070 | 239,498 | $\underline{114,058,443}$ |

## The Group and Bank

| As at December 31, 2011 | Loans and advances for which allowance is collectively assessed | Identified impaired loans and advances |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | for which allowance is collectively assessed | for which allowance is individually assessed | Subtotal |  |
| Total loans and advances |  |  |  |  |  |
| -Corporate loans | 106,226,316 | 128,103 | 442,560 | 570,663 | 106,796,979 |
| -Retail loans | 30,532,295 | 83,735 | - | 83,735 | 30,616,030 |
| Allowance for impairment losses | $(3,073,341)$ | $\underline{(168,866)}$ | $(247,919)$ | $(416,785)$ | $(3,490,126)$ |
| Loans and advances to customers, net | 133,685,270 | 42,972 | 194,641 | 237,613 | $\underline{133,922,883}$ |

## The Group and Bank

| As at December 31, 2012 | Loans and advances for which allowance is collectively assessed | $\underline{\text { Identified impaired loans and advances }}$ |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | for which allowance is collectively assessed | for which allowance is individually assessed | Subtotal |  |
| Total loans and advances |  |  |  |  |  |
| -Corporate loans | 127,877,046 | 161,504 | 676,348 | 837,852 | 128,714,898 |
| -Retail loan | 34,968,625 | 111,243 |  | 111,243 | 35,079,868 |
| Allowance for impairment losses | $(3,431,938)$ | $(166,688)$ | $(254,665)$ | $(421,353)$ | $(3,853,291)$ |
| Loans and advances to customers, net | $\underline{\underline{159,413,733}}$ | $\underline{\text { 106,059 }}$ | $\underline{\text { 421,683 }}$ | 527,742 | 159,941,475 |

## The Group

| As at June 30, 2013 | Loans and advances for which allowance is collectively assessed | Identified impaired loans and advances |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | for which allowance is collectively assessed | for which allowance is individually assessed | Subtotal |  |
| Total loans and advances |  |  |  |  |  |
| -Corporate loans | 140,171,660 | 63,140 | 977,346 | 1,040,486 | 141,212,146 |
| -Retail loans | 41,720,906 | 124,379 | - | 124,379 | 41,845,285 |
| Allowance for impairment losses | $(3,666,093)$ | (117,092) | $(408,185)$ | $(525,277)$ | $(4,191,370)$ |
| Loans and advances to customers, net | 178,226,473 | 70,427 | 569,161 | 639,588 | 178,866,061 |

The Bank

| As at June 30, 2013 | Loans and advances for which allowance is collectively assessed | Identified impaired loans and advances |  |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | for which allowance is collectively assessed | for which allowance is individually assessed | Subtotal |  |
| Total loans and advances |  |  |  |  |  |
| -Corporate loans | 140,171,660 | 63,140 | 977,346 | 1,040,486 | 141,212,146 |
| -Retail loans | 41,720,706 | 124,379 | - | 124,379 | 41,845,085 |
| Allowance for impairment losses | $(3,666,093)$ | $(117,092)$ | $(408,185)$ | $(525,277)$ | (4,191,370) |
| Loans and advances to customers, net | 178,226,273 | 70,427 | 569,161 | 639,588 | 178,865,861 |

## 22 Investment securities

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Loans and receivables |  |  |  |  |
| Debt securities |  |  |  |  |
| —Unlisted | 433,546 | 301,886 | 218,496 | 180,749 |
| Wealth management products issued by other financial institutions |  |  |  |  |
| —Unlisted | 6,454,912 | 3,513,230 | 1,595,693 | 8,252,650 |
| Subtotal | 6,888,458 | 3,815,116 | 1,814,189 | 8,433,399 |
| Available-for-sale financial assets |  |  |  |  |
| Debt securities |  |  |  |  |
| - Listed outside Hong Kong | 20,725,156 | 16,056,010 | 20,475,612 | 25,990,403 |
| Asset management schemes by securities firms or trust companies |  |  |  |  |
| -Unlisted | 125,930 | 2,281,910 | 5,088,610 | 5,115,120 |
| Equity securities |  |  |  |  |
| -Unlisted | 14,544 | 18,983 | 16,383 | 16,383 |
| Subtotal | 20,865,630 | 18,356,903 | 25,580,605 | 31,121,906 |
| Held-to-maturity investments |  |  |  |  |
| Debt securities |  |  |  |  |
| —Listed outside Hong Kong | 12,919,456 | 20,344,495 | 26,020,303 | 25,669,340 |
| -Unlisted | 271,222 | 260,053 | 42,423 | 42,769 |
| Subtotal | 13,190,678 | 20,604,548 | 26,062,726 | 25,712,109 |
| Total | 40,944,766 | 42,776,567 | 53,457,520 | 65,267,414 |
| Including: fair value of listed held-to-maturity |  |  |  |  |
| securities | $\underline{\underline{12,754,887}}$ | $\underline{\underline{20,355,797}}$ | $\underline{\text { 25,971,015 }}$ | $\underline{\text { 25,620,573 }}$ |

Debt securities traded on the China Domestic Interbank Bond Market are included in the category "Listed outside Hong Kong."

Investment securities analyzed by issuer as follows:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Loans and receivables |  |  |  |  |
| Issuers in PRC mainland |  |  |  |  |
| -Governments | 433,546 | 301,886 | 218,496 | 180,749 |
| -Wealth management products issued by other |  |  |  |  |
| financial institutions | 6,454,912 | 3,513,230 | 1,595,693 | 8,252,650 |
|  | 6,888,458 | 3,815,116 | 1,814,189 | 8,433,399 |
| Available-for-sale financial assets |  |  |  |  |
| Issuers in PRC mainland |  |  |  |  |
| -Governments | 4,461,792 | 4,010,859 | 5,529,672 | 7,541,638 |
| -Public sector and quasi-governments | 3,606,432 | 1,662,501 | 40,565 | - |
| -Financial institutions | 9,393,694 | 6,091,088 | 9,578,778 | 13,034,110 |
| -Corporate | 3,263,238 | 4,291,562 | 5,326,597 | 5,414,655 |
| -Asset management schemes by securities firms |  |  |  |  |
| -Equity securities | 14,544 | 18,983 | 16,383 | 16,383 |
|  | 20,865,630 | 18,356,903 | 25,580,605 | 31,121,906 |
| Held-to-maturity investments |  |  |  |  |
| Issuers in PRC mainland |  |  |  |  |
| -Governments | 5,839,272 | 8,803,967 | 9,854,663 | 10,296,104 |
| -Public sector and quasi-governments | 397,317 | 4,487,531 | 4,495,682 | 1,839,551 |
| -Other financial institutions | 6,663,698 | 6,651,329 | 9,044,210 | 10,627,070 |
| -Corporate | 290,391 | 661,721 | 2,668,171 | 2,949,384 |
|  | 13,190,678 | 20,604,548 | 26,062,726 | 25,712,109 |

(1) The Group entrust the funds from issuing the principal-protected wealth management products to security firms and trust companies to invest in bonds issued by governments, financial institutions and corporates, and other fixed-income financial instruments.

## 23 Investment in subsidiaries

## The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Investment cost | 二 | 二 | - | 32,800 |

As at June 30, 2013, background of the subsidiary is as follows:

| Corporate Name | Incorporated Date | $\begin{gathered} \text { Place of } \\ \text { incorporation } \end{gathered}$ | Registered capital | Proportion of ownership | Proportion of voting power | $\begin{gathered} \text { Business } \\ \text { sector } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Jinzhai Huiyin Rural Bank Co., Ltd | 25/06/2013 | PRC | 80,000 | 41\% | 41\% | Banking |

The Bank signed contracts with 3 shareholders who hold in total $29 \%$ of ownership and voting power of this company. These 3 shareholders will vote consistently with the Bank in deciding the
financial and operating policies. Hence, the Bank has control of this company, and this company is in scope of consolidation.

## 24 Investment in associates

## The Group and Bank

|  | Year ended December 31, |  |  | Period ended June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Balance at beginning of the year/(period) | 100,000 | 153,440 | 185,190 | 220,246 |
| Additions | 40,000 | - | - | 66,460 |
| Share of results, net of tax | 13,440 | 31,750 | 35,056 | 24,024 |
| Balance at end of the year/(period) | 153,440 | 185,190 | 220,246 | 310,730 |

Chery Motor Finance Service Co., Ltd was established in 2009, with registered capital of RMB500 million, among which the Group accounted for RMB100 million or $20 \%$. With the approval of CBRC Anhui Bureau on December 24, 2012, the registered capital of Chery Motor Finance Service Co., Ltd was authorized to increase to RMB1 billion. As of June 30, 2013, the Group's contribution to the associate has been increased to RMB200 million or $20 \%$ with an additional investment of RMB66.46 million.

Wuwei Huiyin Rural Bank Co., Ltd was established in 2010, with registered capital of RMB100 million, among which the Group accounted for RMB40 million or $40 \%$. Wuwei Huiyin Rural Bank Co., Ltd officially opened with the approval of CBRC on July 9, 2010.

Investments in associates of the Group comprise of ordinary shares of unlisted companies as follows:

| Associates | Place of incorporation | Assets | Liabilities | Revenue | Net profit | Percentage of share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |  |  |
| Chery Motor Finance Service Co., Ltd | PRC | 6,533,761 | 5,310,531 | 212,948 | 97,995 | 20\% |
| Wuwei Huiyin Rural Bank Co., Ltd | PRC | 1,683,999 | 1,518,791 | 56,358 | 19,583 | 40\% |
| As at December 31, 2012 |  |  |  |  |  |  |
| Chery Motor Finance Service Co., Ltd | PRC | 5,087,228 | 4,294,293 | 303,283 | 106,571 | 20\% |
| Wuwei Huiyin Rural Bank Co., Ltd | PRC | $\underline{\underline{1,790,334}}$ | $\underline{\underline{1,644,709}}$ | 74,352 | 30,804 | 40\% |
| As at December 31, 2011 |  |  |  |  |  |  |
| Chery Motor Finance Service Co., Ltd | PRC | 3,894,468 | 3,208,104 | 250,580 | 120,236 | 20\% |
| Wuwei Huiyin Rural Bank Co., Ltd | PRC | 979,664 | 864,843 | 42,495 | 14,285 | 40\% |
| As at December 31, 2010 |  |  |  |  |  |  |
| Chery Motor Finance Service Co., |  |  |  |  |  |  |
| Wuwei Huiyin Rural Bank Co., Ltd | PRC | 403,864 | 303,328 | 15,971 | 536 | 40\% |

## 25 Property, plant and equipment

## The Group and Bank

|  | Buildings | Motor vehicles | Electronic and other equipments | Construction in progress | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost |  |  |  |  |  |
| As at January 1, 2010 | 1,060,574 | 57,374 | 412,321 | 141,532 | 1,671,801 |
| Additions | 27,031 | 23,705 | 41,703 | 56,503 | 148,942 |
| Transfer in/(out) | 63,980 | - | 474 | $(64,454)$ |  |
| Disposals | $(32,544)$ | $(5,306)$ | $(17,807)$ | - | $(55,657)$ |
| Other transfer out | - | - | - | $(43,346)$ | $(43,346)$ |
| As at December 31, 2010 | 1,119,041 | 75,773 | 436,691 | 90,235 | 1,721,740 |
| Accumulated depreciation |  |  |  |  |  |
| As at January 1, 2010 | $(239,817)$ | $(38,985)$ | $(186,622)$ | - | $(465,424)$ |
| Depreciation charge | $(62,614)$ | $(28,894)$ | $(40,602)$ | - | $(132,110)$ |
| Disposals | 13,391 | 4,005 | 8,868 | - | 26,264 |
| As at December 31, 2010 | $(289,040)$ | $\underline{(63,874)}$ | $(218,356)$ | - | $(571,270)$ |
| Net book value |  |  |  |  |  |
| As at December 31, 2010 | 830,001 | 11,899 | 218,335 | 90,235 | 1,150,470 |
| Cost |  |  |  |  |  |
| As at January 1, 2011 | 1,119,041 | 75,773 | 436,691 | 90,235 | 1,721,740 |
| Additions | 3,174 | 12,610 | 132,317 | 73,725 | 221,826 |
| Transfer in/(out) | 81,430 | - | 7,869 | $(89,299)$ |  |
| Disposals | $(44,766)$ | $(36,522)$ | $(1,477)$ | - | $(82,765)$ |
| Other transfers out | - | - | - | $(21,260)$ | $(21,260)$ |
| As at December 31, 2011 | 1,158,879 | 51,861 | 575,400 | 53,401 | 1,839,541 |
| Accumulated depreciation |  |  |  |  |  |
| As at January 1, 2011 | $(289,040)$ | $(63,874)$ | $(218,356)$ | - | $(571,270)$ |
| Depreciation charge | $(46,719)$ | $(4,018)$ | $(76,068)$ | - | $(126,805)$ |
| Disposals | 7,303 | 36,352 | 968 | - | 44,623 |
| As at December 31, 2011 | $(328,456)$ | $\underline{(31,540)}$ | (293,456) | - | $(653,452)$ |
| Net book value |  |  |  |  |  |
| As at December 31, 2011 | 830,423 | 20,321 | 281,944 | 53,401 | 1,186,089 |

## The Group and Bank

|  | Buildings | Motor vehicles | Electronic and other equipments | Construction in progress | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost |  |  |  |  |  |
| As at January 1, 2012 | 1,158,879 | 51,861 | 575,400 | 53,401 | 1,839,541 |
| Additions | 17,569 | 8,136 | 144,861 | 209,185 | 379,751 |
| Transfers in/(out) | 16,582 | - | 1,729 | $(18,311)$ | - |
| Disposals | $(3,055)$ | $(2,034)$ | $(17,297)$ | - | $(22,386)$ |
| Other transfers out | - | - | - | $(18,659)$ | $(18,659)$ |
| As at December 31, 2012 | 1,189,975 | 57,963 | 704,693 | 225,616 | $\underline{\text { 2,178,247 }}$ |
| Accumulated depreciation |  |  |  |  |  |
| As at January 1, 2012 | $(328,456)$ | $(31,540)$ | $(293,456)$ | - | $(653,452)$ |
| Depreciation charge | $(49,208)$ | $(6,476)$ | $(84,049)$ | - | $(139,733)$ |
| Disposals | 782 | 1,960 | 16,609 | - | 19,351 |
| As at December 31, 2012 | $(376,882)$ | $(36,056)$ | $(360,896)$ | - | $(773,834)$ |
| Net book value |  |  |  |  |  |
| As at December 31, 2012 | 813,093 | 21,907 | 343,797 | 225,616 | 1,404,413 |
| Cost |  |  |  |  |  |
| As at January 1, 2013 | 1,189,975 | 57,963 | 704,693 | 225,616 | 2,178,247 |
| Additions | 9,250 | 6,010 | 29,783 | 36,439 | 81,482 |
| Transfers in/(out) | 474 | - | 845 | $(1,319)$ |  |
| Disposals | $(11,940)$ | (541) | $(5,243)$ | - | $(17,724)$ |
| Other transfers out | - | - | - | $(4,522)$ | $(4,522)$ |
| As at June 30, 2013 | 1,187,759 | 63,432 | 730,078 | 256,214 | $\underline{\text { 2,237,483 }}$ |
| Accumulated depreciation |  |  |  |  |  |
| As at January 1, 2013 | $(376,882)$ | $(36,056)$ | $(360,896)$ | - | $(773,834)$ |
| Depreciation charge | $(24,645)$ | $(4,868)$ | $(48,418)$ | - | $(77,931)$ |
| Disposals | 8,252 | 524 | 4,186 | - | 12,962 |
| As at June 30, 2013 | $\underline{(393,275)}$ | $\underline{(40,400)}$ | $\underline{(405,128)}$ | - | $\underline{(838,803)}$ |
| Net book value |  |  |  |  |  |
| As at June 30, 2013 | 794,484 | 23,032 | 324,950 | 256,214 | 1,398,680 |

As of June 30, 2013, net gains from disposals of property and equipment of the Group were RMB4,826,000 (gains for the year ended December 31, 2010, 2011, and 2012 were RMB7,514,000, RMB66,383,000, and RMB26,143,000, respectively).

As at June 30, 2013, buildings with net book value of RMB3,482,000 (cost: RMB7,437,000) were still pending for property ownership certificates and land certificates while buildings with a carrying value of RMB31,998,000 (cost: RMB76,802,000) were granted property ownership certificates but still pending for land certificates. The Group is still in the progress of application for the outstanding certificates for the above properties. Nevertheless, this will neither affect the Group's routine operation in relation with the buildings mentioned above, nor incur any material adverse impact on the Group's financial position.

All lands and buildings of the Group are located outside Hong Kong.

The net book value of lands and buildings is analyzed based on the remaining lease terms as follows:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Held in PRC mainland on long-term lease (over 50 years) | 31,475 | 29,850 | 30,570 | 30,838 |
| on medium-term lease (10-50 years) | 798,526 | 800,573 | 782,523 | 763,646 |
|  | 830,001 | 830,423 | 813,093 | 794,484 |

Other assets

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Interest receivable (a) | 796,087 | 1,043,979 | 1,357,804 | 1,483,531 |
| Funds to be settled | 945 | 496 | 608,103 | 350,150 |
| Other receivables (b) | 145,632 | 134,822 | 127,442 | 233,890 |
| Less: impairment allowance | $(131,511)$ | $(81,568)$ | $(76,039)$ | $(76,039)$ |
| Land use rights (c, d) | 35,837 | 9,195 | 8,933 | 8,802 |
| Long-term prepaid expenses | 92,453 | 119,165 | 153,463 | 148,067 |
| Intangible assets (e) | 65,826 | 79,749 | 73,045 | 67,176 |
| Foreclosed assets | 5,192 | 1,007 | 985 | 1,081 |
| Trade finance settlement receivables, net | 401,502 | - | - | - |
| Others | 1,580 | 13,305 | 2,527 | 6,983 |
|  | $\underline{\text { 1,413,543 }}$ | $\underline{\underline{1,320,150}}$ | $\underline{\underline{2,256,263}}$ | $\underline{\text { 2,223,641 }}$ |

(a) Interest receivable

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Placements with and loans and advances to banks, other financial institutions, and the central bank | 13,853 | 31,478 | 27,570 | 38,858 |
| Investment securities | 570,345 | 716,172 | 965,949 | 1,041,302 |
| Loans and advances to customers | 211,889 | 296,329 | 364,285 | 403,371 |
|  | 796,087 | 1,043,979 | 1,357,804 | 1,483,531 |

(b) Other receivable

The Group and Bank's other receivable is analyzed by age as follows:

|  | Within 1 year | 1-3 years | Over 3 years | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2010 |  |  |  |  |
| Other receivable | 22,070 | 2,213 | 121,349 | 145,632 |
| Bad debt allowance | $(8,432)$ | $(1,730)$ | $(121,349)$ | $(131,511)$ |
| Net | 13,638 | 483 | - | 14,121 |
|  | $\underline{\text { Within } 1 \text { year }}$ | 1-3 years | Over 3 years | Total |
| As at December 31, 2011 |  |  |  |  |
| Other receivable | 61,772 | 6,810 | 66,240 | 134,822 |
| Bad debt allowance | $(11,324)$ | $(4,004)$ | $(66,240)$ | $(81,568)$ |
| Net | 50,448 | 2,806 | - | 53,254 |
|  | Within 1 year | 1-3 years | Over 3 years | Total |
| As at December 31, 2012 |  |  |  |  |
| Other receivable | 62,177 | 18,388 | 46,877 | 127,442 |
| Bad debt allowance | $(16,791)$ | $\underline{(12,371)}$ | $(46,877)$ | $(76,039)$ |
| Net | 45,386 | 6,017 | - | 51,403 |
|  | $\underline{\text { Within } 1 \text { year }}$ | 1-3 years | Over 3 years | Total |
| As at June 30, 2013 |  |  |  |  |
| Other receivable | 157,220 | 40,169 | 36,501 | 233,890 |
| Bad debt allowance | $\underline{(16,344)}$ | $\underline{(23,194)}$ | $(36,501)$ | $(76,039)$ |
| Net | $\underline{\underline{140,876}}$ | 16,975 | - | 157,851 |

(c) The net book value of land use rights is analyzed based on the remaining terms of the leases as follows:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Held outside Hong Kong on medium-term lease (10-50 |  |  |  |  |
|  | 35,837 | 9,195 | 8,933 | 8,802 |

(d) Land use rights

## The Group and Bank

|  | Year ended December 31, |  |  | Six months ended June 30 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Cost |  |  |  |  |
| Balance at beginning of the year/(period) | 53,371 | 37,602 | 10,429 | 10,429 |
| Additions | 231 | - | - | - |
| Disposals | $(16,000)$ | $(27,173)$ | - | - |
| Balance at end of the year/(period) | 37,602 | 10,429 | 10,429 | 10,429 |
| Accumulated amortization |  |  |  |  |
| Balance at beginning of the year/(period) | $(1,115)$ | $(1,765)$ | $(1,234)$ | $(1,496)$ |
| Additions | $(2,064)$ | $(1,061)$ | (262) | (131) |
| Disposals | 1,414 | 1,592 | - | - |
| Balance at end of the year/(period) | $(1,765)$ | $(1,234)$ | $(1,496)$ | $\underline{(1,627)}$ |
| Net book value |  |  |  |  |
| At end of the year/(period) | 35,837 | 9,195 | 8,933 | 8,802 |

(e) Intangible assets

Intangible assets of the Group mainly refer to computer software.

