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# **FINANCIAL HIGHLIGHTS**

|   | 30 June   | 30 June   | 31 December |
|---|-----------|-----------|-------------|
|   | 2012      | 2011      | 2011        |
| For the period/year                                 | HK\$'m    | HK\$'m    | HK\$'m      |
| Net operating income before impairment              |           |           |             |
| allowances  | 18,165    | 15,126    | 30,846      |
| Operating profit                                    | 12,666    | 13,103    | 22,478      |
| Profit before taxation                              | 13,825    | 14,587    | 24,680      |
| Profit for the period/year                          | 11,649    | 12,354    | 20,813      |
| Profit attributable to the equity holders           |           |           |             |
| of the Company                                      | 11,243    | 11,993    | 20,430      |
| Per share   | HK\$      | HK\$      | HK\$        |
| Basic earnings per share                            | 1.0634    | 1.1343    | 1.9323      |
| Dividend per share                                  | 0.5450    | 0.6300    | 1.1880      |
| At period/year end                                  | HK\$'m    | HK\$'m    | HK\$'m      |
| Capital and reserves attributable to the equity     |           |           |             |
| holders of the Company                              | 140,714   | 126,163   | 129,765     |
| Issued and fully paid share capital                 | 52,864    | 52,864    | 52,864      |
| Total assets  | 1,684,722 | 1,830,379 | 1,738,510   |
| Financial ratios                                    | %         | %         | %           |
| Return on average total assets <sup>1</sup>         | 1.35      | 1.33      | 1.14        |
| Return on average shareholders' equity <sup>2</sup> | 16.63     | 19.88     | 16.68       |
| Cost to income ratio <sup>3</sup>                   | 29.68     | 13.18     | 25.49       |
| Loan to deposit ratio <sup>4</sup>                  | 63.00     | 60.95     | 61.00       |
| Average liquidity ratio⁵                            | 39.87     | 36.38     | 36.17       |
| Capital adequacy ratio <sup>6</sup>                 | 17.43     | 17.62     | 16.90       |

Profit for the period/year

Return on average total assets = \_\_\_\_\_\_ Daily average balance of total assets

2. Return on average shareholders' equity

1.

=

Profit attributable to the equity holders of the Company

Average of the beginning and ending balance of capital and reserves attributable to the equity holders of the Company

- 3. In calculating cost to income ratios in 2011, cost includes the impact of Lehman Brothers minibonds.
- 4. Loan to deposit ratio is calculated as at 30 June 2012, 30 June 2011 and 31 December 2011. Loan represents gross advances to customers. Deposit represents deposits from customers including structured deposits reported as "Financial liabilities at fair value through profit or loss".
- 5. Average liquidity ratio is calculated as the simple average of each calendar month's average liquidity ratio of BOCHK for the period/year.
- 6. Capital adequacy ratio is computed on the consolidated basis that comprises the positions of BOCHK and certain subsidiaries specified by the HKMA for its regulatory purposes and in accordance with the Banking (Capital) Rules. The bases of regulatory capital calculation for credit risk, market risk and operational risk are described in Note 3.5 to the Interim Financial Information in this Interim Report. As a result of the change in the bases used, the capital ratios shown above are not directly comparable.

## **CHAIRMAN'S STATEMENT**

I am delighted to report that the Group delivered once again a set of satisfactory results for the first half of 2012, with core income and profits achieving new highs. During the period, we proactively managed our assets and liabilities to improve profitability and to contain risks amid a more volatile market environment. Core businesses posted solid growth while financial position remained sound.

For the first six months of 2012, the Group's net operating income before impairment allowances grew by 20.1% year-on-year to HK\$18,165 million with broad-based growth. Compared to the same period last year, operating profit before impairment allowances decreased by 2.7% to HK\$12,774 million while profit attributable to the equity holders declined by 6.3% to HK\$11,243 million or HK\$1.0634 per share. The decline in profits was mainly due to the net recovery from the underlying collateral of the Lehman Brothers Minibonds recorded in the first half of 2011. Excluding such impact, operating profit before impairment allowances and profit attributable to the equity holders registered encouraging increase of 24.0% and 16.2% respectively. As at end June 2012, the Group's total assets declined by 3.1% to HK\$1.68 trillion, mainly due to the decrease in RMB funds deposited by participating banks with the clearing bank. The Board has declared an interim dividend of HK\$0.545 per share. compared to HK\$0.63 per share for the same period last year which included the impact of the Lehman-related recovery.

During the first half, global markets experienced increased volatilities as the Eurozone debt crisis intensified while economic growth in major markets was losing steam. Against this backdrop, we focused on safeguarding our solid financial position and proactively managing our risk exposure while capturing growth opportunities within the Group's risk limits. Loan demand softened amid slowing growth in global economies, but we managed to capture quality growth opportunities capitalising on our strong customer franchise and financial position. As at end June 2012, loan growth was 6.8% compared to last year end. The Group strictly adhered to stringent lending policy and vigilantly managed its loan portfolio. The loan guality was healthy with classified or impaired loan ratio staying at a low level of 0.10%. The loan growth was supported by our solid deposit base which increased by 3.4%. Loan-to-deposit ratio increased to 63.0% from 61.0% as at end 2011. In managing our investment portfolio, we further optimised the mix to contain the potential risks arising from unpredictable market disruption. Net interest margin improved notably, reflecting the effectiveness of our proactive asset and liability management. Our capital and liquidity positions remained strong with capital adeguacy ratio of 17.43% and average liquidity ratio of 39.87% as at end June 2012.

As for business development, the Group continued to make good progress, especially in the offshore RMB business. We maintained leading market positions and enhanced our RMB product and service capabilities in areas such as Dim Sum bonds underwriting, cash management and custody. Income contribution from RMB business increased further driven by enhanced deployment of our RMB funds. Riding on the momentum achieved in the second half of 2011, the Group's RMB lending business recorded satisfactory growth. We have also arranged the first sizable 100% RMB syndicated loan in Hong Kong. In addition to loans, we also deployed our RMB funds in bond investment and interbank activities. Capitalising on our RMB franchise and close collaboration with parent bank, BOC, we further enhanced our customer relationship and extended our services to other geographical regions. This will pave the way for further development of our offshore RMB business and also create other business opportunities for the Group. As the RMB

## **CHAIRMAN'S STATEMENT**

clearing bank in Hong Kong, BOCHK gives full support to the further development of the RMB market in Hong Kong as well as in other offshore locations. In June, we have extended the service hours of the clearing function to enable participating banks in different time zones to enjoy the convenience of our settlement services. The new measure is implemented in line with the extension of the operating hours of the RMB Real Time Gross Settlement system in Hong Kong.

Recent macro trends have shown that global economies may face further downward pressure. The overall market environment in the near term will remain challenging and difficulties may persist for a while. We need to stay agile in adjusting our strategies and taking prompt measures in response to any shifts in the market. On a brighter note, to celebrate the 15th anniversary for Hong Kong's return to Chinese sovereignty, the Central Government has further deepened the economic cooperation between Hong Kong and the Mainland. The new measures and policies introduced will give rise to more business opportunities for Hong Kong in the mid-to-longer term.

Given the prevailing market conditions and the more stringent regulatory requirements, having a solid capital position will be a distinct competitive advantage for financial institutions. In this respect, the Group is strongly positioned. We will maintain proactive capital management to solidify our capital strength. Despite the slowdown in overall economic activities, investing in our franchise remains a key priority for us to enhance the Group's long-term competitiveness. Over the past years, we have never stopped investing in our business even during tough times of the financial crisis in 2008 and 2009. This strategy proved to be prescient as today, they have enabled us to capture many new business opportunities. We will continue to upscale our capabilities to better serve our customers and create new growth drivers. In May 2012, BOCHK was ranked as the world's second strongest banks by Bloomberg Markets Magazine in terms of financial strength, asset quality and operating efficiency. This recognition reflected once again the results of the determined efforts of our people. I wish to take this opportunity to thank them for their contributions. I would also like to thank our customers and shareholders for their continuous support and the Board for their wisdom and counsel.

2012 is a special year for BOC Group as it is the 100th anniversary of BOC and the 10th anniversary of the Company's listing. We take great pride in witnessing the solid development of BOC Group throughout the years. Looking forward, we will strive to maximise the strength of the BOC Group franchise, especially in promoting our capabilities in cross-border financial activities and global services to meet customers' needs. We will endeavour to safeguard our solid foundation to support the Group's long-term growth and create greater value for our customers, employees, shareholders and the community as a whole.

XIAO Gang Chairman

Hong Kong, 23 August 2012

As the Company is entering the tenth year of its public listing in Hong Kong, I am pleased to report that we have evolved into a more dynamic banking group that lives up to our pledge to create greater value for shareholders and customers. In the first half of 2012, we once again recorded solid growth in income and profit, achieving new interim heights for our net operating income and core profit attributable to the equity holders. We maintained our leading positions in key market segments and strengthened our financial positions. We also covered significant mileage in capturing new business opportunities and diversifying our income and profit streams.

The operating environment turned out to be far more uncertain and risky than a year ago. The sovereign debt crisis in the Eurozone was aggravating while the US economic recovery was losing steam. After years of fast growth, the Mainland economy was assuming a more modest pace. In Hong Kong, although inbound tourism still rendered strong support for the retail sector. the momentum for GDP growth turned weaker with sluggish external trade and domestic consumption. For the banking sector, operating costs continued to escalate though inflationary pressure as a whole moderated to some extent. Interest rates stayed at a very low level but competition for deposits intensified, thus adding to the cost of funding. On the positive side, however, new business opportunities were cropping up with the further development of offshore RMB banking business in Hong Kong and overseas.

### **Strategic Initiatives and Achievements**

• By pursuing a proactive business growth strategy, we reinforced our core businesses and diversified our income and profit streams. Given our strong foundations and core competencies, we were able to capture various growth opportunities. Our offshore RMB banking business flourished and further strengthened the Group's leading market position. We made great progress in building up the RMB business as one of the Group's new growth engines. Our loan business registered healthy growth with satisfactory growth in RMB loans. Our strenuous effort in fostering the funds and bonds distribution business enabled us to achieve robust growth in this area, regardless of volatilities in the investment market. When the local property market showed early signs of revival in late March, we grew our residential mortgage loans and topped the market in the underwriting of new mortgage loans.

- The Group's profitability continued to improve under a proactive asset and liability management strategy, which we have been implementing over the past years and has proven to be essential in enhancing the Group's earning power. We succeeded in enhancing the deployment of RMB funds, improving the pricing of loans, boosting our deposit base through a flexible deposit-taking strategy, and controlling the cost of funding. As a result, we significantly improved our net interest margin (NIM), thus achieving solid growth in net interest income and hence overall profit.
- Our rigorous risk management policy remained effective in safeguarding the high quality of the Group's assets. With a vigilant and selective credit policy, we guarded against the formation of new impaired loans and maintained our classified or impaired loan ratio at the best level in the market. By means of a proactive yet prudent investment strategy, we better managed our investment portfolio to capture higher return and minimise risks. We refined our portfolio mix by reducing the Group's exposure to the European market and increasing the holding of high quality bonds issued by Asia-Pacific institutions and corporations.
- We succeeded in maintaining our financial strength to support business growth and development. We are well-capitalised, with our consolidated capital adequacy ratio and core capital ratio among the best in the local industry. Average liquidity ratio and loan-to-deposit ratio stayed sound and solid. Our cost-to-income ratio was also the best in industry. In consideration of such factors as financial strength, asset quality and operating efficiency, BOCHK was ranked by Bloomberg Markets in May 2012 as the world's second strongest bank and the top one among banks in Hong Kong. This is another international recognition of our core strengths in sustaining growth while fending off potential risks.

### **Financial Performance**

In the first half of 2012, the Company's profit attributable to the equity holders was HK\$11,243 million, a decrease of 6.3% as compared to the first half of 2011. This relative drop was due mainly to the net recovery of HK\$2,854 million from the underlying collateral of the Lehman Brothers Minibonds in the first half of 2011. After discounting the Lehman Brothers-related factor, the Company's profit attributable to the equity holders increased strongly by 16.2% as a result of the solid growth in nearly all core business segments.