## The Group and Bank

|  | Year ended December 31, |  |  | Six months ended June 30 |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Cost |  |  |  |  |
| Balance at beginning of the year/(period) | 45,592 | 80,015 | 110,093 | 125,183 |
| Additions | 34,423 | 30,358 | 15,090 | 6,451 |
| Disposals | - | (280) | - | - |
| Balance at end of the year/(period) | 80,015 | 110,093 | 125,183 | 131,634 |
| Accumulated amortization |  |  |  |  |
| Balance at beginning of the year/(period) | $(3,416)$ | $(14,189)$ | $(30,344)$ | $(52,138)$ |
| Additions | $(10,773)$ | $(16,236)$ | $(21,794)$ | $(12,320)$ |
| Disposals | - | 81 | - | - |
| Balance at end of the year/(period) | (14,189) | $(30,344)$ | $(52,138)$ | $(64,458)$ |
| Net book value |  |  |  |  |
| At end of the year/(period) | 65,826 | 79,749 | 73,045 | 67,176 |

## 27 Impairment allowance

## The Group and Bank



## The Group and Bank

|  | $\begin{gathered} \text { As at } \\ \text { January 1, } \\ 2011 \end{gathered}$ | Additions | Deductions |  | $\begin{gathered} \text { As at } \\ \text { December 31, } \\ 2011 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Reversal | Write-off |  |
| Loans and advances | $(2,975,575)$ | $(598,545)$ | 15,785 | 68,209 | $(3,490,126)$ |
| Due from banks and other financial institutions | $(6,003)$ | - | - | - | $(6,003)$ |
| Placement with and loan to banks and other financial institutions | $(48,503)$ | - | 422 | - | $(48,081)$ |
| Foreclosed assets | $(37,009)$ | - | 17,509 | 17,213 | $(2,287)$ |
| Financial assets available-for-sale | $(6,563)$ | - | - | 1,624 | $(4,939)$ |
| Other receivables | $(131,511)$ | - | - | 49,943 | $(81,568)$ |
|  | $\underline{(3,205,164)}$ | $(598,545)$ | 33,716 | 136,989 | $\underline{(3,633,004)}$ |

## The Group and Bank



## The Group and Bank

|  | $\underset{\substack{\text { As at } \\ \text { January } 1,}}{ }$ | Additions | Deductions |  | $\begin{gathered} \text { As at } \\ \text { June } 30, \\ 2013 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | Reversal | Write-off |  |
| Loans and advances | $(3,853,291)$ | $(425,191)$ | 17,316 | 69,796 | $(4,191,370)$ |
| Due from banks and other financial institutions | $(6,003)$ | - | - | - | $(6,003)$ |
| Placement with and loan to banks and other financial institutions | $(38,417)$ | - | - | 4,736 | $(33,681)$ |
| Foreclosed assets | $(1,542)$ | - | - | - | $(1,542)$ |
| Financial assets available-for-sale | $(2,077)$ | - | - | 1,000 | $(1,077)$ |
| Other receivables | $(76,039)$ | - | - | - | $(76,039)$ |
|  | (3,977,369) | $(425,191)$ | 17,316 | 75,532 | (4,309,712) |

## 28 <br> Deposits from banks and other financial institutions

The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Banks in PRC mainland | 9,375,238 | 8,482,066 | 5,135,887 | 18,409,799 |
| Other financial institutions in PRC mainland | 447,204 | 771,788 | 666,017 | 1,138,702 |
| Banks outside PRC mainland | - | 69,632 | 163,346 | 151,837 |
|  | 9,822,442 | 9,323,486 | 5,965,250 | 19,700,338 |

The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Banks in PRC mainland | 9,375,238 | 8,482,066 | 5,135,887 | 18,498,901 |
| Other financial institutions in PRC mainland | 447,204 | 771,788 | 666,017 | 1,138,702 |
| Banks outside PRC mainland | - | 69,632 | 163,346 | 151,837 |
|  | 9,822,442 | 9,323,486 | 5,965,250 | 19,789,440 |

## 29 <br> Placements from banks and other financial institutions

The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Banks in PRC mainland | 1,263,140 | 3,534,522 | 898,200 | 902,915 |

## 30 Financial assets sold under repurchase agreements

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Securities sold under repurchase agreements | 14,429,700 | 15,877,000 | 15,525,200 | 20,159,314 |
| Bills sold under repurchase agreements | 6,368,269 | 307,796 | 32,358,266 | 80,510,791 |
|  | 20,797,969 | 16,184,796 | 47,883,466 | 100,670,105 |

## 31 Deposits from customers

## The Group

|  | As at December 31, |  |  | $\frac{\text { As at June 30, }}{2013}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 |  |
| Corporate demand deposits | 83,747,305 | 97,479,656 | 107,041,690 | 101,649,160 |
| Corporate time deposits | 27,134,372 | 38,982,776 | 52,942,799 | 60,662,491 |
| Retail demand deposits | 15,998,930 | 19,077,590 | 21,959,702 | 24,600,734 |
| Retail time deposits | 16,700,148 | 22,815,234 | 30,758,789 | 35,205,340 |
| Other deposits | 16,001,251 | 25,224,448 | 26,840,143 | 30,019,582 |
|  | 159,582,006 | 203,579,704 | 239,543,123 | 252,137,307 |
| Including: |  |  |  |  |
| Pledged deposits held as collateral | 15,714,121 | 24,851,681 | 26,578,984 | 29,312,893 |

## The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Corporate demand deposits | 83,747,305 | 97,479,656 | 107,041,690 | 101,649,160 |
| Corporate time deposits | 27,134,372 | 38,982,776 | 52,942,799 | 60,662,491 |
| Retail demand deposits | 15,998,930 | 19,077,590 | 21,959,702 | 24,593,100 |
| Retail time deposits | 16,700,148 | 22,815,234 | 30,758,789 | 35,201,887 |
| Other deposits | 16,001,251 | 25,224,448 | 26,840,143 | 30,019,582 |
|  | 159,582,006 | 203,579,704 | 239,543,123 | 252,126,220 |
| Including: |  |  |  |  |
| Pledged deposits held as collateral | 15,714,121 | 24,851,681 | 26,578,984 | 29,312,893 |

## 32

Tax payable
The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Corporate income tax | 364,600 | 187,650 | 191,815 | 36,108 |
| Business tax and surcharges | 147,332 | 201,399 | 277,911 | 203,454 |
| Others | 20,841 | 15,828 | 34,729 | 27,283 |
|  | 532,773 | 404,877 | 504,455 | 266,845 |

## The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Corporate income tax | 364,600 | 187,650 | 191,815 | 36,105 |
| Business tax and surcharges | 147,332 | 201,399 | 277,911 | 203,454 |
| Others | 20,841 | 15,828 | 34,729 | 27,283 |
|  | 532,773 | 404,877 | 504,455 | 266,842 |

Other liabilities

## The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Interest payable (a) | 632,650 | 1,277,746 | 1,937,535 | 2,255,207 |
| Salary and welfare payable (b) | 1,076,156 | 1,177,612 | 1,155,569 | 1,054,581 |
| Funds to be settled | 654,204 | 205,420 | 1,643,459 | 1,118,687 |
| Dividends payable | 67,157 | 72,126 | 65,621 | 144,422 |
| Suspense accounts | 33,966 | 31,813 | 32,095 | 33,354 |
| Project funds payable | 26,008 | 19,096 | 24,233 | 20,755 |
| Others | 130,384 | 95,371 | 98,599 | 110,971 |
|  | 2,620,525 | 2,879,184 | 4,957,111 | 4,737,977 |

## The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Interest payable (a) | 632,650 | 1,277,746 | 1,937,535 | 2,255,206 |
| Salary and welfare payable (b) | 1,076,156 | 1,177,612 | 1,155,569 | 1,054,581 |
| Funds to be settled | 654,204 | 205,420 | 1,643,459 | 1,118,687 |
| Dividends payable | 67,157 | 72,126 | 65,621 | 144,422 |
| Suspense accounts | 33,966 | 31,813 | 32,095 | 33,354 |
| Project funds payable | 26,008 | 19,096 | 24,233 | 20,755 |
| Others | 130,384 | 95,371 | 98,599 | 110,971 |
|  | 2,620,525 | 2,879,184 | 4,957,111 | 4,737,976 |

(a) Interest payable

## The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Deposits and placement from banks and other financial institutions | 38,654 | 66,222 | 32,047 | 52,666 |
| Deposits from customers | 593,996 | 1,014,845 | 1,708,809 | 2,077,946 |
| Debt securities in issue | - | 196,679 | 196,679 | 124,595 |
|  | 632,650 | 1,277,746 | 1,937,535 | 2,255,207 |

## The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Deposits and placement from banks and other financial institutions | 38,654 | 66,222 | 32,047 | 52,666 |
| Deposits from customers | 593,996 | 1,014,845 | 1,708,809 | 2,077,945 |
| Debt securities in issue | - | 196,679 | 196,679 | 124,595 |
|  | 632,650 | 1,277,746 | 1,937,535 | 2,255,206 |

(b) Salary and welfare payable

## The Group and Bank

|  | $\begin{gathered} \text { As at } \\ \text { January } 1, \\ 2010 \end{gathered}$ | Accrual | Payment | $\begin{gathered} \text { As at } \\ \text { December 31, } \\ 2010 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Salary, bonus, subsidy and allowances | 684,378 | 746,702 | $(471,322)$ | 959,758 |
| Welfare | 24,332 | 77,949 | $(84,293)$ | 17,988 |
| Social insurance | 86,686 | 98,963 | $(103,857)$ | 81,792 |
| Labor union fee and staff education fee | 19,844 | 22,648 | $(25,874)$ | 16,618 |
|  | 815,240 | 946,262 | $(685,346)$ | 1,076,156 |

## The Group and Bank

|  | $\begin{gathered} \text { As at } \\ \text { January } 1, \\ 2011 \end{gathered}$ | Accrual | Payment | $\begin{gathered} \text { As at } \\ \text { December 31, } \\ 2011 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Salary, bonus, subsidy and allowances | 959,758 | 836,209 | $(637,999)$ | 1,157,968 |
| Welfare | 17,988 | - | $(17,988)$ | - |
| Social insurance | 81,792 | 135,458 | $(205,222)$ | 12,028 |
| Labor union fee and staff education fee | 16,618 | 12,197 | $(21,199)$ | 7,616 |
|  | 1,076,156 | 983,864 | $(882,408)$ | 1,177,612 |

## The Group and Bank

|  | $\begin{gathered} \text { As at } \\ \text { January 1, } \\ 2012 \\ \hline \end{gathered}$ | Accrual | Payment | $\begin{gathered} \text { As at } \\ \text { December 31, } \\ 2012 \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Salary, bonus, subsidy and allowances | 1,157,968 | 1,031,793 | $(1,054,536)$ | 1,135,225 |
| Social insurance | 12,028 | 162,720 | $(162,028)$ | 12,720 |
| Labor union fee and staff education fee | 7,616 | 17,749 | $(17,741)$ | 7,624 |
|  | 1,177,612 | 1,212,262 | $(1,234,305)$ | 1,155,569 |

## The Group and Bank

|  | $\underset{\substack{\text { As at } \\ \text { January } 1,}}{ }$ | Accrual | Payment | $\begin{gathered} \text { As at } \\ \text { June 30, } \\ 2013 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Salary, bonus, subsidy and allowances | 1,135,225 | 482,606 | $(582,695)$ | 1,035,136 |
| Social insurance | 12,720 | 103,023 | $(105,514)$ | 10,229 |
| Labor union fee and staff education fee | 7,624 | 7,675 | $(6,083)$ | 9,216 |
|  | 1,155,569 | 593,304 | (694,292) | $\underline{1,054,581}$ |

## 34 Deferred income taxes

Deferred income tax assets and liabilities are offset when there is a legally enforceable right to offset current tax assets against current tax liabilities and when the deferred income taxes assets and liabilities related to income taxes levied by the same taxation authority. The movement in the deferred income tax account is as follows:

## The Group and Bank

|  | Year ended December 31, |  |  | Six months ended June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Balance at beginning of the year/(period) | 412,054 | 681,674 | 751,470 | 851,158 |
| Charged to income statement | 157,349 | 86,830 | 69,183 | 17,556 |
| Credited/(charged) to shareholders' equity | 112,271 | (17,034) | 30,505 | $(7,870)$ |
| Balance at end of the year/(period) | 681,674 | 751,470 | 851,158 | 860,844 |

Items included in deferred income tax assets and liabilities are as follows:

## The Group and Bank

|  | As at December 31, |  |  | $\frac{\text { As at June 30, }}{2013}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 |  |
| Deferred income tax assets |  |  |  |  |
| Impairment allowance for assets | 457,983 | 518,747 | 587,206 | 632,740 |
| Salary and welfare payable | 176,364 | 211,235 | 218,342 | 191,368 |
| Fair value changes of available-for-sale financial assets | 33,367 | 11,390 | 41,895 | 34,025 |
| Fair value changes of financial assets held for trading | 11,799 | 3,174 | - | - |
| Others | 10,464 | 6,924 | 5,251 | 8,663 |
|  | 689,977 | 751,470 | 852,694 | 866,796 |
| Deferred income tax liabilities |  |  |  |  |
| Fair value changes of financial assets held-for-trading | - | - | $(1,536)$ | $(5,922)$ |
| Fair value changes of derivative financial instruments | - | - | - | (30) |
| Revaluation of available-for-sale financial assets reclassified as held-to-maturity investment | $(4,943)$ | - | - | - |
| Others | $(3,360)$ | - | - | - |
|  | $(8,303)$ | - | $(1,536)$ | $(5,952)$ |
| Deferred income tax assets, net | 681,674 | 751,470 | 851,158 | 860,844 |

Deferred taxes taken to the statement of comprehensive income comprise the following temporary differences:

## The Group and Bank

|  | Year ended December 31, |  |  | Six months ended June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Impairment allowance for assets | 100,339 | 60,764 | 68,459 | 45,534 |
| Salary and welfare payable | 46,631 | 34,871 | 7,107 | $(26,974)$ |
| Fair value changes of financial assets held for trading | 11,799 | $(8,625)$ | $(4,710)$ | $(4,386)$ |
| Fair value changes of derivative financial instruments | - | - | - | (30) |
| Others | $(1,420)$ | (180) | $(1,673)$ | 3,412 |
|  | 157,349 | 86,830 | 69,183 | 17,556 |

## 35 Debt securities in issue

The Group and Bank

|  | As at December 31, |  |  | $\frac{\text { As at June 30, }}{2013}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 |  |
| Subordinated debts |  |  |  |  |
| Subordinated debts with fixed rate-2026 ${ }^{(a)}$ | - | 3,991,461 | 3,991,828 | 3,992,018 |
| Financial bonds |  |  |  |  |
| Financial bonds for SMEs-2016 ${ }^{(b)}$ | - | - | - | 2,796,274 |
| Financial bonds for SMEs-2018(c) | - | - | - | 2,196,951 |
|  | - | 3,991,461 | 3,991,828 | 8,985,243 |

(a) The Group issued RMB 4 billion of subordinated debts on April 2, 2011 in China's inter-bank bond market, with a maturity of 15 years and a fixed coupon rate of $6.55 \%$, paid annually. The Group has an option to redeem these debts at face value on April 2, 2021.
Claims on subordinated debts are posterior to other liabilities but prior to the Group's share capital. According to CBRC's requirement, these bonds are qualified for inclusion as supplementary capital in the calculation of capital adequacy ratio in 2010, 2011 and 2012. From January 1, 2013, they are qualified for inclusion as Tier 2 capital in the calculation of capital adequacy ratio in accordance with "The Trial Measures for Capital Management of Commercial Banks" Promulgated by the CBRC.
(b) The Group issued RMB 2.8 billion of financial bonds for SMEs on March 19, 2013 in China's inter-bank bond market, with a maturity of 3 years and a fixed coupon rate of $4.30 \%$, paid annually.
(c) The Group issued RMB 2.2 billion of financial bonds for SMEs on March 19, 2013 in China's inter-bank bond market, with a maturity of 5 years and a fixed coupon rate of $4.50 \%$, paid annually.

As of June 30, 2013, there are no defaults on principal and interest or other breaches to the agreements with respect to these debt securities.

## 36 Share capital and capital reserve

The Group's share capital is comprised of fully paid common shares in issue, with par value of RMB1 per share. The number of shares is as follows:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Number of authorized shares fully paid in issue (in thousands) | $\underline{\text { 8,174,819 }}$ | $\underline{\text { 8,174,819 }}$ | $\underline{8,174,819}$ | $\underline{\underline{8,174,819}}$ |

Generally speaking, transactions of the following natures are recorded in the capital reserve:
(I) share premium arising from the issuance of shares at prices in excess of their par value;
(II) donations received from shareholders; and
(III) any other items required by the PRC regulations.

Capital surplus can be utilized for the issuance of stock dividend or for increasing paid-up capital as approved by the shareholders.

As at December 31, 2010, 2011, and 2012 as well as at June 30, 2013, the Group's capital surplus is listed as follows:

## The Group and Bank

Share premium $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \cdots \cdots \xlongequal{\frac{2010}{\frac{2010}{1,806,700}} \xlongequal{\frac{\text { As at December 31, }}{1,806,700}} \xlongequal{\frac{\text { 2012 }}{1,806,700}} \xlongequal{\frac{\text { As at June 30, }}{2013}} \xlongequal{1,806,700}}$

## $37 \quad$ Other reserves

## The Group and Bank

|  | $\begin{gathered} \text { Surplus } \\ \text { reserve(a) } \end{gathered}$ | $\begin{gathered} \begin{array}{c} \text { General } \\ \text { reserve(b) } \end{array} \\ \hline \end{gathered}$ | Reserve for fair value changes of available-for-sale financial assets | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at January 1, 2010 | 418,668 | 1,077,380 | 251,539 | 1,747,587 |
| Changes in fair value taken to other comprehensive income | - | - | $(336,814)$ | (336,814) |
| Appropriation to surplus reserve | 270,235 | - | - | 270,235 |
| As at December 31, 2010 | 688,903 | $\underline{ }$ 1,077,380 | $(85,275)$ | $\underline{\underline{1,681,008}}$ |
| Changes in fair value taken to other comprehensive income | - | - | 51,105 | 51,105 |
| Appropriation to surplus reserve | 619,496 | - | - | 619,496 |
| Appropriation to general reserve | - | 200,000 | - | 200,000 |
| As at December 31, 2011 | $\underline{\underline{1,308,399}}$ | $\underline{\underline{1,277,380}}$ | $(34,170)$ | $\underline{\underline{2,551,609}}$ |
| Changes in fair value taken to other comprehensive income | 770, | - | $(91,513)$ | $(91,513)$ |
| Appropriation to surplus reserve | 779,900 | - | - | 779,900 |
| Appropriation to general reserve | - | 195,000 | - | 195,000 |
| As at December 31, 2012 | $\underline{\text { 2,088,299 }}$ | $\underline{\text { 1,472,380 }}$ | $\underline{(125,683)}$ | $\underline{\underline{3,434,996}}$ |
| Changes in fair value taken to other comprehensive income | - | - | 23,609 | 23,609 |
| Appropriation to surplus reserve | 430,639 | , - | - | 430,639 |
| Appropriation to general reserve | - | $\underline{1,590,402}$ | - | 1,590,402 |
| As at June 30, 2013 | $\underline{\underline{2,518,938}}$ | $\underline{\underline{3,062,782}}$ | $\underline{(102,074)}$ | $\underline{\underline{5,479,646}}$ |

(a) Surplus reserve

Pursuant to the "Company Law of the PRC" and the Group's Articles of Association, the Group is required to appropriate $10 \%$ of its net profit in statutory financial statements to a non-distributable statutory surplus reserves. Appropriation to the statutory surplus reserves may cease when the balance of such reserves has reached $50 \%$ of the share capital. The Group appropriates for the discretionary surplus reserve after statutory surplus has been made.

As at December 31, 2010, 2011, and 2012 as well as at June 30, 2013, the Group's statutory surplus reserve balances were RMB688,903,000, RMB1,038,164,000, RMB1,468,803,000 and RMB1,468,803,000 respectively. The others were discretionary surplus reserve.

## (b) General reserve

In accordance with Cai Jin [2005] No. 49 "Administrative Procedures on Provision for Nonperforming Debts of Financial Enterprises"(the "Procedures") and "Notice on the Relevant Issues Concerning the Provision for Non-performing Debts"(Cai Jin [2005] No. 90) issued by Ministry of Finance on May 17 and September 5, 2005 respectively, financial enterprises are required to transfer a certain amount of its net income to the statutory general reserve, which is considered as part of
shareholders' equity, through its profit appropriation to prepare for potential operation risks and to strengthen its capacity to withstand risks. The portion of general reserve is determined based on the degree of overall unidentified loss exposure, normally no lower than $1 \%$ of the ending balance of risk assets.

Pursuant to Cai Jin [2012] No. 20 "Requirements on Impairment Allowance for Financial Institutions"(the "Requirements") issued by Ministry of Finance on March 20, 2012, the general reserve should not be less than $1.5 \%$ of the aggregate amount of risk assets, and the minimum threshold can be accumulated over a period of no more than five years. As the Requirements were brought into force from July 1, 2012, the Procedures were annulled.

## 38 Dividends

## The Group and Bank

|  | Year ended December 31, |  |  | Six months ended June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Dividends declared for the year/(period) | 817,482 | 817,482 | 817,482 | - |
| Dividends per ordinary share (in RMB Yuan) | 0.10 | 0.10 | 0.10 | - |
| Dividends paid during the year/(period) | 926,622 | 812,513 | 823,987 | 738,681 |

Under the "Company Law of the PRC" and the Group's Articles of Association, the net profit after tax as reported in the PRC statutory financial statements can only be distributed as dividends after allowances for the following:
(i) Making up cumulative losses from prior years, if any;
(ii) Allocations to the non-distributable statutory reserve of $10 \%$ of the net profit of the Bank;
(iii) Allocations to the discretionary reserve with approval from the General Meetings of Shareholders. These funds form part of the shareholders' equity.

In accordance with the relevant regulations, after the Bank's initial public offering, the net profit after tax of the Group for the purpose of profit distribution is deemed to be the lesser of (i) the retained profits determined in accordance with PRC Generally Accepted Accounting Principles and (ii) the retained profit determined in accordance with IFRS.

## 39 Financial guarantees and credit commitments, other commitments and contingent liabilities

Financial guarantees and credit commitments
The following tables indicate the contractual amounts of the Group's financial guarantees and credit commitments that the Group has committed to extend to its customers:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Bank bill acceptance | 27,467,421 | 38,087,308 | 46,602,041 | 50,744,290 |
| Letter of credit issued | 1,682,903 | 3,053,143 | 2,023,348 | 3,335,708 |
| Letter of guarantee issued | 1,656,332 | 1,752,715 | 1,674,944 | 1,774,252 |
| Loan commitment | 52,000 | 298,000 | 466,540 | 405,400 |
| Unused credit card lines | 515,590 | 543,609 | 1,708,977 | 2,278,188 |
|  | 31,374,246 | 43,734,775 | 52,475,850 | 58,537,838 |

Capital commitments

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Contracted but not provided for | 18,313 | 11,674 | 54,024 | 28,196 |
| Authorized but not contracted for | 7,695 | 2,737 | 32,068 | 3,537 |
|  | 26,008 | 14,411 | 86,092 | 31,733 |

Operating lease commitments
Where the Group is the lessee, the future minimum lease payments on buildings under noncancellable operating leases are as follows:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Within 1 year | 34,534 | 67,833 | 109,798 | 115,901 |
| Between 1 year to 5 years | 91,298 | 187,133 | 320,753 | 374,325 |
| Later than 5 years | 47,776 | 33,157 | 65,737 | 240,308 |
|  | 173,608 | 288,123 | 496,288 | 730,534 |

Treasury bond redemption commitments
The Group is entrusted by the MOF to underwrite certain Treasury bonds. The investors of these Treasury bonds have a right to redeem the bonds at any time prior to maturity and the Group is committed to redeem these treasury bonds. The redemption price is the principal value of the bonds plus unpaid interest in accordance with the early redemption arrangement.

As at December 31, 2010, 2011, and 2012 as well as at June 30, 2013, the outstanding principal value of the treasury bonds sold by the Group were RMB1.986 billion, RMB1.622 billion, RMB1.226 billion and RMB 1.4 billion.

Legal proceedings
As at December 31, 2010, 2011 and 2012, as well as at June 30, 2013, there were no significant legal proceedings outstanding against the Group.

## 40 Pledged assets

Assets are pledged as collateral under repurchase agreements and for treasury deposits with other banks and Ministry of Finance.

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Financial assets held for trading | 129,918 | 668,947 | 410,633 | 210,252 |
| Available-for-sale financial assets | 10,888,191 | 7,578,239 | 4,511,808 | 8,184,041 |
| Held-to-maturity investments | 5,902,436 | 14,278,498 | 15,154,733 | 11,857,488 |
| Securities held under resale agreements | - | 1,004,344 | - |  |
| Bills held under resale agreements | 6,287,399 | - | 31,182,881 | 78,604,103 |
| Discounted bills | - | - | 1,141,551 | 1,882,812 |
| Total | 23,207,944 | 23,530,028 | 52,401,606 | 100,738,696 |

## 41 Credit risk weighted amount of financial guarantees and credit commitments

## The Group and Bank


The credit risk weighted amount refers to the amount as computed in accordance with the formula promulgated by the CBRC and depends on the status of the counterparty and the maturity characteristics. The risk weights used range from $0 \%$ to $100 \%$ for contingent liabilities and credit related commitments.

## 42 Other comprehensive income

## The Group and Bank

|  | Year ended December 31, 2010 |  |  |
| :---: | :---: | :---: | :---: |
|  | Before-tax amount | Tax charge/(credit) | Net-of-tax amount |
| Other comprehensive income |  |  |  |
| Fair value changes in available-for-sale financial assets | $(445,279)$ | 111,320 | $(333,959)$ |
| Amortization of revaluation of investments reclassified as held-to-maturity | $(3,806)$ | 951 | $(2,855)$ |
| Other comprehensive income for the year | $(449,085)$ | 112,271 | $(336,814)$ |

## The Group and Bank

|  | Year ended December 31, 2011 |  |  |
| :---: | :---: | :---: | :---: |
|  | Before-tax amount | $\underline{\text { Tax charge/(credit) }}$ | $\underline{\text { Net-of-tax amount }}$ |
| Other comprehensive income |  |  |  |
| Fair value changes in available-for-sale financial assets | 87,910 | $(21,977)$ | 65,933 |
| Amortization of revaluation of investments reclassified as held-to-maturity | $(19,771)$ | 4,943 | $\underline{(14,828)}$ |
| Other comprehensive income for the year | 68,139 | $(17,034)$ | 51,105 |

## The Group and Bank

|  | Year ended December 31, 2012 |  |  |
| :---: | :---: | :---: | :---: |
|  | Before-tax amount | Tax charge/(credit) | Net-of-tax amount |
| Other comprehensive income |  |  |  |
| Fair value changes in available-for-sale financial assets | $(122,018)$ | 30,505 | $(91,513)$ |
| Other comprehensive income for the year | $(122,018)$ | 30,505 | $(91,513)$ |

## The Group and Bank

Six months ended June 30, 2012 (unaudited)
$\underline{\text { Before-tax amount } \quad \text { Tax charge/(credit) } \quad \text { Net-of-tax amount }}$

Other comprehensive income
Fair value changes in available-for-sale financial assets . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .

$$
(57,573)
$$

$$
172,720
$$

Other comprehensive income for the period..

$$
\underline{230,293}
$$

230,293
$(57,573)$
$\underline{\underline{172,720}}$

## The Group and Bank

Six months ended June 30, 2013
Before-tax amount Tax charge/(credit) Net-of-tax amount

Other comprehensive income
Fair value changes in available-for-sale financial assets

Other comprehensive income for the period.

31,479
31,479

| $\underline{(7,870)}$ |  |
| :--- | :--- |
| $\underline{\underline{(7,870)}}$ | $\underline{\underline{23,609}}$ |
|  | $\underline{\underline{23,609}}$ |

## 43 Notes to the statement of cash flows

For the purpose of the statement of cash flow, cash and cash equivalents comprises the following balances with an original maturity of less than three months and are used for the purpose of meeting short-term cash commitments:

## The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Cash | 719,379 | 856,095 | 973,723 | 986,510 |
| Surplus reserve with central bank | 10,460,494 | 21,351,721 | 15,764,170 | 13,962,947 |
| Due from banks and other financial institutions | 1,496,352 | 6,625,991 | 3,163,390 | 2,935,131 |
|  | 12,676,225 | 28,833,807 | 19,901,283 | 17,884,588 |

## The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Cash | 719,379 | 856,095 | 973,723 | 984,713 |
| Surplus reserve with central bank | 10,460,494 | 21,351,721 | 15,764,170 | 13,962,947 |
| Due from banks and other financial institutions | 1,496,352 | 6,625,991 | 3,163,390 | 2,935,131 |
|  | 12,676,225 | 28,833,807 | 19,901,283 | 17,882,791 |

## 44 Related party transactions

(1) Related parties

The table below listed major related legal entities of the Group:

| Major related legal entities with the Group |  | Share percentage |
| :---: | :---: | :---: |
| Anhui Province Energy Group Co. | Major shareholders | 9.99\% |
| Anhui Credit Guaranty Group Co. | Major shareholders | 9.81\% |
| Anhui Guoyuan Holding (Group) Co. | Major shareholders | 8.42\% |
| Anhui Expressway Holding Group Co. | Major shareholders | 6.12\% |
| Zhongjing Sihai Industrial Co. | Major shareholders | 5.44\% |
| Chery Motor Finance Service Co., Ltd | Associates |  |
| Wuwei Huiyin Rural Bank Co., Ltd | Associates |  |

(2) Related party transactions and balances

Related-party transactions of the Group mainly refer to loans and deposits, which are entered into in the normal course and terms of business, with consistent pricing policies as in transactions with independent third parties.
a) Transactions with major shareholders

As at balance sheet dates stated above, the balances and interest rate ranges of transactions with major shareholders of the Group are as follows:

|  |  | As at December 31, |  |  | $\frac{\text { As at June 30, }}{2013}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 | 2011 | 2012 |  |
| Loans and advances to customers |  | 1,194,000 | 714,143 | 3700,600 | 185,000 |
| Investment securities |  | - | 48,977 | 7249,829 | 349,800 |
| Placements from banks and other financial institutions |  | 374,475 | 693,105 | 5 573,475 | 510,388 |
| Deposits from customers |  | 342,493 | 840,011 | 1 434,305 | 483,379 |
| Bank acceptances |  | - | 230 | 0 | 30,000 |
| Letter of guarantee |  | - | - | 1,367 | 1,023 |
|  |  | As at Decem | ber 31, |  | $\begin{gathered} \text { As at } \\ \text { June 30, } \end{gathered}$ |
|  | 2010 | 2011 |  | 2012 | 2013 |
| Loans and advances to customers | 4.78\%-6.11\% | \% 5.23\%-8. | .65\% 5.7 | 5.76\%-8.83\% | 5.90\%-8.40\% |
| Investment securities | - | 4.22\%-5 | .38\% 4.2 | 4.22\%-5.75\% | 4.72\%-7.80\% |
| Placements from banks and other financial institutions | 0.72\%-2.50\% | \% 0.50\%-5 | .91\% 0.3 | 0.39\%-4.57\% | 0.72\%-8.50\% |
| Deposits from customers | $\underline{\underline{0.36 \%-3.50 \%}}$ | \% 0.50\%-3 | .50\% 0.3 | 0.39\%-4.75\% | 0.39\%-5.13\% |

As for the periods stated above, the interest income and expense of loans and deposits with respect to major shareholders are as follows:

|  | Year ended December 31, |  |  | Six months ended June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Interest income | 65,803 | 45,633 | 55,700 | 10,094 |
| Interest expense | 2,861 | 8,620 | 6,000 | 6,095 |

b) Transactions with other related parties

As at balance sheet dates stated above, the balances and interest rate ranges of transactions with other related parties of the Group are as follows:

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Placements with and loans to banks and other financial institutions | 518,091 | 1,344,648 | 57,436 | 75,674 |
| Loans and advances to customers | - | 205 | 1,343 | 1,241 |
| Placements from banks and other financial institutions | 244,427 | 210,303 | 111,404 | 61,156 |
| Deposits from customers | 8,844 | 5,221 | 3,211 | 5,592 |


|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Placements with and loans to banks and other financial institutions | 3.90\%-5.10\% | 7.80\%-10.80\% | 4.56\%-7.20\% | 4.08\%-4.50\% |
| Loans and advances to customers | - | 4.48\% | 4.50\%-6.45\% | 3.75\%-5.99\% |
| Placements from banks and other financia institutions | 0.72\%-1.17\% | 0.72\% | 0.39\%-0.72\% | 0.39\%-0.72\% |
| Deposits from customers | 0.36\%-5.00\% | 0.50\%-5.00\% | 0.39\%-4.75\% | 0.39\%-4.75\% |

As for the periods stated above, the interest income and expense of loans and deposits with respect to other related parties are as follows:

|  | Year ended December 31, |  |  | Six months ended June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Interest income | - | 13 | 53 | 31 |
| Interest expense | 84 | 78 | 13 | 23 |

c) Emoluments for directors, supervisors and senior management

|  | Year ended December 31, |  |  | Six months ended June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Emoluments for directors, supervisors and senior management | $\underline{13,019}$ | $\underline{26,025}$ | 27,061 | 11,297 |

d) Transactions with subsidiaries

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Placements from banks and other financial institutions | - | - | - | 89,102 |

## 45 Segment Analysis

The Group manages the business from both a business and geographic perspective. From the business perspective, the Group provides services through four main business segments listed below:

## Corporate banking

-Services to corporate customers, government authorities and financial institutions including current accounts, deposits, overdrafts, loans, trade related products and other credit facilities, foreign currency, and wealth management products.

## Retail banking

-Services to retail customers including savings deposits, retail loans, credit cards and debit cards, payments and settlements, wealth management products and funds and insurance agency services.

Treasury
Treasury segment conducts security investment, money market and repurchase transactions. The results of this segment include the intersegment funding income and expenses, resulting from interest bearing assets and liabilities and foreign currency translation gains and losses.

Others
Other operations of the Group comprise investment holding and other miscellaneous activities, none of which constitutes a separately reportable segment.

Geographically, the Group mainly performs its business in Anhui Province and the Yangtze River Delta area of PRC. All information disclosed is based on the locations of bank branches.

|  | Year ended December 31, 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate banking | $\underline{\text { Retail banking }}$ | Treasury | Others | Total |
| Net interest income from external customers . | 4,956,587 | 1,151,248 | 2,148,463 | - | 8,256,298 |
| Net interest expense to external customers .... . | $(1,187,357)$ | $(399,991)$ | $(652,063)$ | - | (2,239,411) |
| Intersegment net interest income/(expense) . . . | 143,586 | 596,876 | $(740,462)$ | - | - |
| Net interest income | 3,912,816 | 1,348,133 | 755,938 | - | 6,016,887 |
| Net fee and commission income | 166,791 | 47,364 | 37,120 | - | 251,275 |
| Net trading income | - | - | $(32,061)$ | - | $(32,061)$ |
| Net gains/losses from investment securities | - | - | $(32,373)$ | - | $(32,373)$ |
| Dividends income | - | - | 343 | - | 343 |
| Other operating income |  | - | - | 65,986 | 65,986 |
| Operating expenses . | $(1,499,199)$ | $(620,832)$ | $(71,711)$ | $(11,307)$ | $(2,203,049)$ |
| -Depreciation and amortization .... | $(91,299)$ | $(74,058)$ | (393) | - | $(165,750)$ |
| Impairment losses on assets | $(464,417)$ | $(113,958)$ | - | - | $(578,375)$ |
| Share of profits of associates ... | - | - | - | 13,440 | 13,440 |
| Profit before income tax | 2,115,991 | 660,707 | 657,256 | 68,119 | 3,502,073 |
|  | As at December 31, 2010 |  |  |  |  |
| Capital expenditure | 101,128 | 82,032 | 436 | - | 183,596 |
| Segment assets | 91,523,429 | 25,953,017 | 90,148,795 | 669,233 | 208,294,474 |
| Including: investment in associates | - | - | - | 153,440 | 153,440 |
| Deferred income tax assets |  |  |  |  | 681,674 |
| Total assets |  |  |  |  | 208,976,148 |
| Segment liabilities ...... | $(127,771,685)$ | (33,477,918) | (31,924,760) | $(1,444,492)$ | (194,618,855) |
| Off-balance sheet credit commitments | 30,858,656 | 515,590 | - | - | 31,374,246 |


|  | Year ended December 31, 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate banking | Retail banking | Treasury | Others | Total |
| Net interest income from external customers | 6,559,579 | 1,637,281 | 3,055,739 | - | 11,252,599 |
| Net interest expense to external customers . | $(1,893,825)$ | $(596,890)$ | $(1,673,178)$ | - | $(4,163,893)$ |
| Intersegment net interest income/(expense) . . . | $(100,734)$ | 756,425 | $(655,691)$ | - | - |
| Net interest income | 4,565,020 | 1,796,816 | 726,870 | - | 7,088,706 |
| Net fee and commission income | 257,966 | 95,206 | 59,589 | - | 412,761 |
| Net trading income | - | - | 51,947 | - | 51,947 |
| Net gains/losses from investment securities | - | - | 30,350 | - | 30,350 |
| Dividends income | - | - | 2,249 | - | 2,249 |
| Other operating income | - - | - | - | 65,111 | 65,111 |
| Operating expenses | $(1,688,494)$ | $(698,100)$ | $(91,828)$ | $(21,952)$ | $(2,500,374)$ |
| -Depreciation and amortization . . . . | $(92,642)$ | $(76,765)$ | (446) | - | $(169,853)$ |
| Impairment losses on assets | $(445,610)$ | $(133,665)$ | 422 | - | $(578,853)$ |
| Share of profits of associates .... | - | - | - | 31,750 | 31,750 |
| Profit before income tax | 2,688,882 | 1,060,257 | 779,599 | 74,909 | 4,603,647 |
|  | As at December 31, 2011 |  |  |  |  |
| Capital expenditure | 137,548 | 113,975 | 661 | - | 252,184 |
| Segment assets | 108,233,374 | 31,694,799 | 115,929,496 | 372,417 | 256,230,086 |
| Including: investment in associates | - | - | - | 185,190 | 185,190 |
| Deferred income tax assets |  |  |  |  | 751,470 |
| Total assets |  |  |  |  | 256,981,556 |
| Segment liabilities | $\underline{(162,898,825)}$ | $\underline{(42,816,562)}$ | $\underline{(33,353,940)}$ | $(828,703)$ | $\underline{(239,898,030)}$ |
| Off-balance sheet credit commitments | 43,191,166 | 543,609 | - | - | 43,734,775 |


|  | Year ended December 31, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate banking | $\underline{\text { Retail banking }}$ | Treasury | Others | Total |
| Net interest income from external customers | 8,735,834 | 2,107,319 | 4,318,210 | - | 15,161,363 |
| Net interest expense to external customers . . . | $(3,244,768)$ | $(815,881)$ | $(2,531,866)$ | - | (6,592,515) |
| Intersegment net interest income/(expense) ... | $(399,506)$ | 1,001,889 | $(602,383)$ | - |  |
| Net interest income | 5,091,560 | 2,293,327 | 1,183,961 | - | 8,568,848 |
| Net fee and commission income | 241,658 | 100,867 | 53,206 | - | 395,731 |
| Net trading income | - | - | 40,494 | - | 40,494 |
| Net gains/losses from investment securities.. | - | - | 66,593 | - | 66,593 |
| Dividends income | - | - | 305 | - | 305 |
| Other operating income |  |  |  | 162,994 | 162,994 |
| Operating expenses . | $(2,134,129)$ | $(869,434)$ | $(106,014)$ | $(22,691)$ | $(3,132,268)$ |
| -Depreciation and amortization ... | $(109,649)$ | $(91,015)$ | (540) | - | $(201,204)$ |
| Impairment losses on assets | $(410,526)$ | $(56,577)$ | 9,388 | - | $(457,715)$ |
| Share of profits of associates | - | - | - | 35,056 | 35,056 |
| Profit before income tax | 2,788,563 | 1,468,183 | 1,247,933 | 175,359 | 5,680,038 |
|  |  | As at D | December 31, 2012 |  |  |
| Capital expenditure | 215,176 | 178,607 | 1,058 | - | 394,841 |
| Segment assets | 129,228,042 | 36,347,223 | 156,761,207 | 1,036,727 | 323,373,199 |
| Including: investment in associates | - | - | - | 220,246 | 220,246 |
| Deferred income tax assets |  |  |  |  | 851,158 |
| Total assets |  |  |  |  | 324,224,357 |
| Segment liabilities | $(188,536,633)$ | (53,867,769) | (58,970,569) | $(2,368,462)$ | (303,743,433) |
| Off-balance sheet credit commitments | 50,766,873 | 1,708,977 | - | - | 52,475,850 |

Six months ended June 30, 2012 (unaudited)

|  | Six months ended June 30, 2012 (unaudited) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate banking | Retail banking | Treasury | Others | Total |
| Net interest income from external customers | 4,155,399 | 1,019,909 | 1,710,686 | - | 6,885,994 |
| Net interest expense to external customers | $(1,468,934)$ | $(385,263)$ | $(897,269)$ | - | $(2,751,466)$ |
| Intersegment net interest income/ (expense) | $(118,677)$ | 469,700 | $(351,023)$ | - |  |
| Net interest income | 2,567,788 | 1,104,346 | 462,394 | - | 4,134,528 |
| Net fee and commission income | 107,876 | 43,859 | 21,414 | - | 173,149 |
| Net trading income | - | - | 93,684 | - | 93,684 |
| Net gains/losses from investment securities | - | - | 51,148 | - | 51,148 |
| Dividends income | - | - | 280 | - | 280 |
| Other operating income | - | - | - | 70,926 | 70,926 |
| Operating expenses | $(950,914)$ | $(383,589)$ | $(60,616)$ | $(8,897)$ | $(1,404,016)$ |
| -Depreciation and amortization | $(51,073)$ | $(42,164)$ | (276) | - | $(93,513)$ |
| Impairment losses on assets | $(275,650)$ | 11,052 | - | - | $(264,598)$ |
| Share of profits of associates | - | - | - | 12,128 | 12,128 |
| Profit before income tax | 1,449,100 | 775,668 | 568,304 | 74,157 | 2,867,229 |


|  | Six months ended June 30, 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Corporate banking | Retail banking | Treasury | Others | Total |
| Net interest income from external customers . . . | 4,779,766 | 1,184,972 | 3,115,114 | - | 9,079,852 |
| Net interest expense to external customers . | (1,740,421) | $(496,502)$ | $(2,118,823)$ | - | $(4,355,746)$ |
| Intersegment net interest income/(expense) . . . | $(230,282)$ | 632,024 | $(401,742)$ | - | - |
| Net interest income | 2,809,063 | 1,320,494 | 594,549 | - | 4,724,106 |
| Net fee and commission income | 194,426 | 81,385 | 17,494 | - | 293,305 |
| Net trading income | - | - | 28,725 | - | 28,725 |
| Net gains/losses from investment securities | - | - | 4,150 | - | 4,150 |
| Other operating income .... | - | - | - | 68,134 | 68,134 |
| Operating expenses | $(1,041,694)$ | $(414,329)$ | $(50,107)$ | $(5,256)$ | $(1,511,386)$ |
| -Depreciation and amortization . . . . | $(62,815)$ | $(52,520)$ | (308) | - | $(115,643)$ |
| Impairment losses on assets | $(343,271)$ | $(81,045)$ | - | - | $(424,316)$ |
| Share of profits of associates .... | - | - | - | 24,024 | 24,024 |
| Profit before income tax | 1,618,524 | 906,505 | 594,811 | 86,902 | 3,206,742 |
|  |  |  | at June 30, 2013 |  |  |
| Capital expenditure | 47,763 | 39,936 | 234 | - | 87,933 |
| Segment assets | 139,465,615 | 43,029,420 | 225,256,356 | 974,862 | 408,726,253 |
| Including: investment in associates . . . . . . . . . |  |  |  | 310,730 | 310,730 |
| Deferred income tax assets |  |  |  |  | 860,844 |
| Total assets |  |  |  |  | 409,587,097 |
| Segment liabilities | (194,478,966) | $(61,036,967)$ | $(130,543,244)$ | $\underline{(1,341,644)}$ | $(387,400,821)$ |
| Off-balance sheet credit commitments | 56,259,650 | 2,278,188 | - | - | 58,537,838 |


|  | Year ended December 31, 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Anhui Province | Pan Yangtze River Delta | Head Office | Intersegment eliminations | Total |
| Net interest income from external customers . | 5,427,706 | 391,512 | 2,437,080 | - | 8,256,298 |
| Net interest expense to external customers . | $(1,677,798)$ | $(128,074)$ | $(433,539)$ | - | $(2,239,411)$ |
| Intersegment net interest income/(expense) . . . | 1,002,686 | $(21,453)$ | $(981,233)$ | - | - |
| Net interest income | 4,752,594 | 241,985 | 1,022,308 | - | 6,016,887 |
| Net fee and commission income | 197,986 | 6,020 | 47,269 | - | 251,275 |
| Net trading income | 20,689 | 405 | $(53,155)$ | - | $(32,061)$ |
| Net gains/losses from investment securities | - | - | $(32,373)$ | - | $(32,373)$ |
| Dividends income | - | - | 343 | - | 343 |
| Other operating income | 43,706 | 19 | 22,261 | - | 65,986 |
| Operating expenses | $(1,446,350)$ | $(90,710)$ | $(665,989)$ | - | $(2,203,049)$ |
| -Depreciation and amortization ... | $(99,638)$ | $(9,558)$ | $(56,554)$ | - | $(165,750)$ |
| Impairment losses on assets | $(497,941)$ | $(80,434)$ | - | - | $(578,375)$ |
| Share of profits of associates . . . . | - | - | 13,440 | - | 13,440 |
| Profit before income tax | 3,070,684 | 77,285 | 354,104 | - | 3,502,073 |
|  | As at December 31, 2010 |  |  |  |  |
| Capital expenditure | 105,676 | 15,647 | 62,273 | - | 183,596 |
| Segment assets | 191,187,232 | 8,320,745 | 68,732,803 | (59,946,306) | 208,294,474 |
| Including: investment in associates ......... | - - | - | 153,440 | - | 153,440 |
| Deferred income tax assets |  |  |  |  | 681,674 |
| Total assets |  |  |  |  | 208,976,148 |
| Segment liabilities | $\underline{(128,590,147)}$ | $\underline{\underline{(8,441,816)}}$ | $\underline{\underline{(117,533,198)}}$ | 59,946,306 | $\underline{\underline{(194,618,855)}}$ |
| Off-balance sheet credit commitments | 23,698,226 | $\underline{\text { 5,412,083 }}$ | 2,263,937 | - | 31,374,246 |


|  | Year ended December 31, 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Anhui Province | Pan Yangtze River Delta | Head Office | Intersegment eliminations | Total |
| Net interest income from external customers . | 7,248,384 | 528,765 | 3,475,450 | - | 11,252,599 |
| Net interest expense to external customers . | (2,674,053) | $(287,334)$ | $(1,202,506)$ | - | $(4,163,893)$ |
| Intersegment net interest income/(expense) .. | 1,101,280 | $(11,527)$ | $(1,089,753)$ | - |  |
| Net interest income | 5,675,611 | 229,904 | 1,183,191 | - | 7,088,706 |
| Net fee and commission income | 321,395 | 17,454 | 73,912 | - | 412,761 |
| Net trading income | 16,651 | 688 | 34,608 | - | 51,947 |
| Net gains/losses from investment securities | - | - | 30,350 | - | 30,350 |
| Dividends income | - | - | 2,249 | - | 2,249 |
| Other operating income | 90,767 | $(1,443)$ | $(24,213)$ | - | 65,111 |
| Operating expenses | $(1,801,887)$ | $(130,776)$ | $(567,711)$ | - | $(2,500,374)$ |
| -Depreciation and amortization . . . | $(99,485)$ | $(11,814)$ | $(58,554)$ | - | $(169,853)$ |
| Impairment losses on assets | $(547,073)$ | $(32,202)$ | 422 | - | $(578,853)$ |
| Share of profits of associates . . . . . | - | - | 31,750 | - | 31,750 |
| Profit before income tax | 3,755,464 | 83,625 | 764,558 | - | 4,603,647 |
|  | As at December 31, 2011 |  |  |  |  |
| Capital expenditure | 97,853 | 590 | 153,741 | - | 252,184 |
| Segment assets | 214,429,770 | 12,048,706 | 99,992,425 | $(70,240,815)$ | 256,230,086 |
| Including: investment in associates ......... | - | - | 185,190 | - | 185,190 |
| Deferred income tax assets |  |  |  |  | 751,470 |
| Total assets |  |  |  |  | 256,981,556 |
| Segment liabilities | $\underline{\underline{(146,008,687)}}$ | $\underline{\underline{(10,236,736)}}$ | $\underline{\underline{(153,893,422)}}$ | 70,240,815 | $\underline{\underline{(239,898,030)}}$ |
| Off-balance sheet credit commitments | 29,730,999 | 10,262,220 | 3,741,556 | - | 43,734,775 |