The Group's net operating income before impairment allowances was HK\$18,165 million, surging by 20.1% year-on-year. In comparison with the second half of 2011, the Group's net operating income before impairment allowances, operating profit before impairment allowances and profit attributable to the equity holders increased by 15.6%, 29.7% and 33.3% respectively.

Return on average total assets (ROA) and return on average shareholders' equity (ROE) were 1.35% and 16.63% respectively, versus 1.33% and 19.88% respectively for the first half of 2011.

For the period under review, net interest income rose by 23.7% year-on-year to HK\$12,619 million. This increase was led by a conspicuous improvement in the NIM by 43 basis points year-on-year and 20 basis points half-on-half to 1.64%. The improvement can be attributed primarily to the increased deployment of RMB funds in lending and investment. It was also due to the better pricing of new loans extended to corporate and individual customers. In line with the new developments in offshore RMB business, coupled with the introduction of the Fiduciary Account scheme, participating banks reduced their RMB deposits with BOCHK as the clearing bank, thus alleviating the diluting effect of such deposits on the Group's NIM. As at 30 June 2012, the Group's average interest-earning assets were HK\$1,544,663 million, down 9.1% due largely to the reduction of participating banks' RMB deposits.

Net fee and commission income rose by 2.9% year-on-year to HK\$4,102 million. Loan commission increased strongly by 54.6%. The robust performance of the Group's funds distribution business, particularly RMB funds, resulted in the surge of 31.8% in related commission income. Fee income from credit cards increased by 15.3%. Our trust and custody as well as payment services also saw steady growth in fee income.

The Group's net trading gain increased substantially by 85.0% year-on-year to HK\$1,408 million. This was due mainly to the increase in net trading income from foreign exchange and related products as well as a net gain from interest rate instruments and items under fair value hedge.

Under the volatile market conditions, the Group continued to adopt a stringent and selective credit policy to ensure quality growth. Advances to customers grew by 6.8% as compared with end-2011 to a total of HK\$746,752 million. Corporate loans and personal loans increased by 7.9% and 4.2% respectively. At the same time, we achieved higher return from the lending business by raising the pricing of new loans.

The Group's deposit base expanded further in the interim period. In view of the competition for RMB deposits, we followed a more flexible deposit strategy to support business growth and manage the cost of funding. As at 30 June 2012, the Group's total deposits from customers reached HK\$1,185,281 million, representing an increase of 3.4% from end-2011. The Group's loan-to-deposit ratio increased to 63.0%, up 2 percentage points from the end of December 2011.

The Group's total assets showed a decrease of 3.1% to HK\$1,684,722 million as at 30 June 2012. It was mainly due to the decline in RMB funds deposited by participating banks with BOCHK as the clearing bank. We continued to implement a proactive yet balanced strategy with regard to asset deployment and risk management, thus ensuring better utilisation of funds while keeping risk under well control. The quality of our assets remained excellent. The classified or impaired loan ratio as at 30 June 2012 remained at a low level of 0.10%, the same as one year ago.

In the interim period, we continued to exercise high prudence in containing cost. Owing to the significant net recovery from the underlying collateral of the Lehman Brothers Minibonds in the first half of 2011, the Group's total operating expenses for the first half of 2012

showed an apparent increase of 170.5% to HK\$5,391 million. Should the impact of Lehman Brothers-related products be discounted, core operating expenses would be seen to have increased by 11.7%. The increase was necessitated by the investment in human resources and service infrastructure to support business growth in the time ahead. It also speaks for the Group's determination to maintain the competitiveness of its remuneration for the staff. The Group's cost-to-income ratio for the first half of 2012 stayed at the low level of 29.68%.

The Group's capital and liquidity positions were strong. Consolidated CAR as at 30 June 2012 was 17.43%, up 0.53 percentage point from the end of last year. Core capital ratio was 12.96%, versus 12.51% six months ago and 12.87% a year ago. Average liquidity ratio stayed at a healthy level of 39.87%, versus 36.38% for the same period last year.

### **Business Review**

We succeeded in attaining across-the-board growth in all of our core business segments in the first half of this year.

The Group's **Corporate Banking** business recorded outstanding results in the first half of the year. Net operating income before impairment allowances increased strongly by 15.6% to HK\$6,687 million while profit before taxation surged by 15.5% to HK\$5,142 million.

Our corporate segment maintained its growth momentum against the backdrop of a slower economy. Corporate loans grew by 7.9% with better pricing in new loans. The growth was driven by the sustained increase in RMB loans as well as non-RMB loans. We maintained our position as the top mandated arranger in Hong Kong's syndicated loan market, and arranged the first 100% RMB syndicated loan in Hong Kong. We enhanced our services for SMEs by offering them one-stop financial solutions via our dedicated commercial centres and extensive branch network. We gave further support to the enhanced SME Financing Guarantee Scheme launched by the Hong Kong Mortgage Corporation. Through product innovation and service enhancement, the Group's trade finance balance grew by 14.0%. By collaborating more closely with BOC and NCB (China), we increased our servicing capability for cross-border customers. Our custody service showed

significant progress. We secured the mandates for a number of RMB fund products and became the largest service provider of RQFII funds in the local market. We expanded our client base by providing global custody services to QDIIs and various types of fund clients. In line with the new arrangements of the RMB RTGS system in Hong Kong from late June, we have upgraded our related services and extended our service hours for same-day RMB telegraphic transfer and express transfer, facilitating RMB trade settlement and fund transfer by corporations from around the world. Our cross-border cash management service capabilities have been greatly enhanced by the linkage of our e-banking platform with those of BOC and its overseas branches.

Our **Personal Banking** business recorded steady growth in both loans and deposits. Net operating income before impairment allowances and profit before taxation reached HK\$5,616 million and HK\$2,763 million respectively.

With the revival of the local property market early this year, our residential mortgage loans grew by 4.6%. For the interim period, we were the market leader in underwriting new mortgages. Although sluggish stock trading affected our brokerage fee income, our other investment services flourished, in particular the distribution of funds and bonds, and contributed significantly to the rise in fee and commission income. We were the largest retail distributor of RQFII funds in Hong Kong. The launch of the "BOCHK – World Bank Emerging Markets Bond Fund" in June marked the inaugural cooperation between the Group and the World Bank, making it the first global emerging market currency bond fund in Hong Kong with a China theme. In addition, our bonds distribution business made encouraging progress. We initiated the private placement service for bonds in the secondary market. We also led the HKSAR iBond market in terms of over-the-counter turnover. The Group's insurance business continued to develop in a healthy manner. Through product innovation and brand building, BOC Life reinforced its position as a prominent life insurer and the leader in RMB-denominated insurance market. Meanwhile. our credit card business recorded growth of 10.8% and 16.8% in cardholder spending and merchant acquiring volumes respectively. As regards wealth management, we completed the unification of our service platform as well as enhanced our brand awareness and market position.

We have been working more closely with BOC to tailormake relevant services for select customers. While driving business growth, we kept enhancing our customer service by optimising our distribution channels. The functions of our e-banking service platform have been expanded. We pioneered the first chip-based ATM card with enhanced security.

The Group's **Treasury** segment once again recorded solid financial results in the first half of 2012. Net operating income before impairment allowances increased by 68.2% year-on-year to HK\$5,291 million, led by the strong growth in net interest income, while profit before taxation increased by 64.1% to HK\$4,702 million.

Under volatile market conditions, we continued with a proactive yet highly vigilant approach in managing our banking book investments, responding swiftly to any change in the market. To safeguard our asset quality and return, we further improved our investment portfolio to manage risk and maximise return. On the one hand, we continued to trim down our holdings of European bonds. On the other hand, we invested in more high guality bonds issued by Asia-Pacific institutions and corporations. On the product development front, in anticipation of customers' needs, we rolled out new product packages that aimed to reduce customers' exposure to exchange rate risk and financing costs. We remained an active participant in the underwriting of offshore RMB-denominated bonds. We launched three new offshore RMB bond sub-indices that serve as performance benchmarks for the offshore RMB bond market.

The Group's **Mainland** business registered healthy growth in the first six months. Net operating income increased by 32.7%. Advances to customers and customer deposits grew by 1.2% and 9.8% respectively. By stepping up our marketing and promotion, working closely with BOC, and exploiting the e-banking channels, we boosted our deposit base and grew our retail banking business in the Mainland. The range of wealth management products was enriched to support the growth of the wealth management segment. We have also been actively preparing for the issuance of credit cards in the Mainland. During the interim period, four new NCB (China) subbranches were added to our Mainland network. The **Insurance** business recorded robust growth and strengthened its position in the RMB insurance market. Net operating income before impairment allowances increased by 34.8% year-on-year to HK\$570 million while profit before taxation grew substantially by 55.0% to HK\$451 million. The outstanding growth in profit was mainly attributable to the better investment performance as compared to the same period last year. The increase in realised gain from equity investments as well as mark-to-market gain of debt securities contributed to the improvement of investment income. At the same time, we further enlarged our RMB product offerings with new insurance plans and solidified our position as the leading RMB insurance service provider.

### Outlook

With ongoing headwinds created by the Eurozone debt crisis and the austerity measures implemented in the related countries, the global financial markets remain fragile and volatile. It seems more likely that uncertainty would still prevail over the global economy in the coming months. This inevitably implies a tougher operating environment for us. For the local banking sector, the slowdown of the Mainland and Hong Kong economies might curb loan growth in general. Moreover, persistently low interest rates, increasingly fierce competition, and higher funding costs would have a negative impact on the banking sector's net interest margin and net interest income. On the positive side, however, the further opening of the offshore RMB banking services is expected to bring us new business opportunities. The Mainland's stabilising economic measures should help to support growth across the border.

Given our core competencies and financial strength, we are in a more favourable position to pursue a proactive business strategy for a balanced and sustainable growth in the rest of the year and beyond. We will seek to maintain our growth momentum and capture new market opportunities. We will place special emphasis on the quality of growth and overall cost-effectiveness. Our financial strength enables us to invest in the enhancement and expansion of our business platforms that will offer added values to our customers. This has proven to be indispensable for a forward-looking banking group like us: we have made investments for our sustainable

development in the longer term, even at the difficult times of the financial crisis and economic slowdown over the past few years.

Riding on our solid capabilities and competitive edge, we will continue to drive the growth of offshore RMB banking business. The HKMA's new regulations on RMB liquidity management allow the banking sector to have greater flexibility on RMB asset allocation, which would be conducive to our RMB business development. The recently announced arrangement whereby RMB banking services can be extended to non-Hong Kong residents has opened a new window to expand our RMB business. Since its launch in August, we have made a good start by offering an array of RMB services to global customers. To better prepare the Group for the RMB business opportunities ahead, we will persist in upgrading and optimising our product platform to enhance customer service and enlarge our clientele. As offshore RMB banking has become an integral part of BOC Group's global development strategy, we will work more closely with BOC and its overseas branches to explore new businesses and markets.

At the same time, we will reinforce our position as a leading Hong Kong-based banking group through service enhancement and innovation. While striving to maintain the growth trends and market positions of our core business segments, we will step up the development of new income streams with high potential, such as funds and bonds distribution, cash management, asset management, and custody services. In particular, we will seek to expand our wealth management services by constantly upgrading our service platform and strengthening our service capabilities for high net-worth customers. With the launch of private banking services in the second half of this year, we will be in a better position to accelerate the growth of our wealth management business. In addition to the dedicated commercial centres. the opening of more exclusive commercial counters at our branches will also be conducive to our service for commercial clients.

While striving for income and profit growth, we will stay highly vigilant over the fast-changing market conditions here and around the world, and exercise rigorous risk management to safeguard our asset quality and capital base. Despite the alleviation of inflationary pressure in Hong Kong, we will remain cost-conscious in growing our business and seek to enhance our cost efficiency.

I am pleased that we are celebrating the tenth anniversary of the Company's public listing in Hong Kong with outstanding interim results, for which I am very much indebted to the Board of Directors, shareholders, customers and all my colleagues for their continued trust and support. I am confident that the Group, supported by its strong financial positions, will be able to reach a new horizon in business growth and development, which will in turn create higher value to our stakeholders.