|  | Year ended December 31, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Anhui Province | Pan Yangtze River Delta | Head Office | Intersegment eliminations | Total |
| Net interest income from external customers | 9,412,865 | 597,622 | 5,150,876 | - | 15,161,363 |
| Net interest expense to external customers | $(3,950,022)$ | $(486,118)$ | $(2,156,375)$ | - | (6,592,515) |
| Intersegment net interest income/ (expense) | 1,450,999 | 136,130 | $(1,587,129)$ | - |  |
| Net interest income | 6,913,842 | 247,634 | 1,407,372 | - | 8,568,848 |
| Net fee and commission income | 243,571 | 23,522 | 128,638 | - | 395,731 |
| Net trading income | 20,654 | 815 | 19,025 | - | 40,494 |
| Net gains/losses from investment securities | - | - | 66,593 | - | 66,593 |
| Dividends income | - | - | 305 | - | 305 |
| Other operating income | 60,928 | - | 102,066 | - | 162,994 |
| Operating expenses | $(2,162,772)$ | $(169,395)$ | $(800,101)$ | - | $(3,132,268)$ |
| -Depreciation and amortization ... | $(123,803)$ | $(14,057)$ | $(63,344)$ | - | $(201,204)$ |
| Impairment losses on assets | $(451,398)$ | $(15,705)$ | 9,388 | - | $(457,715)$ |
| Share of profits of associates | - | - | 35,056 | - | 35,056 |
| Profit before income tax | 4,624,825 | 86,871 | 968,342 | - | 5,680,038 |


| Capital expenditure | As at December 31, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 185,592 | 3,873 | 205,376 | - | 394,841 |
| Segment assets | 235,569,202 | 21,046,886 | 141,158,867 | (74,401,756) | 323,373,199 |
| Including: investment in associates | - | - | 220,246 | - | 220,246 |
| Deferred income tax assets |  |  |  |  | 851,158 |
| Total assets |  |  |  |  | 324,224,357 |
| Segment liabilities | $(171,472,840)$ | $(13,605,798)$ | $(193,066,551)$ | 74,401,756 | (303,743,433) |
| Off-balance sheet credit commitments | 35,803,295 | 12,799,875 | 3,872,680 | - | 52,475,850 |


|  | Six months ended June 30, 2012 (unaudited) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Anhui Province | Pan Yangtze River Delta | Head Office | Intersegment eliminations | Total |
| Net interest income from external customers | 4,534,901 | 296,709 | 2,054,384 | - | 6,885,994 |
| Net interest expense to external customers | $(1,747,255)$ | $(175,407)$ | $(828,804)$ | - | $(2,751,466)$ |
| Intersegment net interest income/ (expense) | 658,317 | 29,817 | $(688,134)$ |  |  |
| Net interest income | 3,445,963 | 151,119 | 537,446 | - | 4,134,528 |
| Net fee and commission income | 96,474 | 10,023 | 66,652 | - | 173,149 |
| Net trading income | 9,194 | 243 | 84,247 | - | 93,684 |
| Net gains/losses from investment securities | - | - | 51,148 | - | 51,148 |
| Dividends income | - | - | 280 | - | 280 |
| Other operating income | 9,350 | - | 61,576 | - | 70,926 |
| Operating expenses | $(952,130)$ | $(67,751)$ | $(384,135)$ | - | $(1,404,016)$ |
| -Depreciation and amortization | $(58,037)$ | $(6,881)$ | $(28,595)$ | - | $(93,513)$ |
| Impairment losses on assets | $(255,721)$ | $(8,877)$ | - | - | $(264,598)$ |
| Share of profits of associates | - | - | 12,128 | - | 12,128 |
| Profit before income tax | 2,353,130 | 84,757 | 429,342 | - | 2,867,229 |


|  | Six months ended June 30, 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Anhui Province | Pan Yangtze River Delta | Head Office | Intersegment eliminations | Total |
| Net interest income from external customers . | 5,276,654 | 370,131 | 3,433,067 | - | 9,079,852 |
| Net interest expense to external customers . | $(2,264,425)$ | $(237,937)$ | $(1,853,384)$ | - | $(4,355,746)$ |
| Intersegment net interest income/(expense) . . . | 752,347 | 52,609 | $(804,956)$ | - |  |
| Net interest income | 3,764,576 | 184,803 | 774,727 | - | 4,724,106 |
| Net fee and commission income | 196,113 | 18,996 | 78,196 | - | 293,305 |
| Net trading income | 10,408 | 564 | 17,753 | - | 28,725 |
| Net gains/losses from investment securities | - | - | 4,150 | - | 4,150 |
| Other operating income | 12,507 | - | 55,627 | - | 68,134 |
| Operating expenses | $(1,011,394)$ | $(90,857)$ | $(409,135)$ | - | $(1,511,386)$ |
| -Depreciation and amortization ... | $(71,618)$ | $(7,748)$ | $(36,277)$ | - | $(115,643)$ |
| Impairment losses on assets | $(391,216)$ | $(33,100)$ | - | - | $(424,316)$ |
| Share of profits of associates . . . . | - | - | 24,024 | - | 24,024 |
| Profit before income tax | 2,580,994 | 80,406 | 545,342 | - | 3,206,742 |
|  | As at June 30, 2013 |  |  |  |  |
| Capital expenditure | 46,554 | 3,697 | 37,682 | - | 87,933 |
| Segment assets | 259,744,314 | 19,106,385 | 214,367,942 | (84,492,388) | 408,726,253 |
| Including: investment in associates . . . . . . . | - | - | 310,730 | - | 310,730 |
| Deferred income tax assets |  |  |  |  | 860,844 |
| Total assets |  |  |  |  | 409,587,097 |
| Segment liabilities | $\underline{\underline{(181,550,722)}}$ | $\underline{\underline{(14,885,763)}}$ | $\underline{\underline{(275,456,724)}}$ | 84,492,388 | $\underline{\underline{(387,400,821)}}$ |
| Off-balance sheet credit commitments | 38,551,471 | 14,249,409 | 5,736,958 | - | 58,537,838 |

There were no material transactions with a single external customer that the Group mainly relies on.

## 46 Financial risk management

## Overview

The Group's activities expose it to a variety of financial risks and those activities involve the analysis, evaluation, acceptance and management of some degree of risks or combination of risks. Taking risk is core to the financial business, and the operational risks are an inevitable consequence of being in the business. The Group's aim is therefore to achieve an appropriate balance between risk and return and minimize potential adverse effects on the Group's financial performance.

The Group's risk management policies are designed to identify and analyze these risks, to set appropriate risk limits and controls, and to monitor the risks and adherence to limits by means of reliable and up-to-date information systems.

The most important types of risks are credit risk, liquidity risk and market risk which also include currency risk and interest rate risk.

The Board of Directors is responsible for establishing the overall risk appetite of the Group. The Senior Management establishes corresponding risk management policies and procedures covering areas of credit risk, market risk and liquidity risk under the risk appetite approved by the Board of Directors.

### 46.1 Credit risk

The Group takes on exposure to credit risk, which is the risk that a counterparty will cause a financial loss for the Group by failing to discharge an obligation. Credit risk increases when counterparties are within similar industry segments or geographical regions. Credit exposures arise principally in loans and advances to banks, customers and securities. There is also credit risk in off-balance sheet financial arrangements: such as loan commitments. The Group mainly conducts its business in Anhui Province of PRC, indicating a concentration risk in the Group's credit portfolio which makes it vulnerable to economic changes in the region. Management therefore carefully manages its exposure to credit risks. The credit risk management and control are centralized in the Risk Management Department of Head Office and reported to Senior Management regularly.

### 46.1.1 Credit risk measurement

(i) Loans and advances and off-balance sheet commitments

The Group measures and manages the credit quality of its credit assets through five-category system based on the "Guideline for loan Credit Risk Classification" (the "guideline") issued by the CBRC. The Guideline of Risk Classification of Loans requires commercial banks to classify their credit assets into five categories, namely pass, special-mention, sub-standard, doubtful and loss categories, among which loan classified in sub-standard, doubtful and loss categories are regarded as non-performing loans.

The five categories are defined by the Guideline as follows:
Pass: loans for which borrowers can honor the terms of the contracts, and there is no reason to doubt their ability to repay principal and interest of loans in full and on a timely basis.
Special-mention: loans for which borrowers are still able to service the loans currently, although the repayment of loans might be adversely affected by some factors.
Sub-standard: loans for which borrowers' ability to service loans is apparently in question and borrowers cannot depend on their normal business revenues to pay back the principal and interest of loans. Certain losses might be incurred by the Group even when guarantees are executed.
Doubtful: loans for which borrowers cannot pay back principal and interest of loans in full and significant losses will be incurred by the Group even when guarantees are executed.
Loss: $\quad$ principal and interest of loans cannot be recovered or only a small portion can be recovered after taking all possible measures and resorting to necessary legal procedures.
(ii) Debt securities and other bills

The Group manages the credit risk through restriction on the types of and management of issuers of debt securities and other bills invested. It is prohibited to purchase RMB bonds issued by companies not from SOE background. So far, the Group holds no foreign currency bonds.
(iii) Placements with and loans to banks and other financial institutions

The Group's Head Office executes regular review and management of credit risk related to individual financial institutions, and sets credit lines for individual banks and other financial institutions that it conducts business with.

### 46.1.2 Risk limit control and mitigation policies

The Group manages, controls concentrations of credit risk wherever they are identified-in particular, to individual counterparties and groups, and to industries and regions. The Group structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to one borrower. Such risks are monitored on a revolving basis and subject to an annual or more frequent review, when considered necessary.

The Group adopts branches and business departments obtain operation authority from Head Office. Based on the status of geographical economy, management level of branches, types of credit products, types of credit rating, collateral type, and scale of customers, Head Office gives dynamic authority to its branches with respect to credit business. Such authorities are monitored on a revolving basis and subject to a regular review to make sure operations of the branches are within limits of authority granted.
(i) Credit risk mitigation policies

The Group employs a range of policies and practices to mitigate credit risk. The most prevalent of these is taken by the Group include the taking of physical or cash collaterals, cash deposit and corporate or individual guarantees.

The Group implements guidelines on the acceptability of specific classes of collateral. The principal collateral types are:

- Property and land use rights
- General movable assets
- Time deposit receipts, debt securities and commodity warehouse receipts etc

The fair value of collaterals should be assessed by professional valuation firms appointed by the Group. The Group has set maximum loan-to-value ratio (ratio of loan balances against fair value of collateral) for different collaterals. The principal collateral types and maximum loan-to-value ratio for corporate and retail loans are as follows:


For loans guaranteed by a third-party guarantor, the Group will assess guarantor's financial condition, credit history and ability to meet obligations.
(ii) Credit-related off-balance sheet commitments

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees are irrevocable commitments made by the Group for which the Group must make payments to the third party when its customers fail to satisfy this obligation. Hence, they carry the same credit risks as loans. The Group usually takes cash collateral to mitigate such credit risk. The Group's maximum exposure to credit risk equals the total amount of credit-related off-balance sheet commitments.
46.1.3 Maximum exposure to credit risk before collateral held or other credit enhancements

## The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Credit risk exposures relating to onbalance sheet financial assets are as follows: |  |  |  |  |
| Balances with the central banks | 33,860,147 | 54,972,549 | 56,675,560 | 58,663,758 |
| Due from banks and other financial institutions | 1,496,352 | 7,076,208 | 3,833,665 | 4,167,340 |
| Placement with and loans to banks and other financial institutions | 1,237,152 | 3,581,172 | 2,813,377 | 892,597 |
| Financial assets held for trading | 2,717,898 | 5,035,807 | 3,598,834 | 3,668,418 |
| Derivative financial assets | - | - | - | 210 |
| Financial assets held under resale agreements | 10,542,884 | 5,317,376 | 38,198,123 | 92,280,894 |
| Loans and advances to customers investment securities-loans and | 114,058,443 | 133,922,883 | 159,941,475 | 178,866,061 |
| receivables . . . . . . . . . . . | 6,888,458 | 3,815,116 | 1,814,189 | 8,433,399 |
| investment securities-available-for-sale | 20,851,086 | 18,337,920 | 25,564,222 | 31,105,523 |
| investment securities-held-to-maturity | 13,190,678 | 20,604,548 | 26,062,726 | 25,712,109 |
| Other financial assets | 1,211,710 | 1,097,233 | 2,017,310 | 1,991,532 |
|  | 206,054,808 | 253,760,812 | 320,519,481 | 405,781,841 |
| Credit risk exposures relation to offbalance sheet items are as follows: |  |  |  |  |
| Bank acceptance | 27,467,421 | 38,087,308 | 46,602,041 | 50,744,290 |
| Letter of credit | 1,682,903 | 3,053,143 | 2,023,348 | 3,335,708 |
| Letter of guarantee | 1,656,332 | 1,752,715 | 1,674,944 | 1,774,252 |
| Loan commitments | 52,000 | 298,000 | 466,540 | 405,400 |
| Unused credit card lines | 515,590 | 543,609 | 1,708,977 | 2,278,188 |
|  | 31,374,246 | 43,734,775 | 52,475,850 | 58,537,838 |

## The Bank



The above table represents a worst case scenario of credit risk exposure to the Group and the Bank at December 31, 2010, 2011 and 2012, and June 30, 2013, without taking into account of any collateral held or other credit enhancements attached. For on-balance-sheet assets, the exposures set out above are based on net carrying amounts as reported in the statement of financial position.

As mentioned above, $44.08 \%$ of on-balance-sheet exposure is attributable to loans and advances to customers (2012: 49.90\%, 2011: 52.78\%, 2010: 55.35\%).

Management is confident in its ability to continue to control and sustain minimal exposure of credit risk to the Group resulting from its loans and advances portfolio based on the following:

- $97.32 \%$ of the loans and advances portfolio is categorized as Pass of the five-category system (2012: 97.08\%, 2011: 95.82\%, 2010: 94.19\%);
- Collateralized loans and mortgage loans, which represents the biggest group in the corporate and retail portfolio respectively, are backed by collateral;
- $99.06 \%$ of the loans and advances portfolio are considered to be neither past due nor impaired (2012: 99.22\%, 2011: 99.36\%, 2010: 99.32\%);


## APPENDIX I

46.1.4 Placement with and loans to banks and other financial institutions and financial assets held under resale agreements

## The Group and Bank

|  | Year ended December 31, |  |  | Period ended June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Neither past due nor impaired ${ }^{(\mathrm{i})}$ | 11,780,458 | 8,898,548 | 41,011,500 | 93,173,491 |
| Impaired ${ }^{(i i)}$ | 48,081 | 48,081 | 38,417 | 33,681 |
|  | 11,828,539 | 8,946,629 | 41,049,917 | 93,207,172 |
| Less: impairment allowance | $(48,503)$ | $(48,081)$ | $(38,417)$ | $(33,681)$ |
| Net | 11,780,036 | 8,898,548 | 41,011,500 | 93,173,491 |

(i) Neither past due nor impaired

## The Group and Bank

|  | Year ended December 31, |  |  | $\begin{aligned} & \text { Period ended } \\ & \text { June 30, } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Commercial banks in PRC mainland | 4,464,816 | 6,861,070 | 39,463,865 | 85,934,894 |
| Other financial institutions in PRC mainland | 7,315,642 | 2,037,478 | 1,547,635 | 7,238,597 |
|  | 11,780,458 | 8,898,548 | 41,011,500 | 93,173,491 |

(ii) Impaired

As at December 31, 2010, 2011 and 2012, and June 30, 2013, the Group has provided $100 \%$ impairment allowance for impaired placement with and loans to banks and other financial institutions and financial assets held under resale agreements.
APPENDIX I
46.1.5 Loans and advances to customers

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(a) Analysis of loans and advances to customers by industry
The Group
Corporate loans
Commerce and Service Public utility Construction
Real estate
Energy and chemistry .
Transportation
Education and media .
Catering and travelling
Financial services
Discounted bills
Subtotal
Retail loans
Revolving loans for private business
Others .
Total loans and advances to customers, before impairment allowance
ACCOUNTANT'S REPORT

| As at December 31, |  |  |  |  |  | $\frac{\text { As at June 30, }}{2013}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2010 |  | 2011 |  | 2012 |  |  |  |
| Amount | \% | Amount | \% | Amount | \% | Amount | \% |
| 23,725,970 | 20 | 31,512,125 | 22 | 36,212,063 | 22 | 39,570,612 | 22 |
| 17,440,211 | 15 | 23,455,046 | 17 | 33,594,295 | 20 | 40,052,138 | 22 |
| 23,879,820 | 22 | 19,253,367 | 14 | 12,506,560 | 8 | 13,556,892 | 7 |
| 5,038,631 | 4 | 7,588,935 | 6 | 9,933,991 | 6 | 11,604,488 | 6 |
| 6,028,255 | 5 | 6,187,552 | 5 | 9,344,416 | 6 | 11,627,569 | 6 |
| 3,880,258 | 3 | 4,741,864 | 3 | 4,825,041 | 3 | 4,374,363 | 2 |
| 3,533,670 | 3 | 3,283,519 | 2 | 4,486,120 | 3 | 3,892,254 | 2 |
| 1,621,430 | 1 | 1,479,091 | 1 | 1,656,666 | 1 | 2,363,635 | 1 |
| 1,154,559 | 1 | 1,335,544 | 1 | 1,548,834 | 1 | 1,508,480 | 1 |
| 746,400 | 1 | 802,700 | 1 | 1,575,350 | 1 | 979,715 | 1 |
| 501,259 | - | 696,948 | 1 | 1,124,310 | 1 | 1,651,153 | 1 |
| 4,554,797 | 4 | 6,460,288 | 5 | 11,907,252 | 7 | 10,030,847 | 6 |
| 92,105,260 | 79 | 106,796,979 | 78 | 128,714,898 | 79 | 141,212,146 | 77 |
| 17,783,001 | 15 | 22,836,915 | 17 | 25,201,772 | 15 | 30,101,183 | 17 |
| 3,657,308 | 3 | 4,560,461 | 3 | 6,423,598 | 4 | 7,825,633 | 4 |
| 3,488,449 | 3 | 3,218,654 | 2 | 3,454,498 | 2 | 3,918,269 | 2 |
| 24,928,758 | 21 | 30,616,030 | 22 | 35,079,868 | 21 | 41,845,085 | 23 |
| 117,034,018 | 100 | 137,413,009 | 100 | 163,794,766 | 100 | 183,057,231 | 100 |

Analysis of loans and advances to customers by industry is conducted based on the industries of the borrowers.
(b) Analysis of loans and advances to customers by collateral type

The contractual amounts of loans and advances to customers are analyzed by contractual maturity and security type:

## The Group

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Unsecured | 13,725,365 | 16,248,166 | 13,535,831 | 13,481,197 |
| Guaranteed | 41,992,044 | 48,251,102 | 54,000,075 | 58,953,009 |
| Collateralized | 54,556,336 | 61,193,961 | 75,939,391 | 90,853,728 |
| Pledged | 6,760,273 | 11,719,780 | 20,319,469 | 19,769,497 |
| Total loans and advances to customers | 117,034,018 | 137,413,009 | 163,794,766 | 183,057,431 |

## The Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Unsecured | 13,725,365 | 16,248,166 | 13,535,831 | 13,480,997 |
| Guaranteed | 41,992,044 | 48,251,102 | 54,000,075 | 58,953,009 |
| Collateralized | 54,556,336 | 61,193,961 | 75,939,391 | 90,853,728 |
| Pledged | 6,760,273 | 11,719,780 | 20,319,469 | 19,769,497 |
| Total loans and advances to customers | 117,034,018 | 137,413,009 | 163,794,766 | 183,057,231 |

APPENDIX I
ACCOUNTANT'S REPORT

APPENDIX I
ACCOUNTANT'S REPORT
Ye and impaired status
$2010 \quad$ Year e

Retail loans
$\begin{array}{r}34,663,296 \\ 305,329 \\ 111,243 \\ \hline 35,079,868 \\ (490,184) \\ \hline \underline{(490,184)} \\ \hline \underline{34,589,684}\end{array}$
$\begin{array}{r}\frac{1}{2012} \\ \begin{array}{c}\text { Corporate } \\ \text { loans }\end{array} \\ \hline \begin{array}{r}127,857,120 \\ 19,926 \\ 837,852 \\ \hline 128,714,898 \\ \hline(3,108,442) \\ \hline(254,665) \\ \hline \underline{125,363,107)}\end{array} \\ \hline\end{array}$


$2010 \quad$ Year ended December 31,
$\begin{array}{cccr}\text { Retail loans } & & \begin{array}{c}\text { Corporate } \\ \text { loans }\end{array} & \end{array}$



| 2010 |  |
| :---: | :---: |
| Corporate loans | Retail loans |
| 91,493,226 | 24,747,015 |
| 19,863 | 76,737 |
| 592,171 | 105,006 |
| 92,105,260 | 24,928,758 |
| $(2,405,073)$ | $(316,013)$ |
| $(254,489)$ |  |
| (2,659,562) | $(316,013)$ |
| 89,445,698 | 24,612,745 |


|  |  | $\begin{aligned} & \infty \\ & \underset{\sim}{\infty} \\ & \underset{\sim}{\infty} \\ & \underset{\sim}{\lambda} \end{aligned}$ | $\begin{aligned} & \frac{\pi}{0} \\ & 0 \\ & \underset{0}{n} \end{aligned}$ | n 0 0 0 0 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \infty \\ & \text { N} \\ & \text { N } \\ & \text { m } \\ & \text { ふे } \\ & \text { a } \\ & \text { a } \end{aligned}$ | $\begin{aligned} & 0 \\ & \text { o } \\ & \text { n } \\ & \text { n } \\ & \text { à } \end{aligned}$ |  | $\begin{aligned} & \text { הb } \\ & n \\ & \hat{n} \\ & \hat{b} \\ & \hat{c} \end{aligned}$ | $\infty$ 0 0 $n$ $\frac{7}{7}$ 0 $\infty$ |

> Neither past due nor impaired (e)
The Group

## The Bank

(e) Loans and advances neither past due nor impaired

The credit quality of the portfolio of loans and advances that were neither past due nor impaired of single corporate customer can be assessed by reference to the five-category system adopted by the Group.