**HE Guangbei** Vice Chairman & Chief Executive

Hong Kong, 23 August 2012

## FINANCIAL PERFORMANCE AND CONDITION IN BRIEF

The following table is a summary of the Group's key financial results for the first half of 2012 in comparison with the previous two half-yearly periods.



### Profit attributable to the equity holders

• Profit attributable to the equity holders decreased by 6.3% to HK\$11,243 million year-on-year. The decrease was largely due to the net recovery from the underlying collateral of the Lehman Brother Minibonds<sup>3</sup> in the first half of 2011. Should this factor be excluded, it would have increased by 16.2% year-on-year.

### Solid return with sustainable growth

- ROE was 16.63%, down 3.25 percentage points year-on-year. Excluding the impact of the Lehman Brothers-related products in the first half of 2011, ROE would have risen by 0.74 percentage point.
- ROA was 1.35%, up 0.02 percentage point year-on-year. Excluding the impact of the Lehman Brothers-related products in the first half of 2011, ROA would have increased by 0.28 percentage point.

### Consistent return to shareholders

• EPS was HK\$1.0634. Interim dividend per share was HK\$0.545.





### Loan-to-deposit ratio at a healthy level

• Advances to customers increased by 6.8% while deposits from customers grew by 3.4% from the end of 2011. Loan-to-deposit ratio was 63.00%.

### Solid capital position to support business growth

• CAR improved to 17.43%, while core capital ratio stood at 12.96%.

### Sound liquidity position

• Average liquidity ratio improved to 39.87%.



### Further improvement in NIM in the first half of 2012

 NIM was 1.64%, up 43 basis points year-on-year. During the period, the return on RMB business improved and the diluting effect of the Group's RMB clearing bank<sup>8</sup> business eased. NIM on non-local RMB business improved slightly year-on-year.

### Stringent cost control

• Cost-to-income ratio was 29.68%. Excluding the impact of the Lehman Brothers-related products in the first half of 2011, it would have fallen 2.24 percentage points year-on-year.

### Solid loan quality

- Classified or impaired loan ratio remained low at 0.10%. Formation of new classified loans remained at a low level.
- 1. Return on Average Shareholders' Equity as defined in "Financial Highlights".
- 2. Return on Average Total Assets as defined in "Financial Highlights".
- 3. The final resolution of certain series of Lehman Brothers Minibonds was announced on 15 June 2011. The net amount of HK\$2,854 million recovered by the Group from the underlying collateral of the Lehman Brothers Minibonds, after deducting the ex gratia payments and provision for trustee expenses, was credited to operating expenses in the first half of 2011. The net recovery together with the expenses of Lehman Brothers-related products is referred to as "impact of Lehman Brothers-related products" in the Management's Discussion and Analysis.
- 4. The deposit base also includes structured deposits reported as "Financial liabilities at fair value through profit or loss".
- 5. Capital adequacy ratio is computed on the consolidated basis that comprises the positions of BOCHK and certain subsidiaries specified by the HKMA for its regulatory purposes and in accordance with the Banking (Capital) Rules. The bases of regulatory capital calculation for credit risk, market risk and operational risk are described in Note 3.5 to the Interim Financial Information.
- 6. The average liquidity ratio is calculated as the simple average of each calendar month's average liquidity ratio of BOCHK for the period.
- 7. Classified or impaired loans follow the definitions set out in the Banking (Disclosure) Rules under the Banking Ordinance and represent advances which are either classified as "substandard", "doubtful" or "loss" under the Group's classification of loan quality, or individually assessed to be impaired.
- 8. Since December 2003, the Bank has been appointed as the clearing bank to provide RMB clearing services in Hong Kong.

### ECONOMIC BACKGROUND AND OPERATING ENVIRONMENT

In the first half of 2012, the state of the global economy remained volatile. Economic growth indicators in general appeared lacklustre. The sovereign debt crisis in the Eurozone continued to pose a serious risk to the global financial market. The recovery of the US economy also assumed a slower pace as a result of uncertainties emanating from its own fiscal policies and the Euro crisis. In the Mainland, slower economic growth for the whole year was generally expected as the GDP growth moderated from 9.2% in the year 2011 to 7.8% in the first half of 2012.

In Hong Kong, the economic growth showed signs of losing steam. In the first half of 2012, the GDP grew by 0.9% over a year earlier. Inflationary pressure moderated somewhat, with the year-on-year Composite CPI increasing by 3.7% in June 2012.

After a rather quiet second half of 2011, the local residential property market revived since March 2012. The average price of private domestic properties rose by 10.5% in the first half of 2012. However, investment sentiments in the local stock market turned weak largely because of the threat of the lingering European debt crisis and the expectation of a slower economic growth in the Mainland. As a result, the market turnover in the first half of 2012 declined by 22.3% year-on-year.

Loan demand slowed down in the first half of 2012 compared to that of 2011. Meanwhile, banks' funding pressure for the HKD and USD eased somewhat. Market interest rates remained low. Average 1-month HIBOR was 0.32% in the first half of 2012, up 0.14 percentage point year-on-year. The market competition for RMB deposits intensified as the deployment channels of RMB funds broadened remarkably, thus fuelling the rise in related deposit costs.

During the first half of 2012, the liquidity of the offshore RMB market in Hong Kong has been enhanced under the new regulations announced by the HKMA. These include the broadening of the definition of RMB liquid assets for the purpose of calculating the RMB risk management limit and the raising of the RMB net open position limit. The RMB risk management limit has been subsequently replaced with a RMB liquidity ratio. These changes allow banks more flexibility and liquidity to facilitate offshore RMB transactions and lending.

In short, owing to various external uncertainties, the operating environment for the banking industry remained highly challenging in the first half of 2012. Banks were faced with intensifying competition while low interest spreads continued to constrain the improvement of banks' net interest margin. At the same time, the slowdown of certain economic activities meant that there was lower credit demand. On a positive note, the further expansion of the offshore RMB market has been presenting the banking sector with new business opportunities.

The outlook for the second half of 2012 is expected to consist of a combination of challenges and opportunities. On the one hand, the global economy would remain highly uncertain. The Hong Kong economy would still be subject to risks coming from the unresolved European debt crisis and the likely slower growth of the Mainland economy. On the other hand, the Mainland's growth stabilising policies would probably give rise to more business opportunities in Hong Kong. The further development of the RMB would give impetus to the expansion of the offshore RMB banking business.

### **CONSOLIDATED FINANCIAL REVIEW**

**Financial Highlights** 

| HK\$'m   | Half-year ended | Half-year ended  | Half-year ended |
|--|-----------------|------------------|-----------------|
|  | 30 June 2012    | 31 December 2011 | 30 June 2011    |
| Net operating income before impairment allowances        | 18,165          | 15,720           | 15,126          |
| Operating expenses                                       | (5,391)         | (5,869)          | (1,993)         |
| Operating profit before impairment allowances            | 12,774          | 9,851            | 13,133          |
| Operating profit after impairment allowances             | 12,666          | 9,375            | 13,103          |
| Profit before taxation                                   | 13,825          | 10,093           | 14,587          |
| Profit attributable to the equity holders of the Company | 11,243          | 8,437            | 11,993          |

The Group recorded encouraging financial results in the first half of 2012. This was made possible by the solid growth of its traditional businesses, increased contribution from its RMB businesses as well as prudent cost control. The Group fully capitalised on its core competencies, enhanced its service capabilities and captured new business opportunities, particularly from offshore RMB businesses. At the same time, it maintained stringent risk management in view of the more challenging environment.

In the first half of 2012, the Group's net operating income before impairment allowances increased by HK\$3,039 million or 20.1% year-on-year to HK\$18,165 million. The increase in income was broad-based. Net interest income was the major driver, the growth of which was primarily attributable to loan growth with improved yield and the better deployment of RMB funds. Net fee and commission income, net trading gain from foreign exchange as well as income of the Group's insurance segment also registered growth. Operating expenses increased sharply, largely due to the net recovery from the underlying collateral of the Lehman Brothers Minibonds in the first half of 2011. Operating profit before impairment allowances decreased by 2.7%. Excluding the impact of the Lehman Brothersrelated products, it would have increased by 24.0%. The Group recorded a modest amount of net charge of impairment allowances. The net gain on property revaluation fell year-on-year. Profit attributable to the equity holders decreased by HK\$750 million, or 6.3%, to HK\$11,243 million. Excluding the impact of the Lehman Brothers-related products, profit attributable to the equity holders would have increased by 16.2%.

As compared to the second half of 2011, the Group's net operating income before impairment allowances rose by HK\$2,445 million, or 15.6%. The growth in income was again broad-based. Net gain on other financial assets also rose. Meanwhile, net charge of impairment allowances decreased while net gain on property revaluation increased. As a result, profit attributable to the equity holders increased by HK\$2,806 million, or 33.3%.

### **INCOME STATEMENT ANALYSIS**

Analyses of the Group's financial performance and business operations are set out in the following sections.

| HK\$'m, except percentage amounts | Half-year ended | Half-year ended  | Half-year ended |
|-----------------------------------|-----------------|------------------|-----------------|
|                                   | 30 June 2012    | 31 December 2011 | 30 June 2011    |
| Interest income                   | 17,772          | 16,775           | 15,156          |
| Interest expense                  | (5,153)         | (5,001)          | (4,951)         |
| Net interest income               | 12,619          | 11,774           | 10,205          |
| Average interest-earning assets   | 1,544,663       | 1,626,293        | 1,698,704       |
| Net interest spread               | 1.53%           | 1.36%            | 1.14%           |
| Net interest margin*              | 1.64%           | 1.44%            | 1.21%           |

### Net Interest Income and Margin

\* Net interest margin is calculated by dividing net interest income by average interest-earning assets.

Compared to the first half of 2011, the Group's net interest income increased by HK\$2,414 million or 23.7%. The increase was mainly driven by the widening of net interest margin. Average interest-earning assets dropped by HK\$154,041 million or 9.1% year-on-year, mainly due to the decrease in participating banks' RMB deposits with the clearing bank. Net interest margin was 1.64%, up 43 basis points. The increase was mainly attributable to the improved return on the offshore RMB business and the eased dilution by the Group's RMB clearing bank business while NIM on non-local RMB business improved slightly year-on-year. The return on the offshore RMB business improved with the increased deployment of RMB funds in RMB loans and advances, interbank placements and bonds. In addition, the improved loan pricing and the higher average balance of loans also contributed to the NIM improvement. However, this was partly offset by the higher deposit costs amid keen market competition.

The Group's RMB clearing bank business had a lower average spread than other businesses, which dragged the overall net interest margin in previous periods. In line with the new developments in offshore RMB market, coupled with the introduction of the Fiduciary Account scheme, participating banks reduced their RMB deposits with the clearing bank. As a result, the diluting effect of the Group's RMB clearing bank business on net interest margin became insignificant in the first half of 2012.

The summary below shows the average balances and average interest rates of individual categories of assets and liabilities:

|   | Half-year ended<br>30 June 2012 |         |           | year ended<br>mber 2011 |           | year ended<br>June 2011 |
|---|---------------------------------|---------|-----------|-------------------------|-----------|-------------------------|
|   | Average                         | Average | Average   | Average                 | Average   | Average                 |
|   | balance                         | yield   | balance   | yield                   | balance   | yield                   |
| ASSETS  | HK\$′m                          | %       | HK\$'m    | %                       | HK\$'m    | %                       |
| Balances and placements with banks                        |                                 |         |           |                         |           |                         |
| and other financial institutions                          | 388,424                         | 2.42    | 515,745   | 1.81                    | 628,593   | 1.21                    |
| Debt securities investments                               | 444,859                         | 2.18    | 417,015   | 2.33                    | 423,344   | 2.36                    |
| Loans and advances to customers                           | 696,697                         | 2.34    | 678,863   | 2.07                    | 630,343   | 2.02                    |
| Other interest-earning assets                             | 14,683                          | 1.55    | 14,670    | 1.23                    | 16,424    | 1.74                    |
| Total interest-earning assets                             | 1,544,663                       | 2.31    | 1,626,293 | 2.05                    | 1,698,704 | 1.80                    |
| Non interest-earning assets                               | 184,455                         | -       | 162,734   | -                       | 160,827   | -                       |
| Total assets  | 1,729,118                       | 2.06    | 1,789,027 | 1.86                    | 1,859,531 | 1.64                    |
|   | Average                         | Average | Average   | Average                 | Average   | Average                 |
|   | balance                         | rate    | balance   | rate                    | balance   | rate                    |
| LIABILITIES   | HK\$′m                          | %       | HK\$'m    | %                       | HK\$'m    | %                       |
| Deposits and balances from banks and                      |                                 |         |           |                         |           |                         |
| other financial institutions                              | 190,083                         | 0.71    | 317,392   | 0.60                    | 441,309   | 0.89                    |
| Current, savings and fixed deposits                       | 1,066,697                       | 0.77    | 1,045,822 | 0.69                    | 1,000,360 | 0.53                    |
| Subordinated liabilities                                  | 28,640                          | 1.29    | 28,494    | 1.94                    | 27,094    | 2.11                    |
| Other interest-bearing liabilities                        | 42,953                          | 0.95    | 36,937    | 0.62                    | 41,910    | 0.40                    |
| Total interest-bearing liabilities                        | 1,328,373                       | 0.78    | 1,428,645 | 0.69                    | 1,510,673 | 0.66                    |
| Non interest-bearing deposits<br>Shareholders' funds* and | 87,466                          | -       | 71,943    | _                       | 67,777    | _                       |
| non interest-bearing liabilities                          | 313,279                         | -       | 288,439   | -                       | 281,081   | -                       |
| Total liabilities   | 1,729,118                       | 0.60    | 1,789,027 | 0.55                    | 1,859,531 | 0.54                    |

\* Shareholders' funds represent capital and reserves attributable to the equity holders of the Company.

Compared to the second half of 2011, net interest income increased by HK\$845 million or 7.2% primarily due to the growth in net interest margin. Net interest margin was 1.64%, up 20 basis points. The increase in net interest margin was mainly due to the improvement in the return of the offshore RMB business. The diluting effect of the

Group's clearing bank business eased further as RMB funds from participating banks continued to decline while NIM on non-local RMB business also improved. There was also an improvement in loan pricing while rising deposit costs continued to put pressure on the net interest spread.

| HK\$'m                        | Half-year ended<br>30 June 2012 | Half-year ended<br>31 December 2011 | Half-year ended<br>30 June 2011 |
|-------------------------------|---------------------------------|-------------------------------------|---------------------------------|
| Credit cards                  | 1,542                           | 1,550                               | 1,337                           |
| Securities brokerage          | 1,054                           | 1,297                               | 1,485                           |
| Loan commissions              | 909                             | 572                                 | 588                             |
| Insurance                     | 596                             | 487                                 | 610                             |
| Bills commissions             | 370                             | 436                                 | 418                             |
| Payment services              | 325                             | 334                                 | 303                             |
| Funds distribution            | 232                             | 161                                 | 176                             |
| Trust and custody services    | 179                             | 225                                 | 154                             |
| Safe deposit box              | 118                             | 104                                 | 107                             |
| Currency exchange             | 69                              | 80                                  | 76                              |
| Others                        | 214                             | 180                                 | 178                             |
| Fee and commission income     | 5,608                           | 5,426                               | 5,432                           |
| Fee and commission expenses   | (1,506)                         | (1,579)                             | (1,446)                         |
| Net fee and commission income | 4,102                           | 3,847                               | 3,986                           |

### Net Fee and Commission Income

Net fee and commission income grew by HK\$116 million, or 2.9%, year-on-year to HK\$4,102 million, primarily due to the growth of fee and commission income from loans, credit card business and funds distribution. There was a decrease of 29.0% in commission income from securities brokerage in a more sluggish local stock market. Loan commissions grew strongly by 54.6%. Fee income from the credit card business grew by 15.3%, driven by the increase of 10.8% and 16.8% respectively in cardholder spending and merchant acquiring volume. Commission from funds distribution rose substantially by 31.8% with the Group's strong performance in the distribution of RMB Qualified Foreign Institutional Investors ("RQFII")

funds and its continuous effort in enriching its product shelf to meet customers' needs. Commission income from trust and custody services as well as payment services also registered satisfactory growth. Fee and commission expenses increased by HK\$60 million, or 4.1%, mainly due to the increase in credit card-related expenses.

Compared to the second half of 2011, net fee and commission income grew by HK\$255 million or 6.6%. There was growth in the commission income from loans, insurance and funds distribution. Fee and commission income from securities brokerage, bills and trust and custody services declined.

### Net Trading Gain/(Loss)

| HK\$'m  | Half-year ended<br>30 June 2012 | Half-year ended<br>31 December 2011 | Half-year ended<br>30 June 2011 |
|---|---------------------------------|-------------------------------------|---------------------------------|
| Foreign exchange and foreign exchange products<br>Interest rate instruments and items under | 936                             | 768                                 | 662                             |
| fair value hedge  | 305                             | 16                                  | (4)                             |
| Equity instruments  | 104                             | 50                                  | 32                              |
| Commodities   | 63                              | 115                                 | 71                              |
| Net trading gain  | 1,408                           | 949                                 | 761                             |

Net trading gain was HK\$1,408 million, increasing by HK\$647 million, or 85.0%, from the first half of 2011. The growth in foreign exchange and foreign exchange products was mainly due to the lower foreign exchange loss on foreign exchange swap contracts\*. This was partly offset by the lower gain from currency exchange activities. There was a net gain from interest rate instruments and items under fair value hedge versus a net loss in the same period in 2011. The improvement was mainly attributable to the mark-to-market changes of certain interest rate instruments of both the banking business and BOC Life, caused by market interest rate movements. The growth in equity instruments was mainly attributable to the investment gain of BOC Life's equity portfolio.

Compared to the second half of 2011, net trading gain was up HK\$459 million or 48.4%. The growth was mainly due to the lower foreign exchange loss on foreign exchange swap contracts. It was also due to the mark-to-market changes of certain interest rate instruments and foreign exchange products.

Foreign exchange swap contracts are usually used for the Group's liquidity management and funding activities. Under the foreign exchange swap contracts, the Group exchanges one currency (original currency) for another (swapped currency) at the spot exchange rate (spot transaction) and commits to reverse the spot transaction by exchanging the same currency pair at a future maturity at a predetermined rate (forward transaction). In this way, surplus funds in original currency are swapped into another currency for liquidity and funding purposes without any foreign exchange risk. The exchange difference between the spot and forward contracts is recognised as foreign exchange gain or loss (as included in "net trading gain/(loss)"), while the corresponding interest differential between the surplus funds in original currency and swapped currency is reflected in net interest income.

# Net Gain/(Loss) on Financial Instruments Designated at Fair Value through Profit or Loss ("FVTPL")

| HK\$'m   | Half-year ended | Half-year ended  | Half-year ended |
|--|-----------------|------------------|-----------------|
|  | 30 June 2012    | 31 December 2011 | 30 June 2011    |
| Banking business of the Group*   | 27              | (19)             | 18              |
| BOC Life   | 159             | (719)            | 380             |
| Net gain/(loss) on financial instruments designated at fair value through profit or loss | 186             | (738)            | 398             |

\* Amounts were after group consolidation elimination.

The Group recorded a net gain of HK\$186 million on financial instruments designated at FVTPL in the first half of 2012. This gain was mainly attributable to the markto-market changes of certain debt securities of BOC Life, caused by market interest rate movements. The changes in market value of its securities portfolio were substantially offset by the corresponding changes in policy reserves, as reflected in the changes in net insurance benefits and claims which were attributable to the movement of market interest rates.

The net loss in the second half of 2011 was mainly attributable to the loss from the investment portfolio of BOC Life amid the weak financial market.

### **Operating Expenses**

| HK\$'m   | Half-year ended<br>30 June 2012 | Half-year ended<br>31 December 2011 | Half-year ended<br>30 June 2011 |
|--|---------------------------------|-------------------------------------|---------------------------------|
| Staff costs<br>Premises and equipment expenses | 3,028                           | 3,298                               | 2,740                           |
| (excluding depreciation)                       | 681                             | 780                                 | 610                             |
| Depreciation on owned fixed assets             | 722                             | 663                                 | 614                             |
| Other operating expenses                       | 960                             | 1,090                               | 864                             |
| Core operating expenses                        | 5,391                           | 5,831                               | 4,828                           |
| Impact of Lehman Brothers-related products*    | -                               | 38                                  | (2,835)                         |
| Total operating expenses                       | 5,391                           | 5,869                               | 1,993                           |

|   | At 30 June | At 31 December | At 30 June |
|---|------------|----------------|------------|
|   | 2012       | 2011           | 2011       |
| Staff headcount measured in full-time equivalents | 14,534     | 14,475         | 14,104     |

\* Refer to note 3 to the section of "Financial Performance and Condition in Brief" for details.

Total operating expenses increased by HK\$3,398 million, or 170.5%, to HK\$5,391 million year-on-year, as there was a net recovery of HK\$2,854 million from the underlying collateral of the Lehman Brothers Minibonds in the first half of 2011. Core operating expenses rose by HK\$563 million, or 11.7%, reflecting the Group's continued investment to support long-term business growth while maintaining disciplined cost control and operational efficiency.

Staff costs increased by 10.5%, mainly due to higher salaries as a result of annual salary increment, increase in headcount and performance-related remuneration.

Premises and equipment expenses rose by 11.6% with higher rental for branches, in particular those in the Mainland, as well as higher IT costs. Depreciation rose by 17.6%. It was largely attributable to larger depreciation charge on premises following the upward property revaluation in Hong Kong and on IT equipment as the Group continued to invest in its IT infrastructure.

Other operating expenses were up by 11.1% mainly due to higher marketing and promotion expenses as well as expenses connected with the increasing business volume.

Compared to the second half of 2011, operating expenses declined by HK\$478 million or 8.1%. The decrease was due to lower staff costs, promotion, IT and maintenance expenses in the first half of 2012.

| HK\$'m  | Half-year ended<br>30 June 2012 | Half-year ended<br>31 December 2011 | Half-year ended<br>30 June 2011 |
|---|---------------------------------|-------------------------------------|---------------------------------|
| Net (charge)/reversal of allowances before recoveries<br>– individual assessment<br>– collective assessment | (5)<br>(238)                    | (54)<br>(425)                       | 42<br>(295)                     |
| Recoveries  | 156                             | 137                                 | 216                             |
| Net charge of loan impairment allowance   | (87)                            | (342)                               | (37)                            |

the first half of 2011. Meanwhile, recoveries during the

Compared to the second half of 2011, net charge of loan

impairment allowances decreased by HK\$255 million.

The decline was mainly due to the lower net charge of

collectively assessed impairment allowances as a result

of the periodic review of the parameter values in the

assessment model conducted in the second half of 2011

which led to a higher net charge for the corresponding

period totaled HK\$156 million.

### Net (Charge)/Reversal of Loan Impairment Allowances

The Group's loan quality remained solid with a modest net charge of loan impairment allowances of HK\$87 million in the first half of 2012. There was a small net charge of HK\$5 million in individually assessed impairment allowances. The lower net charge of collectively assessed impairment allowances was primarily due to the periodic review of the parameter values in the assessment model in the first half of 2011 as well as the stronger loan growth in the first half of 2011 relative to that in the same period of 2012. Both of these factors have led to a higher net charge of collectively assessed impairment allowances in

BALANCE SHEET ANALYSIS Asset Deployment

| Asset Deployment                       |           |                |                     |            |  |
|--|-----------|----------------|---------------------|------------|--|
|  | A         | t 30 June 2012 | At 31 December 2011 |            |  |
| HK\$'m, except percentage amounts      | Amount    | % of total     | Amount              | % of total |  |
| Cash and balances with banks and       |           |                |                     |            |  |
| other financial institutions           | 153,042   | 9.1%           | 278,795             | 16.0%      |  |
| Placements with banks and other        |           |                |                     |            |  |
| financial institutions maturing        |           |                |                     |            |  |
| between one and twelve months          | 114,548   | 6.8%           | 107,910             | 6.2%       |  |
| Hong Kong SAR Government               |           |                |                     |            |  |
| certificates of indebtedness           | 72,160    | 4.3%           | 65,890              | 3.8%       |  |
| Securities investments <sup>1</sup>    | 439,835   | 26.1%          | 425,600             | 24.5%      |  |
| Advances and other accounts            | 785,932   | 46.6%          | 755,229             | 43.5%      |  |
| Fixed assets and investment properties | 57,194    | 3.4%           | 52,091              | 3.0%       |  |
| Other assets <sup>2</sup>              | 62,011    | 3.7%           | 52,995              | 3.0%       |  |
| Total assets                           | 1,684,722 | 100.0%         | 1,738,510           | 100.0%     |  |

period.