## The Group and Bank

|  | Five-category classification |  |  |
| :---: | :---: | :---: | :---: |
|  | Pass | $\underline{\text { Special-Mention }}$ | Total |
| As at December 31, 2010 |  |  |  |
| Neither past due nor impaired |  |  |  |
| Corporate loans |  |  |  |
| -Commercial loans | 82,799,459 | 4,138,970 | 86,938,429 |
| -Discounted bills | 3,905,289 | 649,508 | 4,554,797 |
| Subtotal | 86,704,748 | 4,788,478 | 91,493,226 |
| Retail loans | 24,745,736 | 1,279 | 24,747,015 |
| Total | 111,450,484 | 4,789,757 | 116,240,241 |

## The Group and Bank

|  | Five-category classification |  |  |
| :---: | :---: | :---: | :---: |
|  | Pass | Special-Mention | Total |
| As at December 31, 2011 |  |  |  |
| Neither past due nor impaired |  |  |  |
| Corporate loans |  |  |  |
| -Commercial loans | 97,869,997 | 1,887,832 | 99,757,829 |
| -Discounted bills | 5,751,567 | 708,722 | 6,460,289 |
| Subtotal | $\underline{103,621,564}$ | 2,596,554 | 106,218,118 |
| Retail loans | 30,313,320 | 1,117 | 30,314,437 |
| Total | 133,934,884 | 2,597,671 | 136,532,555 |

## The Group and Bank

|  | Five-category classification |  |  |
| :---: | :---: | :---: | :---: |
|  | Pass | $\underline{\text { Special-Mention }}$ | Total |
| As at December 31, 2012 |  |  |  |
| Neither past due nor impaired |  |  |  |
| Corporate loans |  |  |  |
| -Commercial loans | 112,578,554 | 3,371,314 | 115,949,868 |
| -Discounted bills | 11,633,073 | 274,179 | 11,907,252 |
| Subtotal | 124,211,627 | 3,645,493 | 127,857,120 |
| Retail loans | 34,658,597 | 4,699 | 34,663,296 |
| Total | 158,870,224 | 3,650,192 | 162,520,416 |

## The Group

|  | Five-category classification |  |  |
| :---: | :---: | :---: | :---: |
|  | Pass | $\underline{\text { Special-Mention }}$ | Total |
| As at June 30, 2013 |  |  |  |
| Neither past due nor impaired |  |  |  |
| Corporate loans |  |  |  |
| -Commercial loans | 126,961,880 | 2,954,602 | 129,916,482 |
| -Discounted bills | 9,541,113 | 489,734 | 10,030,847 |
| Subtotal | 136,502,993 | 3,444,336 | 139,947,329 |
| Retail loans | 41,372,874 | 16,720 | 41,389,594 |
| Total | 177,875,867 | 3,461,056 | 181,336,923 |

## The Bank

As at June 30, 2013
Neither past due nor impaired
Corporate loans

| -Commercial loans | 126,961,880 | 2,954,602 | 129,916,482 |
| :---: | :---: | :---: | :---: |
| —Discounted bills | 9,541,113 | 489,734 | 10,030,847 |
| Subtotal | 136,502,993 | 3,444,336 | 139,947,329 |
| Retail loans | 41,372,674 | 16,720 | 41,389,394 |
| Total | 177,875,667 | 3,461,056 | 181,336,723 |

(f) Loans and advances past due but not impaired

Analysis of assets overdue but not impaired by overdue days:

## The Group and Bank

|  | Up to 30 days | 30-60 days | 60-90 days | over 90 days | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2010 |  |  |  |  |  |
| Corporate loans | 15,783 | 4,000 | - | 80 | 19,863 |
| Retail loans | 5,054 | 29,898 | 20,042 | 21,743 | 76,737 |
| Total | $\underline{\underline{20,837}}$ | 33,898 | $\underline{\underline{20,042}}$ | $\underline{\underline{21,823}}$ | $\underline{\text { 96,600 }}$ |

## The Group and Bank

|  | Up to 30 days | 30-60 days | 60-90 days | over 90 days | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2011 |  |  |  |  |  |
| Corporate loans | 3,293 | 4,905 | - | - | 8,198 |
| Retail loans | 133,764 | 38,929 | 18,420 | $\underline{26,745}$ | $\underline{217,858}$ |
| Total | 137,057 | 43,834 | 18,420 | 26,745 | 226,056 |

## The Group and Bank

|  | Up to 30 days | 30-60 days | 60-90 days | over 90 days | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2012 |  |  |  |  |  |
| Corporate loans | 13,242 | 1,984 | 2,100 | 2,600 | 19,926 |
| Retail loans | 157,600 | 59,692 | 29,420 | 58,617 | 305,329 |
| Total | 170,842 | 61,676 | 31,520 | 61,217 | 325,255 |

## The Group and Bank

|  | Up to 30 days | 30-60 days | 60-90 days | over 90 days | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |  |
| Corporate loans | 151,457 | 28,324 | 18,465 | 26,085 | 224,331 |
| Retail loans | 184,422 | 59,705 | 28,640 | 58,546 | 331,313 |
| Total | 335,879 | 88,029 | 47,105 | 84,631 | 555,644 |

(g) Impaired loans and advances

The breakdown of the gross amount of impaired loans and advances by class, along with the fair value of related collateral held by the Group as security, are as follows:

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Corporate loans | 592,171 | 570,663 | 837,852 | 1,040,486 |
| Retail loans | 105,006 | 83,735 | 111,243 | 124,378 |
| Total | 697,177 | 654,398 | 949,095 | 1,164,864 |
| Fair value of collateral |  |  |  |  |
| Corporate loans | 394,079 | 411,438 | 289,770 | 845,458 |
| Retail loans | 85,088 | 70,116 | 74,034 | 84,046 |
| Total | $\underline{\underline{479,167}}$ | $\underline{\underline{481,554}}$ | $\underline{\underline{363,804}}$ | $\underline{\text { 929,504 }}$ |

The fair value of collateral is estimated based on the latest external valuations available, the realization experience of the current collateral and the market conditions.
(h) Loans and advances renegotiated

Restructuring activities include extended payment arrangements, approved external management plans, modification and deferral of payments. Following restructuring, a previously overdue customer account is reset to a normal status and managed together with other similar accounts. Restructuring policies and practices are based on indicators or criteria which, in the judgment of local management, indicate that payment will most likely continue. These policies are kept under continuous review. Restructuring is most commonly applied to term loans. As of June 30, 2013, there were no renegotiated loans that would otherwise be past due or impaired for the Group and the Bank (2012: Nil, 2011: Nil, 2010: RMB770,000).
(i) Overdue Loans and advances by overdue and collateral type ${ }^{(\text {(a) }}$

## The Group and Bank

|  | As at December 31, 2010 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Past due 1 to 90 days (inclusive) | Past due 90 days to 1 year (inclusive) | Past due 1 year to 3 years (inclusive) | $\begin{gathered} \text { Past due } \\ \text { over } 3 \text { years } \end{gathered}$ | Total |
| Unsecured | 1,546 | 834 | 3,550 | 54,241 | 60,171 |
| Guaranteed | 23,918 | 28,155 | 12,466 | 73,248 | 137,787 |
| Collateralized | 76,541 | 68,910 | 48,619 | 66,628 | 260,698 |
| Pledged | 1,182 | 25,102 | 9,238 | 17,713 | 53,235 |
|  | 103,187 | 123,001 | 73,873 | 211,830 | 511,891 |

## The Group and Bank

|  | As at December 31, 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Past due } \\ \mathbf{1} \text { to } 90 \text { days } \\ \text { (inclusive) } \\ \hline \end{gathered}$ | Past due 90 days to 1 year (inclusive) | Past due 1 year to 3 years (inclusive) | $\begin{gathered} \text { Past due } \\ \text { over } 3 \text { years } \end{gathered}$ | Total |
| Unsecured | 1,917 | 253 | 447 | 30,886 | 33,503 |
| Guaranteed | 6,020 | 8,675 | 27,605 | 38,888 | 81,188 |
| Collateralized | 241,822 | 44,832 | 64,215 | 68,065 | 418,934 |
| Pledged | - | - | - | 18,966 | 18,966 |
|  | 249,759 | 53,760 | $\underline{\underline{92,267}}$ | 156,805 | 552,591 |

## The Group and Bank

|  | As at December 31, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{c}\text { Past due } \\ 1 \text { to } 90 \text { days } \\ \text { (inclusive) }\end{array}$ | Past due 90 days to $\qquad$ <br> (inclusiv | Past due 1 year to (inclusive) | $\begin{gathered} \text { Past due } \\ \text { over } 3 \text { years } \end{gathered}$ | Total |
| Unsecured | 147 | 12,318 | 1,591 | 13,882 | 27,938 |
| Guaranteed | 104,592 | 11,264 | 4,486 | 27,239 | 147,581 |
| Collateralized | 293,016 | 139,609 | 97,236 | 39,294 | 569,155 |
| Pledged | 71,723 | 94,844 | - | 8,873 | 175,440 |
|  | $\underline{\underline{469,478}}$ | $\underline{\underline{258,035}}$ | 103,313 | $\underline{\underline{89,288}}$ | $\underline{\underline{920,114}}$ |

## The Group and Bank

|  | As at June 30, 2013 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Past due 1 to 90 days (inclusive) | Past due 90 days to 1 year (inclusive) | Past due 1 year to 3 years (inclusive) | $\begin{gathered} \text { Past due } \\ \text { over } 3 \text { years } \\ \hline \end{gathered}$ | Total |
| Unsecured | 200 | - | 292 | 3,725 | 4,217 |
| Guaranteed | 159,204 | 156,862 | 1,978 | 6,637 | 324,681 |
| Collateralized | 496,822 | 258,222 | 113,551 | 26,375 | 894,970 |
| Pledged | 7,000 | 210,875 | - | 1,731 | 219,606 |
|  | 663,226 | 625,959 | 115,821 | 38,468 | 1,443,474 |

[^1]46.1.6 Debt securities

The table below presents an analysis of debt securities by external credit rating companies:

## The Group and Bank

As at December 31, 2010
RMB securities

| AAA | 99,063 | 1,433,889 | 1,414,675 | - | 2,947,627 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AA- to AA + | 1,630,386 | 2,353,602 | 869,946 | - | 4,853,934 |
| A- to $\mathrm{A}+$ | 212,964 | 91,623 | 20,085 | - | 324,672 |
| Unrated ${ }^{(a)}$ | 775,485 | 16,971,972 | 10,885,972 | 6,888,458 | 35,521,887 |
| Total | $\underline{\underline{2,717,898}}$ | $\underline{\underline{20,851,086}}$ | $\underline{\underline{13,190,678}}$ | $\underline{6,888,458}$ | $\underline{\text { 43,648,120 }}$ |

## The Group and Bank

## As at December 31, 2011

RMB securities

| AAA | 199,641 | 1,711,098 | 1,265,550 | - | 3,176,289 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AA- to AA+ | 1,381,232 | 4,906,271 | 1,211,471 | - | 7,498,974 |
| A- to A+ | 885,891 | 441,372 | - - | - | 1,327,263 |
| Unrated ${ }^{(a)}$ | $\underline{2,569,043}$ | 11,279,179 | 18,127,527 | $\underline{3,815,116}$ | 35,790,865 |
| Total | 5,035,807 | 18,337,920 | 20,604,548 | 3,815,116 | 47,793,391 |

## The Group and Bank

As at December 31, 2012
RMB securities

| AAA | 250,927 | 1,803,261 | 1,067,322 | - | 3,121,510 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| AA- to AA + | 1,534,934 | 7,208,576 | 1,899,350 | - | 10,642,860 |
| A- to A+ | 144,423 | 354,319 | - - | - | 498,742 |
| Unrated ${ }^{(a)}$ | 1,668,550 | 16,198,066 | 23,096,054 | 1,814,189 | 42,776,859 |
| Total | $\underline{\underline{3,598,834}}$ | $\underline{\underline{25,564,222}}$ | $\underline{\underline{26,062,726}}$ | $\underline{\underline{1,814,189}}$ | $\underline{\underline{57,039,971}}$ |

## The Group and Bank

|  | Held-fortrading | $\begin{gathered} \text { Available-for- } \\ \text { sale } \end{gathered}$ | Held-tomaturity | Loans and receivables | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |  |
| RMB securities |  |  |  |  |  |
| AAA | 262,495 | 1,784,083 | 2,212,778 | - | 4,259,356 |
| AA- to AA + | 1,362,664 | 7,985,750 | 2,811,377 | - | 12,159,791 |
| A- to A+ | 41,338 | 253,660 | - - | - | 294,998 |
| Unrated ${ }^{(a)}$ | 2,001,921 | 21,082,030 | 20,687,954 | 8,433,399 | 52,205,304 |
| Total | 3,668,418 | 31,105,523 | 25,712,109 | 8,433,399 | 68,919,449 |

(a) Debt securities (held-for-trading, available-for-sale and held-to-maturity) held by the Group mainly represent investments and trading securities issued by Ministry of Finance of the PRC ("MOF"), the PBOC and policy banks which are creditworthy issuers in the market, but are not rated by independent rating agencies as well as trust schemes and targeted asset management schemes of brokers. Loans and receivables mainly include the principal-guaranteed wealth management products issued by other banks.

There are no overdue or impaired debt securities as of the reporting periods stated above. No collateral is held by the Group, and no impairment provision has been provided against the gross amount.

### 46.1.7 Foreclosed collateral

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Property and land use rights | 5,059 | 1,007 | 985 | 985 |
| Others | 133 | - | - | 96 |
| Total | 5,192 | 1,007 | 985 | 1,081 |

Foreclosed properties are sold as soon as practicable with the proceeds used to reduce the outstanding indebtedness. Foreclosed property cannot be used for operating activities. Foreclosed property is classified in the balance sheet within other assets.
46.1.8 Concentration of risks of financial assets with credit risk exposure

Geographical sectors
The Group and Bank

|  | PRC mainland | Hong Kong | Others | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2010 |  |  |  |  |
| Financial assets |  |  |  |  |
| Balances with the central bank | 33,860,147 | - | - | 33,860,147 |
| Due from banks and other financial institutions | 1,351,703 | 3,532 | 141,117 | 1,496,352 |
| Placements with and loans to banks and other financial institutions | 1,237,152 | - | - | 1,237,152 |
| Financial assets held for trading | 2,717,898 | - | - | 2,717,898 |
| Financial assets held under resale agreements | 10,542,884 | - | - | 10,542,884 |
| Loans and advances to customers | 114,058,443 | - | - | 114,058,443 |
| Investment securities-loans and receivables | 6,888,458 | - | - | 6,888,458 |
| Investment securities-available-for-sale | 20,851,086 | - | - | 20,851,086 |
| Investment securities-held-to-maturity | 13,190,678 | - | - | 13,190,678 |
| Other financial assets | 1,211,710 | - | - | 1,211,710 |
|  | $\underline{\underline{205,910,159}}$ | 3,532 | 141,117 | 206,054,808 |
| Off-balance sheet assets |  |  |  |  |
| Bank acceptance | 27,467,421 | - | - | 27,467,421 |
| Letter of credit | 1,682,903 | - | - | 1,682,903 |
| Letter of guarantee | 1,656,332 | - | - | 1,656,332 |
| Loan commitments | 52,000 | - | - | 52,000 |
| Unused credit card lines | 515,590 | - | - | 515,590 |
|  | 31,374,246 | - | - | 31,374,246 |

## The Group and Bank

As at December 31, 2011

## Financial assets

Balances with the central bank
Due from banks and other financial institutions
Placements with and loans to banks and othe


| 54,972,549 | - | - | 54,972,549 |
| :---: | :---: | :---: | :---: |
| 6,917,199 | 6,712 | 152,297 | 7,076,208 |
| 3,581,172 | - | - | 3,581,172 |
| 5,035,807 | - | - | 5,035,807 |
| 5,317,376 | - | - | 5,317,376 |
| 133,922,883 | - | - | 133,922,883 |
| 3,815,116 | - | - | 3,815,116 |
| 18,337,920 | - | - | 18,337,920 |
| 20,604,548 | - | - | 20,604,548 |
| 1,097,233 | - | - | 1,097,233 |
| 253,601,803 | 6,712 | 152,297 | 253,760,812 |

Off-balance sheet assets

| Bank acceptance | 38,087,308 | - | - | 38,087,308 |
| :---: | :---: | :---: | :---: | :---: |
| Letter of credit | 3,053,143 | - | - | 3,053,143 |
| Letter of guarantee | 1,752,715 | - | - | 1,752,715 |
| Loan commitments | 298,000 | - | - | 298,000 |
| Unused credit card lines | 543,609 | - | - | 543,609 |
|  | 43,734,775 | - | - | 43,734,775 |

## The Group and Bank

|  | PRC mainland | Hong Kong | Others | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2012 |  |  |  |  |
| Financial assets |  |  |  |  |
| Balances with the central bank | 56,675,560 | - | - | 56,675,560 |
| Due from banks and other financial institutions | 3,471,733 | 5,745 | 356,187 | 3,833,665 |
| Placements with and loans to banks and other |  |  |  |  |
| Financial assets held for trading | 3,598,834 | - | - | 3,598,834 |
| Financial assets held under resale agreements | 38,198,123 | - | - | 38,198,123 |
| Loans and advances to customers | 159,941,475 | - | - | 159,941,475 |
| Investment securities-loans and receivables | 1,814,189 | - | - | 1,814,189 |
| Investment securities-available-for-sale | 25,564,222 | - | - | 25,564,222 |
| Investment securities-held-to-maturity | 26,062,726 | - | - | 26,062,726 |
| Other financial assets | 2,017,310 | - | - | 2,017,310 |
|  | 320,157,549 | 5,745 | 356,187 | 320,519,481 |
| Off-balance sheet assets |  |  |  |  |
| Bank acceptance | 46,602,041 | - | - | 46,602,041 |
| Letter of credit | 2,023,348 | - | - | 2,023,348 |
| Letter of guarantee | 1,674,944 | - | - | 1,674,944 |
| Loan commitments | 466,540 | - | - | 466,540 |
| Unused credit card lines | 1,708,977 | - | - | 1,708,977 |
|  | 52,475,850 | - | - | 52,475,850 |

## The Group

|  | PRC mainland | Hong Kong | Others | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |
| Financial assets |  |  |  |  |
| Balances with the central bank | 58,663,758 | - | - | 58,663,758 |
| Due from banks and other financial institutions | 3,728,037 | 67,095 | 372,208 | 4,167,340 |
| Placements with and loans to banks and other |  |  |  |  |
| Financial assets held for trading | 3,668,418 | - | - | 3,668,418 |
| Positive fair value of derivatives | 210 | - | - | 210 |
| Financial assets held under resale agreements | 92,280,894 | - | - | 92,280,894 |
| Loans and advances to customers | 178,866,061 | - | - | 178,866,061 |
| Investment securities-loans and receivables | 8,433,399 | - | - | 8,433,399 |
| Investment securities-available-for-sale | 31,105,523 | - | - | 31,105,523 |
| Investment securities-held-to-maturity | 25,712,109 | - | - | 25,712,109 |
| Other financial assets | 1,991,532 |  |  | 1,991,532 |
|  | 405,342,538 | $\underline{67,095}$ | 372,208 | 405,781,841 |
| Off-balance sheet assets |  |  |  |  |
| Bank acceptance | 50,744,290 | - | - | 50,744,290 |
| Letter of credit | 3,335,708 | - | - | 3,335,708 |
| Letter of guarantee | 1,774,252 | - | - | 1,774,252 |
| Loan commitments | 405,400 | - | - | 405,400 |
| Unused credit card lines | 2,278,188 | - | - | 2,278,188 |
|  | 58,537,838 | - | - | 58,537,838 |

## The Bank

|  | PRC mainland | Hong Kong | Others | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |
| Financial assets |  |  |  |  |
| Balances with the central bank | 58,663,758 | - | - | 58,663,758 |
| Due from banks and other financial institutions | 3,728,037 | 67,095 | 372,208 | 4,167,340 |
| Placements with and loans to banks and other |  |  |  |  |
| Financial assets held for trading | 3,668,418 | - | - | 3,668,418 |
| Positive fair value of derivatives | 210 | - | - | 210 |
| Financial assets held under resale agreements | 92,280,894 | - | - | 92,280,894 |
| Loans and advances to customers | 178,865,861 | - | - | 178,865,861 |
| Investment securities-loans and receivables | 8,433,399 | - | - | 8,433,399 |
| Investment securities-available-for-sale | 31,105,523 | - | - | 31,105,523 |
| Investment securities-held-to-maturity | 25,712,109 | - | - | 25,712,109 |
| Other financial assets | 1,991,532 |  |  | 1,991,532 |
|  | 405,342,338 | 67,095 | 372,208 | 405,781,641 |
| Off-balance sheet assets |  |  |  |  |
| Bank acceptance | 50,744,290 | - | - | 50,744,290 |
| Letter of credit . | 3,335,708 | - | - | 3,335,708 |
| Letter of guarantee | 1,774,252 | - | - | 1,774,252 |
| Loan commitments | 405,400 | - | - | 405,400 |
| Unused credit card lines | 2,278,188 | - | - | 2,278,188 |
|  | 58,537,838 | - | - | 58,537,838 |

The Group's and the Bank's counterparties are mainly located in PRC mainland.

### 46.2 Market risk

### 46.2.1 Overview

The Group takes on exposure to market risks, which is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. It mainly represents volatility risk arising from interest rates, foreign exchange rates, stocks, commodities and their implied volatility.

The Groups' market risk mainly includes trading risks arising from trading portfolio and interest rate and foreign exchange rate risks for non-trading portfolio resulted from changes in interest rates, foreign exchange rates and term structures.

The market risks arising from trading and non-trading activities are concentrated in the Group's Risk Management Department. Market risks arising from non-trading activities at Bank level are monitored and controlled by Financial Planning Department while market risks resulted from trading activities at Bank level and non-trading activities of Financial Market Department are monitored and controlled by Financial Market Department. The Group also established daily, monthly and quarterly reporting mechanism in relation to market risk in which Financial Planning Department and Financial Market Department monitor and analyze market risk change and quota execution before reporting to Risk Management Department and Senior Management on a regular basis.

### 46.2.2 Market risk measurement techniques

The Group adopts sensitivity analysis to evaluate the exposure to interest rate and foreign exchange rate risks for its trading and non-trading investment portfolio, in which the Group calculates the gap between interest-bearing assets and liabilities which will mature within certain period or require re-pricing on a regular basis and performs sensitivity analysis under changes of bench mark rates, market rates and foreign exchange rates based on the gap computed above.

### 46.2.3 Interest rate risk

Cash flow interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Fair value interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in market interest rates. The Group takes on exposure to the effects of fluctuations in the prevailing levels of market interest rates on both its fair value and cash flow risks.

The Group performs business in PRC mainland in accordance with interest rate system set by the PBOC. According to previous experience, the PBOC will adjust benchmark rates for interest bearing loans and deposits in the same direction but not in parallel.

According to PBOC's requirement, RMB loan rates could differ from PBOC's stipulated rates, whilst the floor for loan interest rates is $10 \%$ below the stipulated rates. Discount rate for RMB bills is market-oriented but cannot be lower than PBOC's stipulated rediscount rate. RMB deposit rate cannot exceed PBOC's benchmark rate. From July 6, 2012, the floor for RMB loan rate is $30 \%$ below the stipulated rate while the ceiling for RMB deposit rate is $10 \%$ above the stipulated rate.

The table below summarizes the Group's exposure to interest rate risks. It includes the Group's on-balance sheet assets and liabilities at carrying amounts, categorized by the earlier of contractual re-pricing or maturity dates.