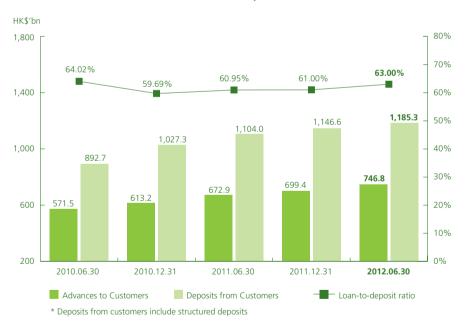
1. Securities investments comprise investment in securities and financial assets at fair value through profit or loss.

2. Interests in associates, deferred tax assets and derivative financial instruments are included in other assets.

As at 30 June 2012, the Group's total assets amounted to HK\$1,684,722 million, down HK\$53,788 million or 3.1% from the end of 2011. The decline in total assets was mainly due to the decrease in RMB funds deposited by participating banks with the clearing bank. In the first half of 2012, the Group continued to strengthen its assets and liabilities management. It maintained a balanced growth strategy on loans and deposits with focus on enhancing loan pricing and maintaining a high degree of prudence over funding costs. Higher-yielding assets such as advances to customers registered a good growth.

Key changes in the Group's total assets include:

- Cash and balances with banks and other financial institutions decreased by 45.1%, mainly due to the decline in RMB funds placed with the People's Bank of China ("PBOC") by BOCHK's clearing business as RMB funds from participating banks to the clearing bank decreased.
- Securities investments increased by 3.3% as the Group increased its holdings in RMB-denominated securities and high-quality corporate bonds.
- Advances and other accounts rose by 4.1%, which was mainly attributable to the growth in advances to customers by 6.8%.
- Other assets grew by 17.0%, which was mainly led by the increase in accounts receivable and prepayments as well as reinsurance assets.



### Advances to customers and deposits from customers\*

### Advances to Customers

|                                      | A       | t 30 June 2012 | At 31 D | ecember 2011 |
|--------------------------------------|---------|----------------|---------|--------------|
| HK\$'m, except percentage amounts    | Amount  | % of total     | Amount  | % of total   |
| Loans for use in Hong Kong           | 460,593 | 61.7%          | 444,540 | 63.6%        |
| Industrial, commercial and financial | 245,527 | 32.9%          | 237,557 | 34.0%        |
| Individuals                          | 215,066 | 28.8%          | 206,983 | 29.6%        |
| Trade finance                        | 67,828  | 9.1%           | 59,508  | 8.5%         |
| Loans for use outside Hong Kong      | 218,331 | 29.2%          | 195,331 | 27.9%        |
| Total advances to customers          | 746,752 | 100.0%         | 699,379 | 100.0%       |

In view of the volatile global economic environment, the Group adhered to stringent risk control and customer selection to achieve quality and sustainable growth. Advances to customers increased by HK\$47,373 million or 6.8% to HK\$746,752 million in the first half of 2012 with improved pricing on new corporate and residential mortgage loans.

Loans for use in Hong Kong grew moderately by HK\$16,053 million or 3.6%.

- Lending to the industrial, commercial and financial sectors increased by HK\$7,970 million, or 3.4%, to HK\$245,527 million. The increase covered a wide range of industries. Loans to the manufacturing, property investment, transport and transport equipment as well as information technology sectors grew by 11.8%, 3.4%, 5.6% and 6.6% respectively.
- Lending to individuals increased by HK\$8,083 million, or 3.9%. Residential mortgage loans (excluding those under the Government-sponsored Home Ownership Scheme) were up 4.6%. The Group has been capturing the growth opportunities arising from the revival of the local residential property market since March 2012 when the transaction volume started to increase.

Trade finance rose by HK\$8,320 million, or 14.0% while loans for use outside Hong Kong grew by HK\$23,000 million or 11.8%.

### Loan Quality

| HK\$'m, except percentage amounts   | At 30 June<br>2012 | At 31 December<br>2011 |
|---|--------------------|------------------------|
| Advances to customers   | 746,752            | 699,379                |
| Classified or impaired loan ratio <sup>1</sup>  | 0.10%              | 0.10%                  |
| Impairment allowances   | 2,968              | 2,830                  |
| Regulatory reserve for general banking risks  | 7,230              | 6,967                  |
| Total allowances and regulatory reserve   | 10,198             | 9,797                  |
| Total allowances as a percentage of advances to customers                                     | 0.40%              | 0.40%                  |
| Impairment allowances <sup>2</sup> on classified or impaired loan ratio                       | 38.58%             | 39.86%                 |
| Residential mortgage loans <sup>3</sup> – delinguency and rescheduled loan ratio <sup>4</sup> | 0.01%              | 0.01%                  |
| Card advances – delinguency ratio <sup>4</sup>  | 0.19%              | 0.16%                  |

|                                   | Half-year ended<br>30 June 2012 | Half-year ended<br>30 June 2011 |
|-----------------------------------|---------------------------------|---------------------------------|
| Card advances – charge-off ratio⁵ | 1.23%                           | 1.07%                           |

1. Classified or impaired loans follow the definitions set out in the Banking (Disclosure) Rules under the Banking Ordinance and represent advances which are either classified as "substandard", "doubtful" or "loss" under the Group's classification of loan quality, or individually assessed to be impaired.

2. Referring to impairment allowances on loans classified as "substandard", "doubtful" or "loss" under the Group's classification of loan quality, or individually assessed to be impaired.

3. Residential mortgage loans exclude those under the Home Ownership Scheme and other government-sponsored home purchasing schemes.

4. Delinquency ratio is measured by a ratio of total amount of overdue loans (more than three months) to total outstanding loans.

5. Charge-off ratio is measured by a ratio of total write-offs made during the period to average card receivables during the period.

The Group's loan quality remained sound. The classified or impaired loan ratio remained at 0.10% – among the lowest in the industry. Classified or impaired loans increased by HK\$39 million, or 5.5%, to HK\$749 million. Formation of new classified loans in the first half of 2012 remained at a low level and represented approximately 0.05% of total loans outstanding.

Total impairment allowances, including both individual assessment and collective assessment, amounted to

HK\$2,968 million. Total impairment allowances on classified or impaired loans as a percentage of total classified or impaired loans was at 38.58%.

The credit quality of the Group's residential mortgage loans continued to be sound with the combined delinquency and rescheduled loan ratio standing at 0.01% at the end of June 2012. The charge-off ratio of card advances was 1.23% in the first half of 2012, remaining below the market average.

### **Deposits from Customers\***

|                                      |           | At 30 June 2012 | At 31     | December 2011 |
|--------------------------------------|-----------|-----------------|-----------|---------------|
| HK\$'m, except percentage amounts    | Amount    | % of total      | Amount    | % of total    |
| Demand deposits and current accounts | 73,966    | 6.2%            | 77,440    | 6.7%          |
| Savings deposits                     | 524,722   | 44.3%           | 504,868   | 44.0%         |
| Time, call and notice deposits       | 584,169   | 49.3%           | 563,643   | 49.2%         |
|                                      | 1,182,857 | 99.8%           | 1,145,951 | 99.9%         |
| Structured deposits                  | 2,424     | 0.2%            | 639       | 0.1%          |
| Deposits from customers              | 1,185,281 | 100.0%          | 1,146,590 | 100.0%        |

\* Including structured deposits.

The Group's deposit base grew by HK\$38,691 million, or 3.4%, in the first half of 2012. Savings deposits grew by 3.9% while time, call and notice deposits increased by 3.6%. Demand deposits and current accounts decreased by 4.5%. The Group's loan-to-deposit ratio was 63.00% at the end of June 2012, up 2.00 percentage points from the end of 2011.

While banks' funding pressure on HKD and USD eased in the first half of 2012, market competition for RMB deposits intensified. The Group adhered to a flexible deposit strategy to support business growth while maintaining a cautious control on funding costs.

### Capital and Reserves Attributable to the Equity Holders of the Company

| HK\$'m   | At 30 June<br>2012 | At 31 December<br>2011 |
|--|--------------------|------------------------|
| Share capital  | 52,864             | 52,864                 |
| Premises revaluation reserve   | 27,045             | 23,150                 |
| Reserve for fair value changes of available-for-sale securities        | 3,565              | 1,787                  |
| Regulatory reserve   | 7,230              | 6,967                  |
| Translation reserve  | 598                | 674                    |
| Retained earnings  | 49,412             | 44,323                 |
| Reserves   | 87,850             | 76,901                 |
| Capital and reserves attributable to the Equity Holders of the Company | 140,714            | 129,765                |

Capital and reserves attributable to the equity holders increased by HK\$10,949 million, or 8.4% to HK\$140,714 million at 30 June 2012. Retained earnings rose by 11.5%, reflecting the profit for the first half of 2012 after the appropriation of final dividend of 2011. Premises revaluation reserve increased by 16.8%, which was

attributable to the increase in property prices in the first half of 2012. Regulatory reserve rose by 3.8% due to loan growth. Reserve for fair value changes of available-for-sale securities was up 99.5%, reflecting the rise in fair value of available-for-sale debt securities, mainly due to the changes in market interest rates.

### Capital and Liquidity Ratio

| HK\$'m, except percentage amounts                                       | At 30 June<br>2012 | At 31 December<br>2011 |
|---|--------------------|------------------------|
| Core capital after deductions<br>Supplementary capital after deductions | 89,152<br>30,726   | 84,600<br>29,654       |
| Total capital base after deductions                                     | 119,878            | 114,254                |
| Total risk-weighted assets  | 687,774            | 676,024                |
| Capital adequacy ratios (consolidated basis)*                           |                    |                        |
| Core capital ratio  | 12.96%             | 12.51%                 |
| Capital adequacy ratio  | 17.43%             | 16.90%                 |

|                         | Half-year ended<br>30 June 2012 | Half-year ended<br>30 June 2011 |
|-------------------------|---------------------------------|---------------------------------|
| Average liquidity ratio | 39.87%                          | 36.38%                          |

Consolidated capital adequacy ratio at 30 June 2012 was 17.43%, 0.53 percentage point above that at the end of 2011. Total capital base expanded by 4.9% to HK\$119,878 million, mainly due to the increase in retained earnings. Total risk-weighted assets increased by 1.7% to HK\$687,774 million. The increase was mainly due to the growth of credit risk-weighted assets in light of the loan growth in the first half of 2012. Market risk-weighted assets also increased following the introduction of stressed VAR for the calculation of market risk capital charges after the Banking (Capital) (Amendment) Rules 2011 became effective on 1 January 2012. These increases were counterbalanced by the effect of no additional risk-weighted amount required for the capital floor adjustment as the Group's capital charges for the period exceeded the required capital floor amount<sup>#</sup>.

The average liquidity ratio in the first half of 2012 remained strong at 39.87%.

- \* Capital adequacy ratio is computed on the consolidated basis that comprises the positions of BOCHK and certain subsidiaries specified by the HKMA for its regulatory purposes and in accordance with the Banking (Capital) Rules. The bases of regulatory capital calculation for credit risk, market risk and operational risk are described in Note 3.5 to the Interim Financial Information.
- \* The HKMA requires that all reporting institutions using the IRB approach (whether foundation or advanced) for capital adequacy purposes are subject to a capital floor for the first three years of the adoption of the IRB approach. The use of the capital floor is to prevent a sudden fall in capital charges solely as a result of the changes in how the risk-weighted amount for credit risk is measured. The capital floor is derived by applying an adjustment factor to the capital charge calculated under the STC approach where the adjustment factors are 90%/80%/70% for the respective 1st/2nd/3rd year of the implementation of IRB approach. As at 30 June 2012 and in its second year of the implementation of FIRB approach, the Group's capital charges exceeded the capital floor amount as required by the HKMA and therefore no additional risk-weighted amount was required for the period.

### **BUSINESS REVIEW**

### **Business Segment Performance**

| HK\$'m, except percentage amounts                                    | Personal<br>Banking | Corporate<br>Banking | Treasury       | Insurance   | Others <sup>1</sup> | Consolidated     |
|--|---------------------|----------------------|----------------|-------------|---------------------|------------------|
| Half-year ended 30 June 2012<br>Profit before taxation<br>% of total | 2,763<br>20.0%      | 5,142<br>37.2%       | 4,702<br>34.0% | 451<br>3.3% | 767<br>5.5%         | 13,825<br>100.0% |
| Half-year ended 30 June 2011<br>Profit before taxation<br>% of total | 2,723<br>18.7%      | 4,453<br>30.5%       | 2,865<br>19.6% | 291<br>2.0% | 4,255<br>29.2%      | 14,587<br>100.0% |

1. Profit before taxation of Others in the first half of 2011 included the net recovery from the underlying collateral of the Lehman Brothers Minibonds.

2. For additional segmental information, see Note 41 to the Interim Financial Information.

### PERSONAL BANKING

### **Financial Results**

Personal Banking recorded a profit before taxation of HK\$2,763 million.

Net interest income increased by 11.8%, mainly driven by the growth in average loans and deposits coupled with the improvement in deposit spread. The increase was largely offset by the decrease of 10.9% in net fee and commission. Commission income from securities brokerage was lower amid adverse investment sentiments. Meanwhile, there was growth in fee income from funds distribution and credit cards. Personal loans and customer deposits increased by 4.2% and 3.2% respectively from last year end.

#### **Business operation**

The Group's Personal Banking business continued to make good progress in the first half of 2012. There was satisfactory growth in both deposit and lending businesses. Funds and bonds distribution businesses also performed strongly. In addition to investing in service enhancement and branding with regard to the wealth management platform, a new private banking business platform has been set up to provide unique and tailormade services to targeted affluent customers.

#### Residential mortgages - outgrowing the market

With its all-round service and expertise in residential mortgages, the Group succeeded in growing its market share and was the market leader in the underwriting of new mortgages during the period. The Group continued to work in close partnership with major property developers. Various joint promotional activities were conducted with developers to deliver enhanced services to customers from both the Hong Kong and Mainland markets. The Group also continued to lead the market with a wide range of mortgage products and mobile applications. At the end of June 2012, the Group's mortgage book grew by 4.6% versus the end of last year.

# Investment and insurance businesses – strong growth in the sales of funds and bonds

In the first half of 2012, sentiments of the local stock market were adversely affected by the external environment. Nevertheless, the Group continued to expand its stock brokerage service spectrum to reinforce its strong position in the personal securities business. New services were introduced to enable customers to trade with a higher degree of ease.

As regards the funds distribution business, the Group rolled out new products to both high-end and mass retail customers. A private fund, the BOCHK Asian Dynamic Income Fund, and a retail fund, the BOCHK-World Bank Emerging Markets Bond Fund, were introduced to customers. During the period, the Group distributed 14 RQFII funds, making it the largest distributor of RQFII funds in Hong Kong. As a result, commission income from funds distribution surged by 31.8% year-on-year. The Group also actively engaged in the bonds distribution business. The Group's private placement services for bonds in the secondary market were launched in January this year, offering bonds to targeted high-end customers. In addition, the Group led the iBond market in terms of over-the-counter turnover. Meanwhile, the Group's

Investment Product Specialist Team was further expanded to provide customers with comprehensive professional service in connection with investment products.

Regarding its Bancassurance business, the Group strengthened its position as a prominent life insurance provider and maintained its lead in the RMB insurance market. It continued to roll out new products to meet customers' needs. The RMB-denominated "IncomeGrowth Annuity Insurance Plan" was introduced to offer life protection with guaranteed annuity payments. The Group also further enhanced its financial planning model and cross-selling capabilities with encouraging results.

# Credit card business – recording double-digit volume growth

The Group's credit card business sustained its growth momentum in the first half of 2012. It maintained its leadership in the China UnionPay merchant acquiring business and card issuing business. The Group also continued to exploit its competitive edge to extend appealing merchant offer programmes to customers through its comprehensive merchant network in Hong Kong, Macau and the Mainland. The total number of cards issued grew by 5.0% from the end of last year. Cardholder spending and merchant acquiring volumes grew by 10.8% and 16.8% respectively.

# Wealth management service – enhancing brand awareness

The Group continued to offer differentiated services and customised wealth management solutions to foster longterm relationship with wealth management customers. In the first half of 2012, the Group completed the unification of its wealth management service platform, thus strengthening its brand awareness and position in the market. In addition, a new private banking business platform has been set up to cater to the more sophisticated needs of the affluent customers. The Group also continued to work more closely with BOC branches to provide banking services to high net-worth customers from the Mainland.

# Distribution channels – e-channels with enhanced security features

The Group kept optimising its distribution channels to meet the needs of both local and cross-border customers.

At the end of June 2012, the Group's service network in Hong Kong comprised 267 branches, including 137 wealth management centres.

The Group further invested in automated banking channels. In April, it launched Hong Kong's first chipbased ATM card with enhanced security and new banking service functions. With the new chip-based BOC Card, customers can enjoy the BOC Card services in Hong Kong, the Mainland and overseas, including the settlement of purchases and HKD/RMB notes withdrawal at "JETCO" ATMs in Hong Kong. Fund transfer and bill payment can also be made through the ATM and pointof-sale networks. The functions of the Group's e-Banking platform were expanded, including the use of a new security device for two-factor authentication. At the same time, the Group also introduced more mobile banking services.

In recognition of their outstanding salesmanship, four of the Group's sales personnel were honoured with the "Distinguished Salesperson" awards 2012 organised by the Hong Kong Management Association.

### CORPORATE BANKING Financial Results

Corporate Banking recorded a satisfactory growth of HK\$689 million, or 15.5%, in profit before taxation. This was mainly attributable to the increase in net interest income as well as net fee and commission income.

Net interest income rose by 13.2%, mainly driven by an expansion in loans. The growth in net interest income was also attributable to the increase in deposits with improvement in the average deposit spread. Corporate loans and customer deposits grew by 7.9% and 3.6% respectively from the end of 2011.

Net fee and commission income increased by 21.0%, largely led by the growth in loan commissions. Meanwhile, bills commissions declined along with the slowdown of economic activities.

### **Business operation**

Despite a slowdown of the economy, the Group's Corporate Banking business recorded satisfactory loan growth with better loan pricing in the first six months of

2012. It remained the top mandated arranger in the Hong Kong syndicated loan market and continued to provide strong support to its corporate customers. In view of the fast expansion of the offshore RMB business, more innovative trade-related products were introduced to corporate clients. The Group also made good progress in the custody and cash management businesses. As regards the custody business, the Group was the largest service provider for RQFII funds in the market. Cross-border cash management capabilities were further enhanced with the linkage of the Group's e-Banking platform with those of BOC and its overseas branches.

# Corporate lending business – 7.9% growth of corporate loans

The Group continued to implement "Total Solution" for core customers and enhanced the management of its clientele in different industries through better customer segmentation. Tailor-made services were provided to large corporates and public sector entities with the aim to become their main banker. At the end of June, the Group's balance of corporate loans grew by 7.9% from the end of 2011. In the first half of 2012, the Group successfully arranged the first 100% RMB syndicated loan in Hong Kong and it was also the largest of its kind in the market by the end of June 2012. The Group remained the top mandated arranger in the Hong Kong syndicated loan market in the first half of 2012.

# SME business – providing full-fledged services to customers

The Group stepped up its service capabilities for SME customers. It optimised the business model of "Integrated Branches for Commercial Business" by establishing exclusive counters in selected branches and launched the "Business Integrated Account" to provide one-stop financial solutions, including consultation services on credit facilities, cash management and insurance, as well as personal financial solutions for SME companies and their proprietors, partners or shareholders. The Group also actively participated in the "SME Financing Guarantee Scheme" launched by the Hong Kong Mortgage Corporation Limited. In recognition of its long-standing support for SMEs in Hong Kong, the Group received for the fifth consecutive year the "SME's Best Partner Award" presented by the Hong Kong Chamber of Small and Medium Business Limited.

# Trade finance – product innovation and promotion to drive growth

Taking advantage of its strong cross-border service capabilities and the continuous expansion of the offshore RMB business, the Group was able to capture more business opportunities in trade finance. In collaboration with BOC and NCB (China), it actively promoted the factoring business. Through product innovation, especially in RMB financing and RMB settlement, the Group further enhanced its competitiveness in the trade finance business. A new product, "Acceptance L/C Discounting" was launched during the period. At the end of June 2012, the Group's balance of trade finance grew by 14.0% from the end of 2011.

# Custody service – becoming the largest service provider for RQFII fund products

The custody business continued to expand in the first half of 2012. The Group successfully secured mandates for a number of RMB fund products during the period, and became the largest service provider for RQFII funds in the market. At the same time, the Group continued to provide high-quality global custody services to Qualified Domestic Institutional Investors and various types of fund clients. During the period, the Group completed several deals in providing escrow services to large corporate entities and financial institutions. At the end of June 2012, excluding the RMB fiduciary account for participating banks, total assets under the Group's custody were valued at HK\$536 billion.

# Cash management service – making solid progress in cross-border servicing capabilities

In line with the extension of the operating hours of the RMB Real Time Gross Settlement ("RMB RTGS") system in Hong Kong, the Group extended the service hours for same-day RMB telegraphic transfer and express transfer instructions made through internet banking. The intra-day cash pooling service was launched to enable corporate customers to build up a cash pool, allowing better internal cash flow management. The linkage of the Group's e-Banking platform with those of BOC and its overseas branches has been completed, enabling the Group's corporate customers to operate their overseas BOC accounts via Corporate Internet Banking and BOC customers to operate their BOCHK accounts via BOC Online Banking ("BOCNET"). This has greatly enhanced the cross-border cash management capabilities of the Group.

#### Risk management – proactive measures in place

The Group remained highly focused on safeguarding its asset quality by adhering strictly to its risk management policy. It performed close credit monitoring on corporate customers who could be adversely affected by the volatile economic environment, including the slowdown of the Mainland's export growth which may pose an adverse impact on the investments of manufacturing establishments. The Group also stays alert to the latest development of the Eurozone debt crisis and the impact of the Central Government's stimulation measures on the Chinese economy.

### **MAINLAND BUSINESS**

**Financial performance – maintaining healthy growth** The Group's Mainland business maintained healthy growth in the first half of 2012. It strengthened its deposit base by growing customer deposits by 9.8% from the end of last year. During the period, it focused on optimising the loan structure and improving loan pricing. Advances to customers grew by 1.2% with the overall loan quality remaining sound. Total operating income increased by 32.7% year-on-year, mainly driven by the strong growth in net interest income.

### Distribution channels – building up branch network and channel sharing with BOC

In view of the slower economic growth and lower domestic demand in the Mainland, the Group proactively adjusted its product and business strategy. It stepped up its marketing effort and deepened its business collaboration with the BOC group. The "Channel Sharing" model, which allows promotional activities to be conducted on-site and via e-channels with BOC's branches, has been effective in serving its purpose. During the interim period, the model not only boosted deposit growth but also generated more retail banking business. Meanwhile, the upgrade of the Group's e-Banking platforms in 2011 proved to be extremely successful as the number of new accounts and transaction volume increased significantly. The range of wealth management products was further expanded, resulting in a complete series of "Yi Da" products. All wealth management products could be acquired via the e-Banking platform. The Group has been actively preparing for the issuance of credit cards in the Mainland. The SME business platform was instrumental to the completion of the "SME Business Win" product series, leading to a satisfactory growth in SME lending in the interim period. During the first half of 2012, four new NCB (China) sub-branches, including the Shanghai Huangpu Sub-branch, Guangdong Foshan Sub-branch, Chengdu Chuangye Road Sub-branch and Dongguan Subbranch, commenced operation. The Group's total number of branches and sub-branches in the Mainland increased to 31 by the end of June 2012.