## The Group and Bank

|  | Up to 1 month | 1-3 months | 3 months to 1 year | 1-5 years | $\begin{gathered} \text { Over } \\ 5 \text { years } \end{gathered}$ | Non-interest bearing | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2010 |  |  |  |  |  |  |  |
| Assets |  |  |  |  |  |  |  |
| Cash and balances with the central bank | 33,856,953 | - | - | - | - | 722,573 | 34,579,526 |
| Due from banks and other financial institutions | 1,496,352 | - | - | - | - | - | 1,496,352 |
| Placements with and loans to banks and other financial institutions | 547,453 | 244,649 | 445,050 | - | - | - | 1,237,152 |
| Financial assets held for trading | 30,913 | 811,243 | 459,041 | 985,433 | 431,268 | - | 2,717,898 |
| Financial assets held under resale agreements . . . | 3,371,311 | 2,445,078 | 4,726,495 | - | - | - | 10,542,884 |
| Loans and advances to customers | 56,431,266 | 9,840,188 | 41,687,141 | 5,233,489 | 866,359 | - | 114,058,443 |
| investment securities |  |  |  |  |  |  |  |
| —Loans and receivables | 300,043 | 297,471 | 6,063,778 | 227,166 | - | - | 6,888,458 |
| —available-for-sale | 371,821 | 2,493,422 | 5,113,382 | 8,981,312 | 3,891,149 | 14,544 | 20,865,630 |
| -held-to-maturity | 499,624 | 49,000 | 2,165,483 | 6,490,824 | 3,985,747 | - | 13,190,678 |
| Other financial assets | - | 401,502 | - | - - | - | 810,208 | 1,211,710 |
| Total assets | 96,905,736 | 16,582,553 | 60,660,370 | 21,918,224 | $\underline{9,174,523}$ | 1,547,325 | 206,788,731 |
| Liabilities |  |  |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(1,819,206)$ | $(50,000)$ | $(5,853,236)$ | $(2,100,000)$ | - | - | $(9,822,442)$ |
| Placements from banks and other financial institutions | $(643,840)$ | $(373,600)$ | $(245,700)$ | - | - | - | $(1,263,140)$ |
| Financial assets sold under repurchase agreements | $(11,871,042)$ | $(4,457,900)$ | $(4,469,027)$ | - | - | - | $(20,797,969)$ |
| Deposits from customers | (113,975,759) | $(14,600,297)$ | $(28,143,370)$ | $(2,862,574)$ | (6) | - | $(159,582,006)$ |
| Other financial liabilities | - | - | - | - | - | $(1,447,932)$ | $(1,447,932)$ |
| Total liabilities | $\underline{(128,309,847)}$ | $(19,481,797)$ | $(38,711,333)$ | $(4,962,574)$ | (6) | $\underline{(1,447,932)}$ | $\underline{(192,913,489)}$ |
| Total interest rate sensitivity gap | $(31,404,111)$ | $(2,899,244)$ | 21,949,037 | 16,955,650 | 9,174,517 | 99,393 | 13,875,242 |


| Up to 1 month | 1-3 months | $\begin{aligned} & 3 \text { months } \\ & \text { to } 1 \text { year } \end{aligned}$ | 1-5 years | $\underline{\text { Over } 5 \text { years }}$ | Non-interest bearing | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 54,959,174 | - | - | - | - | 869,470 | 55,828,644 |
| 5,323,058 | 1,303,180 | 449,970 | - | - | - | 7,076,208 |
| 1,564,611 | 301,617 | 1,714,944 | - | - | - | 3,581,172 |
| 244,805 | 881,953 | 815,907 | 2,350,361 | 742,781 | - | 5,035,807 |
| 2,316,442 | 3,000,934 | - | - |  | - | 5,317,376 |
| 48,313,682 | 10,990,019 | 69,637,013 | 4,027,603 | 954,566 | - | 133,922,883 |
| - | 3,091,887 | 552,254 | 170,975 | - | - | 3,815,116 |
| 1,257,134 | 2,177,075 | 3,592,733 | 8,042,070 | 3,268,908 | 18,983 | 18,356,903 |
| 550,676 | 991,428 | 3,045,655 | 10,176,955 | 5,839,834 | - | 20,604,548 |
| - | - | - | - | - | 1,097,233 | 1,097,233 |
| 114,529,582 | 22,738,093 | 79,808,476 | 24,767,964 | 10,806,089 | 1,985,686 | 254,635,890 |
| $(2,183,855)$ | $(2,570,000)$ | $(4,569,631)$ | - | - | - | $(9,323,486)$ |
| $(2,369,588)$ | $(664,934)$ | $(500,000)$ | - | - | - | $(3,534,522)$ |
| $(15,885,517)$ | $(15,829)$ | $(283,450)$ | - | - | - | $(16,184,796)$ |
| $(136,645,157)$ | $(16,868,455)$ | $(38,862,103)$ | $(11,203,989)$ | - | - | (203,579,704) |
| - | - | - | - | $(3,991,461)$ | - | $(3,991,461)$ |
|  |  | - | - | - | (1,615,080) | $(1,615,080)$ |
| (157,084,117) | (20,119,218) | $(44,215,184)$ | $(11,203,989)$ | $(3,991,461)$ | $\underline{(1,615,080)}$ | (238,229,049) |
| $(42,554,535)$ | 2,618,875 | 35,593,292 | 13,563,975 | 6,814,628 | 370,606 | 16,406,841 |

The Group and Bank

As at December 31, 2011 Assets
Cash and balances with the central bank
Due from banks and other financial institutions
Placements with and loans to banks and other financial
institutions Finacial
Loans and advances to customers . . . . . . . . . . . . . . . . . . . . . .
investment securities
—Loans and receivables $\ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots \ldots$
-held-to-maturity . . Other financial assets Total assets Liabilities
Deposits from banks and other financial institutions
Placements from banks and other financial institutions Financial assets sold under repurchase agreements . Deposits from customers Debt securities in issue . Other financial liabilities
Total liabilities.
Total interest rate sensitivity gap

| Up to 1 month | 1-3 months | $\begin{aligned} & 3 \text { months } \\ & \text { to } 1 \text { year } \end{aligned}$ | 1-5 years | Over 5 years | Non-interest bearing | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 56,675,560 | - | - | - | - | 973,723 | 57,649,283 |
| 3,140,097 | 540,060 | 153,508 | - | - | - | 3,833,665 |
| 1,240,902 | 1,456,011 | 116,464 | 1,617,518 | - | - | 2,813,377 |
| 98,911 | 410,809 | 440,432 | 1,617,518 | 1,031,164 | - | 3,598,834 |
| 2,824,895 | 14,097,089 | 21,276,139 | - |  | - | 38,198,123 |
| 52,704,958 | 15,791,263 | 85,818,880 | 4,328,260 | 1,298,114 | - | 159,941,475 |
| 1,663, | 89,930 | 1,636,377 | 87,882 | - | - | 1,814,189 |
| 1,663,122 | 4,517,150 | 6,482,264 | 8,997,831 | 3,903,855 | 16,383 | 25,580,605 |
| 521,661 | 933,385 | 7,833,578 | 8,844,991 | 7,929,111 | - | 26,062,726 |
| - | - | - | - | - | $\underline{2,017,310}$ | 2,017,310 |
| 118,870,106 | 37,835,697 | 123,757,642 | 23,876,482 | 14,162,244 | 3,007,416 | 321,509,587 |
| (2,716,110) | $(725,794)$ | $(278,148)$ | $(2,172,591)$ | $(72,607)$ | - | (5,965,250) |
| $(748,200)$ |  | $(150,000)$ | - | - | - | $(898,200)$ |
| $(17,137,597)$ | (14,977,688) | $(15,768,181)$ | - | - | - | $(47,883,466)$ |
| $(148,775,136)$ | $(23,756,344)$ | $(47,317,151)$ | $(18,894,492)$ | $(800,000)$ | - | (239,543,123) |
| - | - | - | - | $(3,991,828)$ | - | $(3,991,828)$ |
| - |  | - | - | - | $(3,702,943)$ | $(3,702,943)$ |
| (169,377,043) | $(39,459,826)$ | $(63,513,480)$ | $(21,067,083)$ | $(4,864,435)$ | $(3,702,943)$ | (301,984,810) |
| $(50,506,937)$ | $(1,624,129)$ | 60,244,162 | 2,809,399 | 9,297,809 | $(695,527)$ | 19,524,777 |

The Group and Bank

As at December 31, 2012
Assets
Due from banks and other financial institutions .......
Placements with and loans to banks and other financial
institutions
Financial assets held for trading .
Financial assets held under resale agreements
Loans and advances to
investment securities
-available-for-sale ..
-held-to-matur Other financial assets
Total assets
Deposits from banks and other financial institutions . . Placements from banks and other financial institutions Financial assets sold under repurchase agreements Deposits from customers
Debt securities in issue .
Other financial liabilities
Total liabilities
Total interest rate sensitivity gap

| Up to 1 month | 1-3 months | $\begin{aligned} & 3 \text { months } \\ & \text { to } 1 \text { year } \\ & \hline \end{aligned}$ | 1-5 years | $\underline{\text { Over } 5 \text { years }}$ | $\begin{array}{c}\text { Non-interest } \\ \text { bearing }\end{array}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 58,635,538 | - | - | - | - | 1,014,730 | 59,650,268 |
| 2,253,152 | 854,070 | 1,060,118 | - | - | - | 4,167,340 |
| 7,727 | 231,917 | 652,953 | - | - | - | 892,597 |
| 89,215 | 316,314 | 567,490 | 1,657,813 | 1,037,586 | - | 3,668,418 |
| - | - | - | - | - | 210 | 210 |
| 8,891,796 | 38,954,063 | 44,435,035 | - | - | - | 92,280,894 |
| 52,462,443 | 18,670,240 | 101,570,073 | 5,478,105 | 685,200 | - | 178,866,061 |
| 3,068,045 | 1,042,175 | 4,271,200 | 51,979 | - | - | 8,433,399 |
| 4,258,623 | 4,837,320 | 5,230,808 | 11,838,425 | 4,940,347 | 16,383 | 31,121,906 |
| 1,892,410 | 1,298,916 | 3,488,923 | 9,811,983 | 9,219,877 | 1,91, | 25,712,109 |
| - | - | - | - | - | 1,991,532 | 1,991,532 |
| 131,558,949 | 66,205,015 | 161,276,600 | 28,838,305 | $\underline{15,883,010}$ | 3,022,855 | 406,784,734 |
| $(2,630,338)$ | $(1,970,000)$ | $(9,100,000)$ | $(6,000,000)$ | - | - | $(19,700,338)$ |
| $(628,683)$ | $(274,232)$ | - | - | - | - | $(902,915)$ |
| - | - | - | - | - | (91) | (91) |
| $(24,375,062)$ | $(40,954,883)$ | $(35,340,160)$ | - | - | - | $(100,670,105)$ |
| (150,664,179) | $(23,516,988)$ | $(48,972,832)$ | $(27,382,412)$ | $(1,600,896)$ | - | (252,137,307) |
| - | - | - | $(4,993,225)$ | $(3,992,018)$ | - | (8,985,243) |
| - | - | - | - | - | (3,572,425) | (3,572,425) |
| (178,298,262) | $(66,716,103)$ | $(93,412,992)$ | $(38,375,637)$ | (5,592,914) | (3,572,516) | (385,968,424) |
| $(46,739,313)$ | $(511,088)$ | 67,863,608 | $(9,537,332)$ | $\underline{10,290,096}$ | $(549,661)$ | 20,816,310 |

## The Group

As at June 30, 2013
Assets
Cash and balances with the central bank
Due from banks and other financial institutions .......
Placements with and loans to banks and other financial
institutions ................................................... Financial assets held for trading Derivatives financial assets. Financial assets held under resale agreements
Loans and advances to customers ............................ investment securities -Loans and receivables ...
-available-for-sale .
-held-to-maturity Other financial assets
Total assets
Liabilities
Deposits from banks and other financial institutions . . Placements from banks and other financial institutions Fin Financial assets sold under repurchase agreements Deposits from customers Debt securities in issue . Other financial liabilities
Total liabilities
Total interest rate sensitivity gap

| Up to 1 month | 1-3 months | $\begin{gathered} 3 \text { months to } \\ 1 \text { year } \end{gathered}$ | 1-5 years | $\underline{\text { Over } 5 \text { years }}$ | $\begin{gathered} \text { Non-interest } \\ \text { bearing } \end{gathered}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 58,635,538 | - | - | - | - | 1,012,933 | 59,648,471 |
| 2,253,152 | 854,070 | 1,060,118 | - | - | - | 4,167,340 |
| 7,727 | 231,917 | 652,953 | 1,657,813 | , - | - | 892,597 |
| 89,215 | 316,314 | 567,490 | 1,657,813 | 1,037,586 | - | 3,668,418 |
| - | - | - | - | - | 210 | 210 |
| 8,891,796 | 38,954,063 | 44,435,035 | - | - | - | 92,280,894 |
| 52,462,443 | 18,670,240 | 101,569,873 | 5,478,105 | 685,200 | - | 178,865,861 |
| 3,068,045 | 1,042,175 | 4,271,200 | 51,979 | - | - | 8,433,399 |
| 4,258,623 | 4,837,320 | 5,230,808 | 11,838,425 | 4,940,347 | 16,383 | 31,121,906 |
| 1,892,410 | 1,298,916 | 3,488,923 | 9,811,983 | 9,219,877 | 1,91, | 25,712,109 |
|  | - | - | - | - | 1,991,532 | 1,991,532 |
| 131,558,949 | 66,205,015 | $\underline{161,276,400}$ | 28,838,305 | $\underline{15,883,010}$ | 3,021,058 | 406,782,737 |
| (2,649,440) | (2,040,000) | (9,100,000) | $(6,000,000)$ | - | - | $(19,789,440)$ |
| $(628,683)$ | $(274,232)$ | - | - | - | - | $(902,915)$ |
| - | - | - | - | - | (91) | (91) |
| $(24,375,062)$ | $(40,954,883)$ | $(35,340,160)$ | - | - | - | $(100,670,105)$ |
| (150,653,092) | $(23,516,988)$ | $(48,972,832)$ | $(27,382,412)$ | $(1,600,896)$ | - | (252,126,220) |
| - | - | - | $(4,993,225)$ | $(3,992,018)$ | - | $(8,985,243)$ |
|  |  | - | - | - | $(3,572,424)$ | $(3,572,424)$ |
| (178,306,277) | $(66,786,103)$ | $(93,412,992)$ | $(38,375,637)$ | (5,592,914) | (3,572,515) | (386,046,438) |
| $(46,747,328)$ | $(581,088)$ | 67,863,408 | $(9,537,332)$ | $\underline{\underline{10,290,096}}$ | $(551,457)$ | 20,736,299 |

## The Bank

As at June 30, 2013
Assets
Cash and balances with the central bank
Due from banks and other financial institutions .......
Placements with and loans to banks and other financial
institutions .................................................. Financial assets held for trading
Derivatives financial assets. Financial assets held under resale agreements investmen ecurities -Loans and receivables ...
-available-for-sale .
-held-to-maturity Other financial assets Total assets
Liabilities
Deposits from banks and other financial institutions .. Placements from banks and other financial institutions Financial assets sold under repurchase agreements Deposits from customers Debt securities in issue . Other financial liabilities
Total liabilities
Total interest rate sensitivity gap

The Group mainly narrows its interest rate sensitivity gap between assets and liabilities through shorter durations for investments and loan price reset.

The currency for the Group's majority of interest-bearing assets is RMB. The potential impact on net interest income as at the balance sheet dates stated below with 100 bps changes along the yield curve is as follows:

## The Group

|  | Estimated changes in net interest income |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | As at December 31, |  |  | As at June 30, |
|  | 2010 | 2011 | 2012 | 2013 |
| 100 bps up along the yield curve | 713,094 | 864,491 | 964,629 | 1,012,206 |
| 100 bps down along the yield curve | $(713,094)$ | $(864,491)$ | $(964,629)$ | $(1,012,206)$ |

## The Bank

|  | Estimated changes in net interest income |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | As at December 31, |  |  | As at June 30, |
|  | 2010 | 2011 | 2012 | 2013 |
| 100 bps up along the yield curve | 713,094 | 864,491 | 964,629 | 1,011,472 |
| 100 bps down along the yield curve | $(713,094)$ | $(864,491)$ | $(964,629)$ | $(1,011,472)$ |

During the sensitivity analysis, the Group adopts the following assumptions when determining business conditions and financial index:

- The fluctuation rates of different interest-bearing assets and liabilities are the same;
- Demand deposits will not be re-priced;
- All re-pricing assets and liabilities are re-priced in the middle of relevant periods;
- Analysis is based on static gap on balance sheet date, regardless of subsequent changes;
- Regardless of impact on the customer's behavior resulted from interest rate changes;
- Regardless of impact on market price resulted from interest rate changes;
- Regardless of actions taken by the Group and the Bank.

Therefore, the actual changes of net profit may differ from the analysis above.

### 46.2.4 Currency risk

The Group takes on exposure to the effects of fluctuations in the prevailing foreign currency exchange rates on its financial position and cash flows.

The major principle for control over currency risk of the Group is to match assets and liabilities in different currencies and to keep currency risk within limits. Based on the guidelines provided by Risk Management Committee, laws and regulations as well as evaluation on the current market, the Group sets its risk limits and minimize the possibility of mismatch through more reasonable allocation of foreign currency source and deployment. Authorization management of foreign currency exposure is categorized by business type and traders' limits of authority.

The table below summarizes the Group's exposure to foreign currency exchange rate risk at balance sheet date. Included in the table are the Group's assets and liabilities at carrying amounts in RMB, categorized by the original currency:

## The Group and Bank

|  | RMB | USD | EUR | Others | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2010 |  |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash and balances with the central bank | 34,566,800 | 12,180 | 109 | 437 | 34,579,526 |
| Due from banks and other financial institutions | 1,040,768 | 407,968 | 34,899 | 12,717 | 1,496,352 |
| Placements with and loans to banks and other financial institutions | 1,237,152 | - | - | - | 1,237,152 |
| Financial assets held for trading | 2,717,898 | - | - | - | 2,717,898 |
| Financial assets held under resale agreements | 10,542,884 | - | - | - | 10,542,884 |
| Loans and advances to customers investment securities | 113,828,647 | 212,844 | 7,238 | 9,714 | 114,058,443 |
| -Loans and receivables | 6,888,458 | - | - | - | 6,888,458 |
| -available-for-sale | 20,865,630 | - | - | - | 20,865,630 |
| -held-to-maturity | 13,190,678 | - | - | - | 13,190,678 |
| Other financial assets | 810,067 | 390,135 | 2 | 11,506 | 1,211,710 |
| Total assets | 205,688,982 | 1,023,127 | 42,248 | 34,374 | 206,788,731 |
| Liabilities |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(9,822,442)$ | - | - | - | (9,822,442) |
| Placements from banks and other financial institutions | $(828,320)$ | $(434,820)$ | - | - | $(1,263,140)$ |
| Financial assets sold under repurchase agreements | $(20,797,969)$ | - | - | - | $(20,797,969)$ |
| Deposits from customers | (159,258,300) | $(268,879)$ | $(34,072)$ | $(20,755)$ | $(159,582,006)$ |
| Other financial liabilities | $(1,447,617)$ | (206) | (103) | (6) | $(1,447,932)$ |
| Total liabilities | (192,154,648) | $(703,905)$ | $(34,175)$ | (20,761) | $\underline{(192,913,489)}$ |
| Net on-balance sheet financial position | 13,534,334 | 319,222 | 8,073 | 13,613 | 13,875,242 |
| Financial guarantees and credit commitments | 29,624,737 | $\underline{\text { 1,379,489 }}$ | 41,497 | 328,523 | 31,374,246 |

## The Group and Bank

|  | RMB | USD | EUR | Others | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2011 |  |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash and balances with the central bank | 55,816,847 | 11,259 | 76 | 462 | 55,828,644 |
| Due from banks and other financial institutions | 6,632,536 | 351,458 | 78,305 | 13,909 | 7,076,208 |
| Placements with and loans to banks and other financial institutions | 3,581,172 | - | - | - | 3,581,172 |
| Financial assets held for trading | 5,035,807 | - | - | - | 5,035,807 |
| Financial assets held under resale agreements | 5,317,376 | - | - | - | 5,317,376 |
| Loans and advances to customers . . . . investment securities | 133,133,762 | 739,815 | 8,008 | 41,298 | 133,922,883 |
| —Loans and receivables | 3,815,116 | - | - | - | 3,815,116 |
| -available-for-sale | 18,356,903 | - | - | - | 18,356,903 |
| -held-to-maturity | 20,604,548 | - | - | - | 20,604,548 |
| Other financial assets | 1,097,215 | 13 | 3 | 2 | 1,097,233 |
| Total assets | 253,391,282 | 1,102,545 | 86,392 | 55,671 | 254,635,890 |
| Liabilities |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(9,323,486)$ | - | - | - | $(9,323,486)$ |
| Placements from banks and other financial institutions | $(3,361,082)$ | $(135,765)$ | - | $(37,675)$ | $(3,534,522)$ |
| Financial assets sold under repurchase agreements | $(16,184,796)$ | - | - | - | $(16,184,796)$ |
| Deposits from customers | (202,986,421) | $(565,697)$ | $(15,148)$ | $(12,438)$ | $(203,579,704)$ |
| Debt securities in issue | $(3,991,461)$ | - | - | - | $(3,991,461)$ |
| Other financial liabilities | $(1,604,524)$ | $(10,529)$ | (17) | (10) | $(1,615,080)$ |
| Total liabilities | (237,451,770) | $(711,991)$ | $(15,165)$ | $(50,123)$ | $(238,229,049)$ |
| Net on-balance sheet financial position | 15,939,512 | 390,554 | 71,227 | 5,548 | 16,406,841 |
| Financial guarantees and credit commitments | 40,557,283 | 2,764,708 | 340,230 | 72,554 | 43,734,775 |

## The Group and Bank

|  | RMB | USD | EUR | Other | Tot |
| :---: | :---: | :---: | :---: | :---: | :---: |
| at December 31, 2012 |  |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash and balances with the central bank | 57,566,091 | 82,693 | 47 | 452 | 57,649,283 |
| Due from banks and other financial institutions | 3,295,530 | 227,812 | 207,924 | 102,399 | 3,833,665 |
| Placements with and loans to banks and other financial institutions | 2,813,377 | - | - | - | 2,813,377 |
| Financial assets held for trading | 3,598,834 | - | - | - | 3,598,834 |
| Financial assets held under resale agreements | 38,198,123 | - | - | - | 38,198,123 |
| Loans and advances to customers investment securities | 158,098,655 | 1,837,747 | 5,073 | - | 159,941,475 |
| -Loans and receivables | 1,814,189 | - | - | - | 1,814,189 |
| -available-for-sale | 25,580,605 | - | - | - | 25,580,605 |
| -held-to-maturity | 26,062,726 | - | - | - | 26,062,726 |
| Other financial assets | 2,015,784 | 1,030 | 496 | - | 2,017,310 |
| Total assets | 319,043,914 | 2,149,282 | 213,540 | 102,851 | 321,509,587 |
| Liabilities |  |  |  |  |  |
| Deposits from banks and other financial institutions ..... | $(5,613,339)$ | $(188,565)$ | $(163,346)$ | - | $(5,965,250)$ |
| Placements from banks and other financial institutions | $(457,200)$ | $(441,000)$ | - | - | $(898,200)$ |
| Financial assets sold under repurchase agreements | $(47,883,466)$ | - | - | - | $(47,883,466)$ |
| Deposits from customers | $(238,333,585)$ | $(998,079)$ | $(47,602)$ | $(163,857)$ | (239,543,123) |
| Debt securities in issue | $(3,991,828)$ | - | - | - | $(3,991,828)$ |
| Other financial liabilities | (3,701,165) | $(1,516)$ | (253) | (9) | (3,702,943) |
| Total liabilities | (299,980,583) | $\underline{(1,629,160)}$ | (211,201) | $(163,866)$ | (301,984,810) |
| Net on-balance sheet financial position | $\underline{ }$ 19,063,331 | $\underline{\text { 520,122 }}$ | 2,339 | $\underline{(61,015)}$ | $\underline{\text { 19,524,777 }}$ |
| Financial guarantees and credit commitments | $\underline{50,467,418}$ | $\underline{ }$ 1,284,867 | $\underline{\text { 597,494 }}$ | $\underline{\text { 126,071 }}$ | 52,475,850 |