### TREASURY

#### **Financial Results**

Treasury recorded a strong year-on-year increase of 64.1% in profit before taxation.

Net interest income grew by 71.2% with the improved yield on interbank placements coupled with the increase in the related balance.

Net trading gain was up 111.4%. The growth was caused by the lower foreign exchange loss on foreign exchange swap contracts and the increase in mark-to-market gain of certain interest rate instruments.

#### **Business Operation**

**Proactive investment strategy – maintaining a balance on safety, liquidity and yield enhancement** The Group continued with a proactive but prudent approach in managing its banking book investments. In the first half of the year, the Group closely monitored market changes and acted swiftly to adjust its investment portfolio in response to the deterioration of the European debt crisis. During the period, the Group increased its holdings in RMB-denominated securities and high-quality corporate bonds.

#### Product innovation - responding to customers' needs

In line with its customer-centric approach, the Group continued with product innovation to meet customers' needs. In the first half of 2012, the RMB exchange business was adversely affected by the slower economic growth of the Mainland and the lower expectation for the appreciation of the RMB. The Group responded quickly to these market changes by rolling out new product packages that bundled offshore RMB exchange rate-related and interest rate-related products with deposits, loans and trade finance, thus lowering customers' exchange rate risk and financing costs.

As part of its ongoing endeavour to facilitate the development of the offshore RMB bond market, the Group launched three new offshore RMB bond sub-indices. These were the BOCHK Offshore RMB Chinese Sovereign Bond Index, the BOCHK Offshore RMB Investment Grade Bond Index and the BOCHK Offshore RMB 1 to 3 Years Central Government Bond Index, which serve as performance benchmarks for the offshore RMB bond market. Meanwhile, the Group remained an active participant in the offshore RMB bond underwriting business.

### *RMB-clearing bank service – extending service hours* to offshore markets

The Group maintained strong support for its clearing services. The operating hours of the RMB RTGS were extended to cover the working hours in other major financial centres, including London and New York. This not only facilitated participating banks and their customers in conducting RMB cross-border settlement and payment, but also enhanced BOCHK's brand awareness at the global level.

### Banknotes business – building up a global network

The Group continued to cooperate with BOC's overseas branches in extending the overseas RMB banknotes business. The transaction turnover rose significantly from the same period in 2011. Meanwhile, the Group has established business relationships with banks and financial institutions in different countries and regions, and has also penetrated the non-RMB banknotes business in these markets.

### **INSURANCE**

### **Financial Results**

The Group's Insurance segment recorded a strong growth in its profit before taxation by 55.0% to HK\$451 million in the first half of 2012. The growth was mainly attributable to the better investment performance comparing to the same period last year.

The increase in realised gain from equity investments as well as mark-to-market gain of debt securities contributed to the improvement of investment income.

#### **Business Operation**

#### Driving growth through service enhancement

Through the constant optimisation of product features and service enhancement, the Group continued to improve its

services for customers. A series of training programmes were conducted to enhance the professionalism and capabilities of the sales team. To reinforce its brand and promote its product offerings, BOC Life also launched major promotion campaigns. The sale of investment-linked products also registered a satisfactory growth.

#### RMB insurance products – a prominent provider

The Group maintained its leading position in the RMB insurance market. Popular RMB insurance products such as the "Target 5 Years Insurance Plan Series", "Multi-Plus Savings Insurance Plan" and "RMB Universal Life Insurance Plan" continued to be well received by customers. To meet customers' needs, the Group launched the RMB-denominated "IncomeGrowth Annuity Insurance Plan", a RMB income insurance plan providing life protection with guaranteed annuity payments. During the first half of 2012, BOC Life was granted the approval to invest directly in the Mainland's interbank bond market, thus facilitating the expansion of RMB assets and the further development of its RMB insurance products.

### RISK MANAGEMENT Banking Group Overview

The Group believes that sound risk management is crucial to the success of any organisation. In its daily operation, the Group attaches a high degree of importance to risk management and emphasises that a balance must be struck between risk control and business growth and development. The principal types of risk inherent in the Group's businesses are credit risk, interest rate risk, market risk, liquidity risk, operational risk, reputation risk, legal and compliance risk, and strategic risk. The Group's risk management objective is to enhance shareholder value by maintaining risk exposures within acceptable limits. The Group has a defined risk appetite statement approved by the Board, which is an expression of the types and level of risk that the Group is willing to take in order to achieve its business goals and to meet the expectations of its stakeholders under a controllable risk level.

#### **Risk Management Governance Structure**

The Group's risk management governance structure is designed to cover all business processes and ensure various risks are properly managed and controlled in the course of conducting business. The Group has a

robust risk management organisational structure with a comprehensive set of policies and procedures to identify, measure, monitor and control various risks that may arise. These risk management policies and procedures are regularly reviewed and modified to reflect changes in markets and business strategies. Various groups of risk takers assume their respective responsibilities for risk management.

The Board of Directors, representing the interests of shareholders, is the highest decision-making authority of the Group and has the ultimate responsibility for risk management. The Board, with the assistance of its committees, has the primary responsibility for the formulation of risk management strategies and for ensuring that the Group has an effective risk management system to implement these strategies.

The Risk Committee ("RC"), a standing committee established by the Board of Directors, is responsible for overseeing the Group's various types of risks, reviewing and approving high-level risk-related policies and overseeing their implementation, reviewing significant or high risk exposures or transactions and exercising its power of veto if it considers that any transaction should not proceed. The Audit Committee assists the Board in fulfilling its role in overseeing the internal control system.

The Chief Executive ("CE") is responsible for managing the Group's various types of risks, approving detailed risk management policies, and approving material risk exposures or transactions within his authority delegated by the Board of Directors. The Chief Risk Officer ("CRO") assists the CE in fulfilling his responsibilities for the dayto-day management of risks. The CRO is responsible for initiating new risk management strategies, projects and measures that will enable the Group to better monitor and manage new risk issues or areas that may arise from time to time from new businesses, products and changes in the operating environment. He may also take appropriate initiatives in response to regulatory changes. The CRO is also responsible for reviewing material risk exposures or transactions within his delegated authority and exercising his power of veto if he believes that any transaction should not proceed.

Various units of the Group have their respective risk management responsibilities. Business units act as the

first line of defence while risk management units, which are independent from the business units, are responsible for the day-to-day management of different kinds of risks. Risk management units have the primary responsibilities for drafting, reviewing and updating various risk management policies and procedures.

The Group's principal banking subsidiaries, Nanyang, NCB (China) and Chiyu, are subject to risk policies that are consistent with those of the Group. Moreover, the Group's non-banking subsidiaries, such as BOC Life, are subject to the Group's risk management requirements. These subsidiaries are required to formulate their respective risk management policies based on the characteristics of their own industries, perform daily risk management responsibilities and report to BOCHK on a regular basis. Risk management units of BOCHK monitor the risk management status of these subsidiaries respectively.

#### **Credit Risk Management**

Credit risk is the risk of loss arising from that a customer or counterparty will be unable to or unwilling to meet its contractual obligations. Credit risk exists in the trading book and banking book, on- and off-balance sheet exposures of a bank. It arises principally from the lending, trade finance and treasury businesses, and covers inter-bank transactions, foreign exchange and derivative transactions as well as investments in bonds and securities. The Chief Credit Officer, who reports directly to the CRO, takes charge of credit risk management and is also responsible for the control of credit risk exposure of subsidiaries in line with the credit risk management principles and requirements set by the Group. The Chief Analytics Officer, who also reports directly to the CRO, is responsible for the development and maintenance of internal rating models, internal rating criteria, internal rating platforms and the risk-weighted asset calculation for credit risk. For loans and advances to customers, different credit approval and control procedures are adopted according to the level of risk associated with the customer, counterparty or transaction. The Credit Risk Assessment Committee comprising credit experts and other functions is responsible for making an independent assessment of all credit facilities which require the approval of Deputy Chief Executives ("DCE") or above. Corporate and financial institution credit applications are independently reviewed and objectively assessed by risk management units. Obligor ratings and facility

grades are assigned to these portfolios. Retail internal rating systems are deployed in the risk assessment of retail credit transactions, including small business retail exposures, residential mortgage loans, personal loans and credit cards. Loan grades, obligor ratings as well as loss estimates (if applicable) are used to support credit approval.

The Group identifies credit concentration risk by industry, geography, customer and counterparty risk. The Group monitors changes to counterparties credit risk, the quality of the credit portfolio and risk concentrations, and reports regularly to the Group's management.

The Group uses loan grades, obligor ratings and loss estimates (if applicable) to support credit monitoring, analysis and reporting. For corporate and financial institution, more frequent rating review and closer monitoring are required for higher-risk customers. For retail exposures, monthly updated ratings and loss estimates are used for credit monitoring on a portfolio basis. More comprehensive review is required for obligors being identified under high-risk pools. The Group has established credit risk master scale for internal rating purpose, which is in compliance with the Banking (Capital) Rules under the Hong Kong Banking Ordinance on rating structure, and can be mapped to Standard & Poor's external ratings. In addition to obligor ratings, the Group adopts a facility rating system (in the case of corporate and bank exposure) and expected loss (in the case of retail exposure) to assess the risk in the facility structure during credit approval. This two-dimensional rating approach to evaluate credit risk complies with the HKMA's requirements on IRB.

In the first half of 2012, the Group has continued to adopt loan grading criteria which divide credit assets into 5 categories with reference to HKMA's guidelines. The Risk Management Department ("RMD") provides regular credit management information reports and ad hoc reports to the Management Committee ("MC"), RC and Board of Directors to facilitate their continuous monitoring of credit risk.

For investments in debt securities and securitisation assets, the obligor ratings or external credit ratings, assessment of the underlying assets and credit limits setting on customer/security issuer basis are used for managing credit risk associated with the investment. For derivatives, the Group sets customer limits to manage the credit risk involved and follows the same approval and control processes as applied for loans and advances. On-going monitoring and stop-loss procedures are established.

The methodology and assumptions used for impairment assessments are reviewed regularly. In evaluating impairment of asset backed securities ("ABS") and mortgage backed securities ("MBS"), the Group continued to use a significant decline in market price and credit deterioration of the underlying assets to be the key indicators of impairment. The Group also considered other objective evidences of impairment, taking into account the impact of liquidity on market prices and the movement in loss coverage ratios of individual ABS and MBS held by the Group.

#### **Interest Rate Risk Management**

Interest rate risk means the risks to a bank's earnings and economic value arising from adverse movements in interest rate and term structures of the bank's asset and liability positions. The Group's interest rate risk exposures are mainly structural. The major types of interest rate risk from structural positions are:

- Repricing risk: mismatches in the maturity or repricing periods of assets and liabilities that may affect net interest income;
- Basis risk: different pricing basis for different transactions so that the yield on assets and cost of liabilities may change by different amounts within the same repricing period;
- Yield curve risk: non-parallel shifts in the yield curve that may have an adverse impact on net interest income or economic value;
- Option risk: exercise of the options embedded in assets, liabilities or off-balance sheet items that can cause a change in the cashflows of assets and liabilities.

The Group's risk management framework applies also to interest rate risk management. The Assets and Liabilities Management Committee ("ALCO") exercises its oversight of interest rate risk in accordance with the

"BOCHK Group Interest Rate Risk Management Policy" approved by RC. The Market Risk Management Division of the RMD is the unit responsible for interest rate risk management. With the cooperation of the Financial Management Department (Asset & Liability Management) and Investment Management, the RMD assists the ALCO to manage day-to-day interest rate risk positions. Its roles include, but are not limited to, the formulation of management policies, selection of methodologies, setting of risk indicators and limits, assessment of target balance sheet, monitoring of the compliance with policies and limits, and submission of interest rate risk management reports to the RC and senior management, etc.