## The Group

## As at June 30, 2013

Assets
Cash and balances with the central bank. . . . . . . . . . . . . . . . . . . . . . .
Due from banks and other financial
institutions
Placements with and loans to banks and other financial institutions . .
RMB
USD
EUR $\quad$ Others

| Financial assets held for trading | 3,668,418 | - | - | - | 3,668,418 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Derivative financial assets | 30 | 179 | 1 | - | 210 |
| Financial assets held under resale agreements | 92,280,894 | - | - | - | 92,280,894 |
| Loans and advances to customers investment securities | 177,428,691 | 1,416,794 | 11,719 | 8,857 | 178,866,061 |
| —Loans and receivables | 8,433,399 | - | - | - | 8,433,399 |
| -available-for-sale | 31,121,906 | - | - | - | 31,121,906 |
| -held-to-maturity | 25,712,109 | - | - | - | 25,712,109 |
| Other financial assets | 1,990,978 | 476 | - | 78 | 1,991,532 |
| Total assets | 404,603,803 | 1,995,903 | 156,141 | 28,887 | 406,784,734 |

Liabilities
Deposits from banks and other financial institutions . . . . . . . . . . $(19,700,338) \quad-\quad$ - $(19,700,338)$
Placements from banks and other financial institutions
$(157,200) \quad(745,715)$
Derivative financial liabilities . . . . . .
Financial assets sold under repurchase
$\qquad$
Deposits from customers . . . . . . . . . . .
Debt securities in issue . . . . . . . . . . . .

| $(100,670,105)$ | - | - | - | $(100,670,105)$ |
| ---: | ---: | ---: | ---: | ---: |
| $(251,536,457)$ | $(583,259)$ | $(2,235)$ | $(15,356)$ | $(252,137,307)$ |
| $(8,985,243)$ | - | - | - | $(8,985,243)$ |

Other financial liabilities . . . . . . . . . . .
Total liabilities . . . . . . . . . . . . . . . . . .
Net on-balance sheet financial

| position | 19,987,086 | 661,860 | 153,858 | 13,506 | 20,816,310 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Financial guarantees and credit commitments | 56,338,484 | 2,021,759 | 97,312 | 80,283 | 58,537,838 |

## The Bank

|  | RMB | USD | EUR | Others | Tota |
| :---: | :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash and balances with the central bank | 59,622,067 | 26,279 | 61 | 64 | 59,648,471 |
| Due from banks and other financial institutions | 3,575,149 | 427,943 | 144,360 | 19,888 | 4,167,340 |
| Placements with and loans to banks and other financial institutions | 768,365 | 124,232 | - | - | 892,597 |
| Financial assets held for trading | 3,668,418 |  | - | - | 3,668,418 |
| Derivative financial assets | 30 | 179 | 1 | - | 210 |
| Financial assets held under resale agreements | 92,280,894 | - | - | - | 92,280,894 |
| Loans and advances to customers . .... investment securities | 177,428,491 | 1,416,794 | 11,719 | 8,857 | 178,865,861 |
| -Loans and receivables | 8,433,399 | - | - | - | 8,433,399 |
| -available-for-sale | 31,121,906 | - | - | - | 31,121,906 |
| -held-to-maturity | 25,712,109 | - | - | - | 25,712,109 |
| Other financial assets | 1,990,978 | 476 | - | 78 | 1,991,532 |
| Total assets | 404,601,806 | 1,995,903 | 156,141 | 28,887 | 406,782,737 |
| Liabilities |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(19,789,440)$ | - | - | - | $(19,789,440)$ |
| Placements from banks and other financial institutions | $(157,200)$ | $(745,715)$ | - | - | $(902,915)$ |
| Derivative financial liabilities | (84) | (7) | - | - | (91) |
| Financial assets sold under repurchase agreements | $(100,670,105)$ | - | - | - | (100,670,105) |
| Deposits from customers | (251,525,370) | $(583,259)$ | $(2,235)$ | $(15,356)$ | $(252,126,220)$ |
| Debt securities in issue | $(8,985,243)$ | - | - | - | $(8,985,243)$ |
| Other financial liabilities | $(3,567,289)$ | $(5,062)$ | (48) | (25) | (3,572,424) |
| Total liabilities | (384,694,731) | $(1,334,043)$ | $(2,283)$ | $(15,381)$ | (386,046,438) |
| Net on-balance sheet financial position | 19,907,075 | 661,860 | 153,858 | 13,506 | 20,736,299 |
| Financial guarantees and credit commitments | 56,338,484 | 2,021,759 | 97,312 | 80,283 | 58,537,838 |

The Group's foreign currency exposure is not material. The major foreign currency exposure is with USD and EUR. The potential impact on net profits resulted from foreign currency translation gain or loss with $1 \%$ fluctuation of foreign currency against RMB is as follows:

## The Group and Bank

|  | Estimated change in net profits/(losses) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | As at December 31, |  |  | As at June 30, |
|  | 2010 | 2011 | 2012 | 2013 |
| 1\% of appreciation of FX against RMB | 2,557 | 3,505 | 3,461 | 6,219 |
| 1\% of depreciation of FX against RMB | $(2,557)$ | $(3,505)$ | $(3,461)$ | $(6,219)$ |

During the sensitivity analysis, the Group adopts the following assumptions when determining business conditions and financial index, regardless of:

- Analysis is based on static gap on balance sheet date, regardless of subsequent changes;
- Regardless of impact on the customer's behavior resulted from interest rate changes;
- Regardless of impact on market price resulted from interest rate changes;
- Regardless of actions taken by the Group and the Bank.

Therefore, the actual changes of net profit may differ from the analysis above.

### 46.3 Liquidity risk

### 46.3.1 Overview

Keep a match between the maturity dates of assets and liabilities and maintain an effective control over mismatch is of great importance to the Group. Due to the uncertainty of terms and types of business, it is difficult for banks to keep a perfect match. Unmatched position may increase revenues but it also exposes the Group to greater risks of losses.

The match between maturity dates of assets and liabilities as well as a banks' ability to replace due liabilities with acceptable costs are all key factors when evaluating its' exposure to liquidity, interest rate and foreign exchange rate risks.

The Group is exposed to daily calls on its available cash resources from overnight deposits, demand accounts, time deposits fall due, debt securities payable, loan draw downs, guarantees and from margin and other calls on cash settled derivatives. According to previous experience, a large portion of matured deposits are not withdrawn on the maturity date. The Group sets limits on the minimum proportion of funds to be made available to cover different levels of unexpected withdrawals.
46.3.2 Non-derivative financial liabilities and assets held for managing liquidity risk

The table below presents the cash flows receivable and payable by the Group under non-derivative financial liabilities and assets held for managing liquidity risk by remaining contractual maturities at the balance sheet date. The amounts disclosed in the table are the contractual undiscounted cash flow, and the Group manages the liquidity risk based on the estimation of future cash flow.

The Group and Bank

|  | $\underset{1}{\text { Up to }}$ | 1-3 months | 3-12 months | 1-5 years | $\begin{aligned} & \text { Over } \\ & 5 \text { years } \end{aligned}$ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Decemb |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(1,819,206)$ | $(119,416)$ | $(5,957,822)$ | $(2,122,693)$ | - | $(10,019,137)$ |
| Placements from banks and other financial institutions | $(674,822)$ | $(292,525)$ | $(273,972)$ | $(378,655)$ | - | $(1,619,974)$ |
| Financial assets sold under repurchase agreements | $(11,884,267)$ | $(4,500,775)$ | $(4,528,905)$ | - | - | $(20,913,947)$ |
| Deposits from customers | $(113,982,963)$ | $(14,855,460)$ | $(28,434,000)$ | $(3,018,407)$ | (6) | $(160,290,836)$ |
| Other financial liabilities | - | - | $(815,282)$ | - | - | $(815,282)$ |
| Total liabilities(contractual maturity) | $\underline{(128,361,258)}$ | $\underline{(19,768,176)}$ | $\underline{(40,009,981)}$ | (5,519,755) | (6) | $(193,659,176)$ |
| Assets |  |  |  |  |  |  |
| Cash and balances with the central bank | 34,591,719 | - | - | - | - | 34,591,719 |
| Due from banks and other financial institutions | 1,497,346 | - | - | - | - | 1,497,346 |
| Placements with and loans to banks and other financial institutions | 548,788 | 246,644 | 453,725 | - | - | 1,249,157 |
| Financial assets held for trading | 31,957 | 144,903 | 516,752 | 2,103,194 | 520,622 | 3,317,428 |
| Financial assets held under resale agreements | 3,376,789 | 2,465,077 | 4,796,805 | - | - | 10,638,671 |
| Loans and advances to customers | 7,756,085 | 11,944,931 | 51,538,815 | 42,655,124 | 23,033,825 | 136,928,780 |
| Investment securities |  |  |  |  |  |  |
| -Loans and receivables | 300,164 | 343,773 | 6,215,566 | 299,599 | - | 7,159,102 |
| -Available-for-sale | 282,709 | 1,350,299 | 3,623,841 | 12,397,329 | 6,339,196 | 23,993,374 |
| -Held-to-maturity | 29,236 | 64,391 | 1,342,078 | 8,537,236 | 5,785,828 | 15,758,769 |
| Other financial assets | - | - | 401,502 | 14,121 | - | 415,623 |
| Financial assets held for managing liquidity risk (contractual maturity) | 48,414,793 | 16,560,018 | 68,889,084 | 66,006,603 | 35,679,471 | 235,549,969 |
| Net liquidity | $(79,946,465)$ | $(3,208,158)$ | 28,879,103 | $\underline{\underline{60,486,848}}$ | $\underline{\underline{35,679,465}}$ | 41,890,793 |

## The Group and Bank

|  | Up to 1 month | 1-3 months | 3-12 months | 1-5 years | Over <br> 5 years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2011 |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(2,214,593)$ | $(2,702,290)$ | $(4,708,424)$ | - | - | $(9,625,307)$ |
| Placements from banks and other financial institutions | $(2,369,862)$ | $(665,417)$ | $(500,000)$ | - | - | $(3,535,279)$ |
| Financial assets sold under repurchase agreements. | $(15,906,232)$ | $(15,898)$ | $(285,728)$ | - | - | $(16,207,858)$ |
| Deposits from customers | $(136,653,187)$ | $(16,965,064)$ | $(39,524,808)$ | $(12,792,541)$ | - | $(205,935,600)$ |
| Debt securities in issue | - - | - | $(262,000)$ | $(1,048,000)$ | $(5,310,000)$ | $(6,620,000)$ |
| Other financial liabilities | - | - | $(337,334)$ | - | - | $(337,334)$ |
| Total liabilities(contractual maturity) | $\underline{(157,143,874)}$ | $(20,348,669)$ | $(45,618,294)$ | $(13,840,541)$ | (5,310,000) | $\underline{(242,261,378)}$ |
| Assets |  |  |  |  |  |  |
| Cash and balances with the central bank | 55,828,644 | - | - | - | - | 55,828,644 |
| Due from banks and other financial institutions | 5,358,308 | 1,313,280 | 453,457 | - | - | 7,125,045 |
| Placements with and loans to banks and other financial institutions | 1,571,186 | 306,086 | 1,784,034 | - | - | 3,661,306 |
| Financial assets held for trading | 83,719 | 163,082 | 970,950 | 3,591,490 | 1,122,684 | 5,931,925 |
| Financial assets held under resale agreements | 2,319,197 | 3,021,901 | - | - | - | 5,341,098 |
| Loans and advances to customers | 8,729,152 | 14,629,871 | 64,701,551 | 38,608,604 | 30,302,615 | 156,971,793 |
| Investment securities -Loans and receivables | - | 3,194,674 | 602,246 | 215,529 | - | 4,012,449 |
| -Available-for-sale | 924,216 | 1,105,158 | 2,628,151 | 11,348,451 | 5,267,513 | 21,273,489 |
| -Held-to-maturity | 103,457 | 532,079 | 2,412,218 | 13,097,742 | 7,914,399 | 24,059,895 |
| Other financial assets | 53,254 | - | - | - | - | 53,254 |
| Financial assets held for managing liquidity risk (contractual maturity) | 74,971,133 | 24,266,131 | 73,552,607 | 66,861,816 | 44,607,211 | 284,258,898 |
| Net liquidity | $(82,172,741)$ | 3,917,462 | 27,934,313 | 53,021,275 | 39,297,211 | 41,997,520 |

## The Group and Bank

|  | Up to 1 month | 1-3 months | 3-12 months | 1-5 years | Over <br> 5 years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2012 |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(416,987)$ | $(3,084,875)$ | $(384,527)$ | $(2,231,439)$ | $(77,281)$ | $(6,195,109)$ |
| Placements from banks and other financial institutions | $(748,542)$ | - | $(159,125)$ | - | - | $(907,667)$ |
| Financial assets sold under repurchase agreements | $(17,161,309)$ | $(15,092,228)$ | $(16,012,593)$ | - | - | $(48,266,130)$ |
| Deposits from customers | $(134,855,643)$ | $(38,297,119)$ | $(48,686,164)$ | $(21,961,684)$ | $(800,000)$ | $(244,600,610)$ |
| Debt securities in issue | - | - | $(262,000)$ | $(1,048,000)$ | $(5,048,000)$ | $(6,358,000)$ |
| Other financial liabilities | $(1,765,408)$ | - | - | - - | - | $(1,765,408)$ |
| Total liabilities(contractual maturity) | $\underline{(154,947,889)}$ | $(56,474,222)$ | $(65,504,409)$ | $(25,241,123)$ | $(5,925,281)$ | $(308,092,924)$ |
| Assets |  |  |  |  |  |  |
| Cash and balances with the central bank | 57,649,283 | - | - | - | - | 57,649,283 |
| Due from banks and other financial institutions | 1,993,405 | 1,699,115 | 157,112 | - | - | 3,849,632 |
| Placements with and loans to banks and other financial institutions. | 1,242,516 | 1,465,870 | 119,155 | - | - | 2,827,541 |
| Financial assets held for trading | 36,670 | 165,028 | 472,324 | 2,441,604 | 1,207,041 | 4,322,667 |
| Financial assets held under resale agreements | 2,828,144 | 14,209,689 | 21,620,831 | - | - | 38,658,664 |
| Loans and advances to customers | 10,414,841 | 19,580,790 | 75,675,495 | 47,320,787 | 34,885,191 | 187,877,104 |
|  |  |  |  |  |  |  |
| -Loans and receivables | - | 93,623 | 1,694,725 | 119,941 | - | 1,908,289 |
| -Available-for-sale | 1,422,632 | 2,478,253 | 4,381,657 | 14,224,778 | 7,242,199 | 29,749,519 |
| -Held-to-maturity | 52,943 | 465,474 | 6,415,833 | 14,435,356 | 9,277,541 | 30,647,147 |
| Other financial assets | 659,506 | - | - | - - | - | 659,506 |
| Financial assets held for managing liquidity risk (contractual maturity) | 76,299,940 | 40,157,842 | 110,537,132 | 78,542,466 | 52,611,972 | 358,149,352 |
| Net liquidity | $(78,647,949)$ | (16,316,380) | 45,032,723 | 53,301,343 | 46,686,691 | 50,056,428 |

## The Group

|  | Up to 1 month | 1-3 months | 3-12 months | $1-5$ years | Over 5 years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(2,633,954)$ | $(2,008,930)$ | $(9,283,051)$ | $(6,781,150)$ | - | $(20,707,085)$ |
| Placements from banks and other financial institutions | $(628,973)$ | $(283,714)$ | - | - - | - | $(912,687)$ |
| Financial assets sold under repurchase agreements | $(24,418,238)$ | $(41,316,216)$ | $(35,846,228)$ | - | - | $(101,580,682)$ |
| Deposits from customers | $(150,683,309)$ | $(23,642,798)$ | $(49,862,600)$ | $(32,052,398)$ | $(2,071,398)$ | $(258,312,503)$ |
| Debt securities in issue |  | - | $(481,400)$ | $(6,684,800)$ | $(4,786,000)$ | $(11,952,200)$ |
| Other financial liabilities | $(1,317,218)$ | - | - | - | - | $(1,317,218)$ |
| Total liabilities(contractual maturity) | (179,681,692) | $(67,251,658)$ | $(95,473,279)$ | $(45,518,348)$ | $(6,857,398)$ | $(394,782,375)$ |
| Assets |  |  |  |  |  |  |
| Cash and balances with the central bank | 59,650,268 | - | - | - | - | 59,650,268 |
| Due from banks and other financial institutions | 2,255,515 | 862,162 | 1,079,076 | - | - | 4,196,753 |
| Placements with and loans to banks and other financial institutions | 7,727 | 232,605 | 667,518 | - | - | 907,850 |
| Financial assets held for trading | 40,265 | 127,887 | 307,307 | 2,686,801 | 1,181,681 | 4,343,941 |
| Financial assets held under resale agreements | 8,903,865 | 39,249,540 | 45,093,882 | - | - | 93,247,287 |
| Loans and advances to customers | 7,406,683 | 22,319,909 | 86,419,283 | 53,599,741 | 40,959,319 | 210,704,935 |
|  |  |  |  |  |  |  |
| -Loans and receivables | 3,075,470 | 1,068,956 | 4,328,974 | 58,360 |  | 8,531,760 |
| -Available-for-sale | 3,254,435 | 3,457,895 | 2,417,703 | 17,525,494 | 9,379,876 | 36,035,403 |
| -Held-to-maturity | 1,463,429 | 761,665 | 2,345,333 | 15,638,144 | 10,464,023 | 30,672,594 |
| Other financial assets | 508,001 | - | - - | - - | - - | 508,001 |
| Financial assets held for managing liquidity risk (contractual maturity) | 86,565,658 | 68,080,619 | 142,659,076 | 89,508,540 | 61,984,899 | 448,798,792 |
| Net liquidity | $(93,116,034)$ | 828,961 | 47,185,797 | 43,990,192 | 55,127,501 | 54,016,417 |

## The Bank

|  | Up to 1 month | 1-3 months | 3-12 months | 1-5 years | Over <br> 5 years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |  |  |
| Liabilities |  |  |  |  |  |  |
| Deposits from banks and other financial institutions | $(2,653,056)$ | $(2,078,930)$ | $(9,283,051)$ | $(6,781,150)$ | - | $(20,796,187)$ |
| Placements from banks and other financial institutions | $(628,973)$ | $(283,714)$ | - | - - | - | $(912,687)$ |
| Financial assets sold under repurchase agreements | $(24,418,238)$ | $(41,316,216)$ | $(35,846,228)$ | - | - | $(101,580,682)$ |
| Deposits from customers | $(150,672,222)$ | $(23,642,798)$ | $(49,862,600)$ | $(32,052,398)$ | $(2,071,398)$ | $(258,301,416)$ |
| Debt securities in issue | - - | - | $(481,400)$ | $(6,684,800)$ | $(4,786,000)$ | (11,952,200) |
| Other financial liabilities | $(1,317,218)$ | - | - | - | - | $(1,317,218)$ |
| Total liabilities(contractual maturity) | (179,689,707) | $(67,321,658)$ | $(95,473,279)$ | $(45,518,348)$ | $(6,857,398)$ | $\underline{(394,860,390)}$ |
| Assets |  |  |  |  |  |  |
| Cash and balances with the central bank | 59,648,471 | - | - | - | - | 59,648,471 |
| Due from banks and other financial institutions | 2,255,515 | 862,162 | 1,079,076 | - | - | 4,196,753 |
| Placements with and loans to banks and other financial institutions | 7,727 | 232,605 | 667,518 | - | - | 907,850 |
| Financial assets held for trading | 40,265 | 127,887 | 307,307 | 2,686,801 | 1,181,681 | 4,343,941 |
| Financial assets held under resale agreements | 8,903,865 | 39,249,540 | 45,093,882 | - | - | 93,247,287 |
| Loans and advances to customers | 7,406,683 | 22,319,909 | 86,419,083 | 53,599,741 | 40,959,319 | 210,704,735 |
|  |  |  |  |  |  |  |
| -Loans and receivables | 3,075,470 | 1,068,956 | 4,328,974 | 58,360 |  | 8,531,760 |
| -Available-for-sale | 3,254,435 | 3,457,895 | 2,417,703 | 17,525,494 | 9,379,876 | 36,035,403 |
| -Held-to-maturity | 1,463,429 | 761,665 | 2,345,333 | 15,638,144 | 10,464,023 | 30,672,594 |
| Other financial assets | 508,001 | - - | - - | - - | - | 508,001 |
| Financial assets held for managing liquidity risk (contractual maturity) | 86,563,861 | 68,080,619 | 142,658,876 | 89,508,540 | 61,984,899 | 448,796,795 |
| Net liquidity | $(93,125,846)$ | 758,961 | 47,185,597 | 43,990,192 | 55,127,501 | 53,936,405 |

### 46.3.3 Derivative financial instruments cash flow

Derivatives settled on a gross basis
The Group's derivatives that will be settled on a gross basis include foreign exchange forward contracts. The table below analyses the Group's derivative financial instruments that will be settled on a gross basis into relevant maturity groupings based on the remaining period at the balance sheet to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows.

## The Group and Bank

|  | $\begin{aligned} & \text { Up to } \\ & 1 \text { month } \end{aligned}$ | 1-3 months | 3 months to 1 year | 1-5 years | Over <br> 5 years | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |  |  |
| Foreign exchange derivatives |  |  |  |  |  |  |
| -Outflow | $(37,608)$ | $(59,164)$ | $(223,589)$ | - | - | $(320,361)$ |
| -Inflow | 37,620 | 59,187 | 223,675 | - | - | 320,482 |
|  | 12 | 23 | 86 | - | - | 121 |

46.3.4 Maturity analysis
The table below analyzes the Group's net assets and liabilities into relevant maturity groupings based on the remaining period at the balance sheet
date to the contractual maturity date. date to the contractual maturity date.

## The Group and Bank

## As at December 31, 2010

Cash and balances with the central bank
Due from banks and other financial institutions ....... Placements with and loans to banks and other financial institutions
institutions . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . . Loans and advances to customers investment securities


 (103,385,090)






APPENDIX I

### 46.3.4 Maturity analysis

## 11,179,873

| $\begin{array}{c}\text { Repayable } \\ \text { on demand }\end{array}$ |
| :---: |

1,481,049
$\begin{array}{r}- \\ - \\ - \\ - \\ - \\ 417,215 \\ \hline 13,078,137\end{array}$

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\begin{aligned}
& \begin{array}{l}
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Overdue Indefinite

 I 1 114,050
| | | | |
 $1-5$ years $\xlongequal{\begin{array}{c}\text { Over } \\ 5 \text { years }\end{array}}$
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1,706,801

$\begin{array}{r}(3,011,-318) \\ (769,710) \\ \hline\end{array}$
$\left|\begin{array}{c}\infty \\ \vdots \\ \underset{\infty}{\infty} \\ \infty \\ \dot{\omega}\end{array}\right|$

1-3 months $\quad 3-12$ months

- | 各







Loans and advances to customers . ...............................
-Held-to-maturity .
Other assets (including deferred income tax assets) .
Total assets .
Deposits from banks and other financial institutions . Placements from banks and other financial institutions Financial assets sold under repurchase agreements . .
Deposits from customers ...................................... Other liabilities (including deferred income tax liabilities) Total liabilities . Net liquidity gap
$\stackrel{\pi}{6}$
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$(500,000)$







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| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |
| 0 | 0 |

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## 1 month

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Repayable on
demand
$22,207,816$
$1,863,574$ --1





Deposits from banks and other financial institutions . . . . . . . . Placements from banks and other financial institutions Placements from banks and other financial institutions
Financial assets sold under repurchase agreements . Financial assets sold under repurchase agreements Deposits from customers
Debt securities in issue Other liabilities (including deferred income tax liabilities)
Other liabilities (including deferred income tax liabilities)
Total liabilities . . . . . . . . . . . . . . . . . . . . . . . . . . . . . .
Net liquidity gap . . . . .
 Total assets . As at December 31, 2011
Cash and balances with the central bank

Total assets .

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Debt securities in issue .

## The Group and Bank

ACCOUNTANT＇S REPORT

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# Up to 1 month 

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$\begin{array}{r}-\overline{7} \\ 1,365,977 \\ - \\ 451,452 \\ \hline 57,477,500 \\ \hline\end{array}$




## $16,737,893$ $1,282,308$

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| :--- |




APPENDIX I

## The Group and Bank

As at December 31， 2012 ． Cash and balances with the central bank Due from banks and other financial institutions ．．．．．． Placements with and loans to banks and other financial institutions Financial assets held for trading ． inancial assets held under resale Loans and advances to customers investment securities
－Loans and receivables
－Held－to－maturity
Other assets（including deferred income tax assets） tions Placements from banks and other financial institutions Financial assets sold under repurchase agreements
Deposits from customers ．
Debt securities in issue
Other liabilities（including deferred income tax liabilities）
Total liabilities
Net liquidity gap
The Group
$\xrightarrow{\text { Total }}$ $59,650,268$
$4,167,340$
892,597
$3,668,418$
210
$92,280,894$
$178,866,061$




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| $1-5$ years | Over <br> 5 years | Overdue | Indefinite | Total |


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| $\substack{\text { Up to } \\ 1 \text { month }}$ |
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| $\begin{array}{c}\text { Repayable on } \\ \text { demand }\end{array}$ |
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$(136,325,585)$
-

appendix I


| 1-5 years | $\begin{aligned} & \text { Over } \\ & 5 \text { years } \end{aligned}$ | Overdue | Indefinite | Total |
| :---: | :---: | :---: | :---: | :---: |


|  | $\begin{aligned} & \infty \\ & \underset{8}{0} \\ & 0 \end{aligned}$ |  |  | $\left\|\begin{array}{l} 0 \\ \underset{n}{1} \\ 0 \\ 0 \\ \end{array}\right\|$ | $\begin{aligned} & \frac{8}{0} \\ & \frac{0}{\circ} \\ & \stackrel{0}{2} \end{aligned}$ |  |  |  | \| |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


|  | $\begin{aligned} & \text { P } \\ & 0 \\ & \underset{\sim}{\infty} \\ & \underset{\sim}{2} \end{aligned}$ |  |  |  | 8 8 0 0 0 | $\xrightarrow{\text { N }}$ |  | ה | $\stackrel{\circ}{\circ}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |


| Up to <br> $\mathbf{1 m o n t h}$ |
| ---: |
| $57,283,027$ |
| 765,940 |
| 7,727 |
| 20,828 |
| 18 |
| $8,891,796$ |
| $6,911,967$ |
| $3,068,045$ |
| $3,113,724$ |
| $1,369,864$ |
| 640,032 |
| $82,072,968$ |
| $(2,396,226)$ |
| $(628,683)$ |
| $(6)$ |
| $(24,375,062)$ |
| $(14,327,507)$ |
| - |
| $(635,134)$ |
| $(42,362,618)$ |

## Repayable on demand




The Bank
As at June 30, 2013 Cash and balances with the central bank. Due from banks and other financial institutions Placements with and loans to banks and other financial institutions . Financial assets held for trading
Derivative financial assets
Financial assets held under resale agreements . . . . . . . Loans and advances to customers . . . . . . . . . . . . . . . .
investment securities
-Loans and receivables .
—Loans and receivables .....................................
Other assets (including deferred income tax assets) .
Total assets . .
Deposits from banks and other financial
institutions
Placements from banks and other financial
institutions
Financial derivative liabilities .
Deposits from customers
Debt securities in issue
Other liabilities (including deferred income tax
liabilities) .
Total liabilities .
Net liquidity gap

### 46.3.5 Off-balance sheet items

The Group provides guarantees and letters of credit to customers based on their credit ratings and amount of cash collaterals. Usually, customers will not withdraw the amount committed by the Group in the guarantees or letters of credit in full, therefore, funds required for guarantees and letters of credit are not so much as required for other commitments of the Group. Meanwhile, the Group may be discharged of its obligations due to overdue or termination of the commitments. As a result, the contractual amount for credit commitment cannot represent the actual funds required.

## The Group and Bank

## As at December 31, 2010

Bank acceptance


## The Group and Bank

As at December 31, 2011

| Bank acceptance | 38,087,308 | - | - | 38,087,308 |
| :---: | :---: | :---: | :---: | :---: |
| Letter of credit | 2,529,126 | 524,017 | - | 3,053,143 |
| Letter of guarantee | 975,762 | 776,753 | 200 | 1,752,715 |
| Loan commitments | 168,903 | 129,097 | - | 298,000 |
| Unused credit card lines | 271,805 | 271,804 | - | 543,609 |
| Total | 42,032,904 | 1,701,671 | 200 | 43,734,775 |

## The Group and Bank

| As at December 31, 2012 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Bank acceptance | 46,602,041 | - | - | 46,602,041 |
| Letter of credit | 1,992,079 | 31,269 | - | 2,023,348 |
| Letter of guarantee | 869,992 | 804,752 | 200 | 1,674,944 |
| Loan commitments | 244,465 | 222,075 | - | 466,540 |
| Unused credit card lines | 854,489 | 854,488 | - | 1,708,977 |
| Total | $\underline{\underline{50,563,066}}$ | $\underline{\underline{1,912,584}}$ | 200 | $\underline{\underline{52,475,850}}$ |

## The Group and Bank

|  | Within 1 year | 1-5 years | $\begin{aligned} & \text { Over } \\ & 5 \text { years } \end{aligned}$ | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |
| Bank acceptance | 50,744,290 | - | - | 50,744,290 |
| Letter of credit | 3,314,316 | 21,392 | - | 3,335,708 |
| Letter of guarantee | 906,274 | 864,797 | 3,181 | 1,774,252 |
| Loan commitments | 126,719 | 278,681 | - | 405,400 |
| Unused credit card lines | 1,139,094 | $\underline{1,139,094}$ | - | 2,278,188 |
| Total | 56,230,693 | 2,303,964 | 3,181 | 58,537,838 |

### 46.4 Fair value of financial assets and liabilities

(a) Financial instruments not measured at fair value

The table below summarizes the carrying amounts and fair values of those financial assets and liabilities not presented at their fair value on the Group's balance sheet, including investment securities-loans and receivables, investment securities-held-to-maturity, deposits from customers and debt securities in issue.

As the following financial assets and liabilities will fall due within one year or are with floating interest rates, their carrying values are similar to fair values. Such assets and liabilities include: cash and balances with the central bank, due from and placements with and loans to banks and other financial institutions, financial assets held under resale agreements, deposits and placements from banks and other financial institutions, financial liabilities sold for repurchase, interest receivable, interest payable, other assets and other liabilities.

|  | As at December 31, |  |  |  |  |  | As at June 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2010 |  | 2011 |  | 2012 |  |  |  |
|  | Carrying value | Fair value | Carrying value | Fair value | Carrying value | Fair value | Carrying value | Fair value |
| Financial assets |  |  |  |  |  |  |  |  |
| Investment securities-Loans and receivables | 6,888,458 | 6,850,449 | 3,815,116 | 3,814,564 | 1,814,189 | 1,795,394 | 8,433,399 | 8,417,646 |
| Investment securities-Held-tomaturity | 13,190,678 | 13,026,324 | 20,604,548 | 20,615,724 | 26,062,726 | 26,013,829 | 25,712,109 | 25,663,696 |
| Financial Liabilities |  |  |  |  |  |  |  |  |
| Deposits from customers | $(159,582,006)$ | $(159,436,224)$ | $(203,579,704)$ | $(203,235,288)$ | $(239,543,123)$ | $(239,150,154)$ | $(252,137,307)$ | $(252,094,138)$ |
| Debt securities in issue | - | - | $(3,991,461)$ | $(3,595,860)$ | $(3,991,828)$ | $(3,929,248)$ | $(8,985,243)$ | $(9,099,364)$ |

Debt securities in issue $\ldots \ldots \ldots \ldots \quad$ - $\ldots \quad(3,991,461) \quad(3,595,860) \quad(3,991,828) \quad(3,929,248) \quad(8,985,243) \quad(9,099,364)$

## (i) Loans and receivables and held-to-maturity investments

The fair value of held-to-maturity assets is based on market prices. As such information is not available for loans and receivables, the estimated fair value represents the discounted amount of estimated future cash flows expected to be received and quoted market prices for products with similar credit, maturity and yield characteristics are used where applicable.
(ii) Deposits from customers
The estimated fair value of deposits with no stated maturity, which includes check accounts, deposit accounts and short-term money market deposits, is the amount repayable on demand. The estimated fair value of fixed interest-bearing time deposits not quoted in an active market is based on discounted cash flows using interest rates for existing time deposits with similar remaining maturity.

## (iii) Debt securities in issue

The aggregate fair value is calculated based on quoted market prices.
(b) Fair value hierarchy

IFRS 7 specifies a hierarchy of valuation techniques based on whether the inputs to those valuation techniques are observable or unobservable. Observable inputs reflect market data obtained from independent sources; unobservable inputs reflect the Group's market assumptions. These two types of inputs have created the following fair value hierarchy:

- Level 1-Quoted prices (unadjusted) in active markets for identical assets or liabilities. This level includes listed equity securities and debt instruments on exchanges (for example, Hong Kong Stock Exchange).
- Level 2-Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices). This level includes the majority of the OTC derivative contracts and issued structured debt in interbank market. The sources of input parameters like LIBOR yield curve or counterparty credit risk are China Bond and Bloomberg.
- Level 3-Inputs for the asset or liability that are not based on observable market data (unobservable inputs). This level includes equity investments.

The Group uses valuation techniques to determine the fair value of financial instruments when open quotation in active markets is not available.

The main parameters used in valuation techniques for financial instruments held by the Group include bond prices, interest rates, foreign exchange rates, equity and stocks prices, volatilities, correlations, early repayment rates, counterparty credit spreads and others, which are all observable and obtainable from open market.

For unlisted equities (private equity) held by the Group, the fair value of these financial instruments may be based on unobservable inputs which may have significant impact on the valuation of these financial instruments. Instruments which have been valued using unobservable inputs have been classified by the Group as level 3. Management determines the fair value of the Group's level 3 financial instruments using a variety of techniques, including examining correlations of these fair values with macro-economic factors, engaging external values, and using valuation models that incorporate unobservable inputs such as loss coverage ratios. The Group has established internal control procedures to control the Group's exposure to such financial instruments.

Assets and liabilities measured at fair value:

## The Group and Bank

|  | Level 1 | Level 2 | Level 3 | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2010 |  |  |  |  |
| Financial assets held for trading —Debt securities | - | 2,717,898 | - | 2,717,898 |
| Available-for-sale —Debt securities | - | 20,725,156 | - | 20,725,156 |
| -Equity securities | 5,660 | - | 8,884 | 14,544 |
| -Asset management schemes by securities firms or trust companies | - | 125,930 | - | 125,930 |
| Total assets | 5,660 | $\underline{\text { 23,568,984 }}$ | $\underline{8,884}$ | 23,583,528 |

## The Group and Bank

|  | Level 1 | Level 2 | Level 3 | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at December 31, 2011 |  |  |  |  |
| Financial assets held for trading -Debt securities | - | 5,035,807 | - | 5,035,807 |
| Available-for-sale |  |  |  |  |
| -Debt securities | - | 16,056,010 | - | 16,056,010 |
| -Equity securities | 8,825 | - | 10,158 | 18,983 |
| -Asset management schemes by securities firms or trust companies | - | 2,281,910 | - | 2,281,910 |
| Total assets | 8,825 | 23,373,727 | 10,158 | 23,392,710 |

## The Group and Bank

## As at December 31, 2012

Financial assets held for trading

| -Debt securities | - | 3,598,834 | - | 3,598,834 |
| :---: | :---: | :---: | :---: | :---: |
| Available-for-sale |  |  |  |  |
| —Debt securities | - | 20,475,612 | - | 20,475,612 |
| -Equity securities | 6,474 | - | 9,909 | 16,383 |
| —Asset managemen companies . . . . | - | 5,088,610 |  | 5,088,610 |
| Total assets | 6,474 | 29,163,056 | 9,909 | 29,179,439 |

## The Group and Bank

|  | Level 1 | Level 2 | Level 3 | Total |
| :---: | :---: | :---: | :---: | :---: |
| As at June 30, 2013 |  |  |  |  |
| Financial assets held for trading -Debt securities | - | 3,668,418 | - | 3,668,418 |
| Derivative financial assets | - | 210 | - | 210 |
| Available-for-sale -Debt securities | - | 25,990,403 | - | 25,990,403 |
| -Equity securities | 6,474 | - | 9,909 | 16,383 |
| -Asset management schemes by securities firms or trust companies | - | 5,115,120 | - | 5,115,120 |
| Total assets | 6,474 | 34,774,151 | 9,909 | 34,790,534 |
| Derivative financial liabilities | - | (91) | - | (91) |
| Total liabilities | - | (91) | - | (91) |

The following table presents the changes in level 3 instruments:

## The Group and Bank

|  | Available-for-sale | $\underline{\text { Total assets }}$ |
| :---: | :---: | :---: |
| Balance at January 1, 2010 | 10,249 | 10,249 |
| Total gains/(losses) |  |  |
| -Disposals | $(1,365)$ | $(1,365)$ |
| Balance at December 31, 2010 | 8,884 | 8,884 |
| Total gains/(losses) for the period included in profit or loss for assets/liabilities held at December 31, 2010 | 343 | 343 |

## The Group and Bank

|  | Available-for-sale | Total assets |
| :---: | :---: | :---: |
| Balance at January 1, 2011 | 8,884 | 8,884 |
| Total gains/(losses) |  |  |
| -Fair value changes taken into equity | 1,274 | 1,274 |
| Balance at December 31, 2011 | $\underline{10,158}$ | 10,158 |
| Total gains/(losses) for the period included in profit or loss for assets/liabilities held at December 31, 2011 | 2,249 | 2,249 |

## The Group and Bank

|  | Available-for-sale | Total assets |
| :---: | :---: | :---: |
| Balance at January 1, 2012 | 10,158 | 10,158 |
| Total gains/(losses) |  |  |
| -Disposals | (249) | (249) |
| Balance at December 31, 2012 | 9,909 | 9,909 |
| Total gains/(losses) for the period included in profit or loss for assets/liabilities held at December 31, 2012 | 305 | 305 |

## The Group and Bank

|  | Available-for-sale | Total assets |
| :---: | :---: | :---: |
| Balance at January 1, 2013 | 9,909 | 9,909 |
| Total gains/(losses) |  |  |
| -Disposals | - | - |
| Balance at June 30, 2013 | 9,909 | 9,909 |
| Total gains/(losses) for the period included in profit or loss for assets/liabilities held at June 30, 2013 | - | - |

### 46.5 Capital management

The Group takes sufficient measures of capital management to prevent inherent risks associated with Group's business for the purpose of meeting external regulators' requirements and shareholders'
expectation on returns. Capital management also aims to stimulate expansion of capital scale and to improve risk management.

The Group prudently set the objective of capital ratio, taking into account regulatory requirements and the risk situation the Group faces. The Group takes a variety of actions, like limit management to ensure the realization of the objectives and proactively adjust its capital structure in line with economic development and risk characteristics. Generally, the measure of capital structure adjustment includes modification of dividend distribution plan, raising new capital and issuance of new bonds.

In 2010, 2011 and 2012, the Group calculated and disclosed capital ratio in accordance with "Measures for the Management of Capital Adequacy Ratios of Commercial Banks" amended by the CBRC on December 28, 2006 and other relevant regulation. From January 1, 2013, the Group started to implement "The Trial Measures for Capital Management of Commercial Banks" Promulgated by the CBRC on June 7, 2012.

The table below summarizes the capital adequacy ratios of the Group and the Bank for the years ended December 31, 2010, 2011 and 2012:

## The Group and Bank

|  | As at December 31, |  |  |
| :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 |
| Core capital: |  |  |  |
| Paid up ordinary share capital | 8,174,819 | 8,174,819 | 8,174,819 |
| Capital reserve | 1,721,425 | 1,772,530 | 1,681,017 |
| Surplus reserve and general reserve | 1,766,283 | 2,585,779 | 3,560,679 |
| Profit and loss | 2,694,766 | 3,732,916 | 6,240,783 |
|  | 14,357,293 | 16,266,044 | 19,657,298 |
| Supplementary capital: |  |  |  |
| Collective impairment allowances for impaired assets | 1,175,256 | 1,756,256 | 2,223,599 |
| Subordinated debts | - | 4,000,000 | 4,000,000 |
| Other supplementary capital | - | - | 6,144 |
| Total supplementary capital | 1,175,256 | 5,756,256 | 6,229,743 |
| Total qualifying supplementary capital | 1,175,256 | 5,756,256 | 6,229,743 |
| Total capital base before deduction | 15,532,549 | 22,022,300 | 25,887,041 |
| Deductions: |  |  |  |
| Equity investments in financial institutions which are not consolidated | $(141,180)$ | $(140,000)$ | $(140,000)$ |
| Equity investments in enterprises | $(9,924)$ | - | - |
|  | $(151,104)$ | $(140,000)$ | $(140,000)$ |
| Total capital base, net of deductions | 15,381,445 | 21,882,300 | 25,747,041 |
| Core capital base, net of deductions | 14,281,741 | 16,196,044 | 19,587,298 |
| Risk-weighted assets: |  |  |  |
| On-balance sheet | 116,449,648 | 131,224,011 | 167,696,487 |
| Off-balance sheet | 11,131,362 | 17,830,571 | 22,413,330 |
| Total risk-weighted assets | 127,581,010 | 149,054,582 | 190,109,817 |
| Capital adequacy ratio | 12.06\% | 14.68\% | 13.54\% |
| Core capital adequacy ratio | 11.19\% | 10.87\% | 10.30\% |

The tables below summarize the capital adequacy ratio of the Group and the Bank for the period ended June 30, 2013:

## The Group

|  | As at June 30, 2013 |
| :---: | :---: |
| Core Tier 1 capital | 22,182,467 |
| Including: Paid-up capital | 8,174,819 |
| Capital reserve | 1,704,626 |
| Surplus reserve, general and statutory reserve | 5,581,720 |
| Retained Earnings | 6,677,906 |
| Non-controlling interests | 43,396 |
| Regulation of deductions for core Tier 1 capital | $(67,354)$ |
| Total core Tier 1 capital, net of deductions | 22,115,113 |
| Other Tier 1 capital | 5,786 |
| Total Tier 1 capital, net of deductions | 22,120,899 |
| Tier 2 capital | 6,361,997 |
| Including: Tier 2 capital instruments and premium | 3,592,645 |
| Surplus loan loss provisions | 2,757,780 |
| Non-controlling interests | 11,572 |
| Regulation of deductions for Tier 2 capital | - |
| Total capital, net of deductions | 28,482,896 |
| Credit risk-weighted assets | 223,380,160 |
| Market risk-weighted assets | 1,220,043 |
| Operational risk-weighted assets | 14,663,082 |
| Total risk-weighted assets | 239,263,285 |
| Capital adequacy ratio | 11.90\% |
| Tier 1 capital adequacy ratio | 9.25\% |
| Core Tier 1 capital adequacy ratio | 9.24\% |

According to regulatory requirement, the capital adequacy ratio calculation by the Group above is based on the consolidation of both Jinzhai Huiyin Rural Bank Co., Ltd and Wuwei Huiyin Rural Bank Co., Ltd.

## The Bank

|  | As at June 30, 2013 |
| :---: | :---: |
| Core Tier 1 capital | 22,139,068 |
| Including: Paid-up capital | 8,174,819 |
| Capital reserve | 1,704,626 |
| Surplus reserve, general and statutory reserve | 5,581,720 |
| Retained Earnings | 6,677,903 |
| Regulation of deductions for core Tier 1 capital | $(166,059)$ |
| Total core Tier 1 capital, net of deductions | 21,973,009 |
| Tier 2 capital | 6,339,726 |
| Including: Tier 2 capital instruments and premium | 3,592,645 |
| Surplus loan loss provisions | 2,747,081 |
| Regulation of deductions for Tier 2 capital | - |
| Total capital, net of deductions | 28,312,735 |
| Credit risk-weighted assets | 222,513,527 |
| Market risk-weighted assets | 1,220,043 |
| Operational risk-weighted assets | 14,584,311 |
| Total risk-weighted assets | 238,317,881 |
| Capital adequacy ratio | 11.88\% |
| Tier 1 capital adequacy ratio | 9.22\% |
| Core Tier 1 capital adequacy ratio | 9.22\% |

### 46.6 Fiduciary activities

The Group provides custody and trustee services to third parties. These assets arising thereon are excluded from the financial statements. The Group also grants entrusted loans on behalf of thirdparty lenders, which are not included in the financial statements either.

## The Group and Bank

|  | As at December 31, |  |  | As at June 30, |
| :---: | :---: | :---: | :---: | :---: |
|  | 2010 | 2011 | 2012 | 2013 |
| Entrusted loans | 6,180,386 | 9,780,024 | 14,062,704 | 22,274,110 |
| Off-balance sheet wealth management | 177,912 | - | 2,500,000 | 2,700,350 |

## III SUBSEQUENT FINANCIAL STATEMENTS

No audited financial statements have been prepared by the Group in respect of any period subsequent to June 30, 2013 and up to the date of this report. Save as disclosed in this report, no dividend distribution has been declared or made by the Group in respect of any period subsequent to June 30, 2013.

Yours faithfully,

## PricewaterhouseCoopers

Certified Public Accountants
Hong Kong


[^0]:    (1) Wu Xuemin was elected to be executive director effective from October 2010.
    (2) Dai Genyou was elected to be independent non-executive director effective from October 2010
    (3) Chen Jiagui and Huang Dekuan ceased to be independent non-executive director effective from October 2010.
    (4) Ci Yaping was elected to be executive director effective from May 2011.
    (5) Zhang Youqi ceased to be executive director effective from May 2011.
    (6) Bai Taiping was elected to be non-executive director effective from May 2011.
    (7) Su Min ceased to be non-executive director effective from May 2011.
    (8) Liao Li ceased to be independent non-executive director effective from May 2011.
    (9) Wang Shihao, Zhang Shenghuai and Wen Jinghui were elected to be independent non-executive director effective from October 2011.
    (10) Du Changdi ceased to be independent non-executive director effective from October 2011.
    (11) Xu Chongding was elected to be supervisor effective from April 2011.
    (12) Li Xiaowan ceased to be supervisor effective from April 2011.
    (13) Fang Xiao was elected to be supervisor effective from October 2011.
    (14) Tao Haojie ceased to be supervisor effective from October 2011.
    (15) Zhang Feifei was elected to be non-executive director effective from April 2012.
    (16) Bai Taiping ceased to be non-executive director effective from April 2012.

[^1]:    (a) The loan as a whole will be classified as past due if the principal scheduled to repay during a certain term past due for 1 day