The Group sets out interest rate risk indicators and limits to identify, measure, monitor and control interest rate risk. The indicators and limits include, but are not limited to, re-pricing gap limits, basis risk, duration, price value of a basis point (PVBP), Greeks, net interest income sensitivity ratio, economic value sensitivity ratio (including sub-limit for AFS securities), etc. The indicators and limits are classified into three levels, which are approved by the RC, ALCO and CRO respectively. Risk-taking business units are required to conduct their business within the boundary of the interest rate risk limits. Before launching a new product or business in the banking book, the relevant departments are required to go through a risk assessment process, which includes the assessment of underlying interest rate risk and consideration of the adequacy of current risk monitoring mechanism. Any material impact on interest rate risk noted during the risk assessment process will be submitted to the RC for approval.

Net interest income sensitivity ratio (NII) and economic value sensitivity ratio (EV) assess the impact of interest rate movement on the Group's net interest income and capital base. They are the Group's key interest rate risk indicators. The former assesses the impact of interest rate movement on net interest income as a percentage to projected net interest income for the year. The latter assesses the impact of interest rate movement of interest rate movement on economic value (i.e. the present value of cash-flows of assets, liabilities and off-balance-sheet items discounted using market interest rate) as a percentage to the latest capital base. Limits are set by the RC on these two indicators to monitor and control the Group's banking book interest rate risk.

The Group uses scenario analyses and stress tests to assess the banking book interest rate risk that the Group would face under adverse circumstances. Scenario analyses and stress tests are also devised to assess the impact on net interest income and economic value as well as capital base arising from the optionality of demand and savings deposits, the prepayment of mortgage loans and the prepayment of debt securities with embedded options.

#### **Market Risk Management**

Market risk refers to the risk of losses arising from adverse movements in the value of foreign exchange and commodity positions and the trading book interest rate and equity positions held by the Group due to the volatility of financial market price (debt security price/interest rate, foreign exchange rate, equity price, commodity price). The Group adopts a robust market risk appetite to achieve balance between risk and return. The Group's objective in managing market risk is to secure healthy growth of the treasury business by effective management of potential market risk in the Group's business according to the Group's overall risk appetite and strategy of the treasury business on the basis of a well-established risk management regime and related measures.

In accordance with the Group's corporate governance principles in respect of risk management, the Board and RC, senior management and functional departments/ units perform their duties and responsibilities to manage the Group's market risk. The Market Risk Management Division of the RMD is mainly responsible for managing market risk, assisting senior management to perform their day-to-day duties, independently monitoring the market risk profile and compliance of management policies and limits of the Group and BOCHK, ensuring that the aggregate and individual market risks are within acceptable level.

The Group's market risk management covers BOCHK and its subsidiaries. The Group establishes consistent market risk management policies to regulate BOCHK's and subsidiaries' market risk management work; meanwhile, the Group sets up the Group VAR and stress test limits, which are allocated and monitored across the Group, according to the subsidiaries' business requirements and risk tolerance levels. In line with the requirements set in the Group policy, the subsidiaries may, subject to prior consent by BOCHK, formulate the detailed policies and

procedures and must bear the responsibility for managing daily market risk that they may face. The subsidiaries set up independent risk monitoring teams to monitor daily market risk and limit compliance, and submit management information and reports to BOCHK on a regular basis.

The Group sets up market risk indicators and limits to identify, measure, monitor and control market risk. Major risk indicators and limits include but are not limited to VAR, Stop Loss, Open Position, Stress Testing and Sensitivity Analysis (Basis Point Value, Greeks), etc. To meet management requirements, major risk indicators and limits are classified into four levels, and approved by the RC, MC, CRO and the DCE in charge of the treasury business or the head of the respective business unit. Treasury business units of BOCHK and other subsidiaries (as for Group Limit) are required to conduct their business within approved market risk indicators and limits.

The Group uses the VAR technique to measure potential losses and general market risks of its trading book for reporting to the RC and senior management on a periodic basis. The Group adopts a uniformed VAR calculation model, using the historical simulation approach and 2-year historical data to calculate the VAR of the Group and subsidiaries over a 1-day holding period with 99% confidence level, and to set up the VAR limit of the Group and subsidiaries.

The predictive power of the VAR measure is monitored by back-testing, which compares the calculated VAR figure of trading positions of each business day with the actual and hypothetical revenues arising from those positions on the next business day. Generally speaking, the number of back-testing exceptions in a rolling 12-month period will not exceed four times, given a 99% confidence level. BOCHK conducts back-testing on a monthly basis.

### Liquidity Risk Management

Liquidity risk is the risk that banks fail to provide sufficient funds to grow assets or pay due obligations, and so need to bear an unacceptable loss. The Group follows a sound liquidity risk appetite to provide stable, reliable and adequate sources of cash to meet liquidity needs under normal circumstances or stressed scenarios; and to survive with net positive cumulative cash flow in extreme scenarios without requesting HKMA to act as the lender of last resort. The Group's liquidity risk management objective is to effectively manage the liquidity of on-balance sheet and off-balance sheet items with reasonable cost based on the liquidity risk appetite to achieve sound operation and sustainable profitability. Customer deposits are the Group's primary source of funds. To ensure that a stable and sufficient source of funds is in place, the Group actively attracts new deposits, keeps the core deposits and obtains supplementary funding from the interbank market or by issuing bills in the capital market. According to different term maturities and the results of funding needs estimated from stressed scenarios, the Group adjusts its asset structure (including loans, bond investments, interbank placements, etc.) to maintain sufficient liquid assets in support of normal business needs and ensure its ability to raise enough funds at reasonable costs to serve external claims in case of emergency. The Group is committed to diversifying the source of funds and the use of funds to avoid excessive concentration of assets and liabilities, and to prevent triggering liquidity risk due to the break of funding strand when problems occur in one concentrated funding source. The Group also pays attention to liquidity risk created by off-balance sheet activities, such as loan commitments, derivatives, options and other complex structured products. The Group has an overall liquidity risk management strategy to cover the liquidity management of foreign currency assets and liabilities, intraday liquidity, intra-group liquidity, the liquidity risk arising from others' risk, etc., and has formulated a corresponding funding contingency plan.

The RC is the decision-making authority of liquidity risk management, and assumes the ultimate responsibility of liquidity risk management. As authorised by the RC, the ALCO exercises its oversight of liquidity risk and ensures the daily operations of the Group are in accordance with risk appetite and policies as set by the RC. The Market Risk Management Division of the RMD is the unit responsible for overseeing the Group's liquidity risk. It cooperates with the Financial Management Department (Assets and Liabilities Management), Investment Management, etc. to assist the ALCO in performing liquidity management functions according to their specific responsibilities.

The Group has established liquidity risk management indicators and limits to identify, measure, monitor and control liquidity risk. Such indicators and limits include (but are not limited to) the liquidity ratio, deposit stability

ratio, loan-to-deposit ratio, Maximum Cumulative Outflow ("MCO") and liquidity buffer asset portfolio. The Group applies cash flow analysis (under normal and stress conditions) and liquidity stress test (including institutionspecific and worldwide crisis) to assess the Group's capability to withstand various severe liquidity crises. Also, the Assets and Liabilities Management System is developed to provide data support for facilitating the liquidity risk management duties.

The Group's liquidity risk management also covers new product or business development. Before launching a new product or business, the relevant departments are required to go through a risk assessment process, which includes the assessment of underlying liquidity risk and consideration of the adequacy of the current risk management mechanism. Any material impact on liquidity risk noted during the risk assessment process will be reported to the RC for approval.

The Group has established a set of uniform liquidity risk management policies which serve as standards and guidance to all the Group's members for liquidity risk management. On the basis of the Group's uniform policy, each of the subsidiaries formulates its own liquidity management policies according to its own characteristics (subject to approval by BOCHK), and assumes its own liquidity risk management responsibility. Subsidiaries are required to report their respective liquidity positions on a regular basis to the Market Risk Management Division of the RMD of BOCHK which consolidates such information and evaluates group-wide liquidity risk.

#### **Operational Risk Management**

Operational risk is the risk of loss resulting from inadequate or failed internal process, staff and information technology system, or from external events. The risk is inherent in every aspect of business operations and confronted by the Group in its day-to-day operational activities.

The Group has implemented the "Three Lines of Defence" for its operational risk management. All departments or functional units as the first line of defence are the first parties responsible for operational risk management, and carry out the duties and functions of self risk control in the process of business operation through self assessment, self checking, self correction and self development. The Operational Risk and Compliance Department ("OR&CD")

together with certain specialist functional units in relation to operational risk management within the Group, including the Human Resources Department, Information Technology Department, Corporate Services Department, Financial Management Department and General Accounting & Accounting Policy Department (collectively known as "Specialist functional units"), are the second line of defence, which is responsible for assessing and monitoring the operational risk conditions in the first line of defence, and providing them with guidance. The OR&CD, being independent from the business units, is responsible for assisting the Management in managing the Group's operational risk, including the establishment and review of the operational risk management policy and framework, designing the operational risk management tools and reporting mechanism, and assessing and reporting the overall operational risk position to the Management and RC. Specialist functional units are required to carry out their managerial duties of the second line defence with respect to some specific aspects of operational risk and its related issues. Besides taking charge of operational risk management in their own units, these units are also required to provide other units with professional advice/training in respect of certain operational risk categories and to lead the Group-wide operational risk management. Group Audit is the third line of defence which provides independent assessment to the robustness and adequacy of the operational risk management framework and is required to conduct periodic audit of the operational risk management activities of various departments or functional units within the Group regarding their compliance and effectiveness and to put forward recommendations for remedial actions.

The Group has put in place an effective internal control process which requires the establishment of policies and control procedures for all the key activities. The Group adheres to the fundamental principle of proper segregation of duties and authorisation. The Group adopts various operational risk management tools or methodologies such as key risk indicators, self-assessment, operational risk events reporting and review to identify, assess, monitor and control the risks inherent in business activities and products, as well as purchase of insurance to mitigate unforeseeable operational risks. Business continuity plans are established to support business operations in the event of an emergency or disaster. Adequate backup facilities are maintained and periodic drills are conducted.

## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

#### **Reputation Risk Management**

Reputation risk is the risk that negative publicity about the Group's business practices, whether genuine or not, will cause a potential decline in the customer base, or lead to costly litigation or revenue erosion. Reputation risk is inherent in other types of risk and every aspect of business operation and covers a wide spectrum of issues.

In order to mitigate reputation risk, the Group has formulated and duly followed its Reputation Risk Management Policy. The policy aims to prevent and manage reputation risk proactively at an early stage when an incident occurs. Since reputation risk is often caused by various types of operational and strategic issues that negatively impact the trust and perception of the company, all operational and key risks identified are assessed through the established Key Control Self-Assessment framework, including risk assessment tools, to evaluate the severity of their impact on the Group, including the damage to reputation. In addition, the Group has put in place a framework, including system support, to achieve continuous monitoring of external reputation risk incidents and published failures of risk incidents in the financial industry.

#### Legal and Compliance Risk Management

Legal risk is the risk that unenforceable contracts, lawsuits or adverse judgments may disrupt or otherwise negatively affect the operations or financial conditions of the Group. Compliance risk is the risk of legal or regulatory sanctions, financial losses or losses in reputation a bank may suffer as a result of its failure to comply with all applicable laws and regulations. Legal and compliance risks are managed by the OR&CD, which reports directly to the CRO. All legal matters are handled by the Legal Services Centre ("LSC"), which reports to the Chief Operating Officer. The OR&CD is responsible for legal risk management of the Group with support rendered by the LSC. As part of the Group's corporate governance framework, the policy for the management of legal and compliance risk is approved by the RC.

#### Strategic Risk Management

Strategic risk generally refers to the risks that may induce immediate or future negative impact on the financial and market positions of the Group because of poor strategic decisions, improper implementation of strategies and lack of response to the market. The Board reviews and approves the policy for the management of strategic risks. Key strategic issues have to be fully evaluated and properly endorsed by the senior management and the Board.

The Group will regularly review its business strategies to cope with the latest market situation and developments.

#### **Capital Management**

The major objective of the Group's capital management is to maximise total shareholders' return while maintaining a capital adequacy position in relation to the Group's overall risk profile. The ALCO periodically reviews the Group's capital structure and adjusts the capital mix where appropriate to maintain an optimal balance between risk, return and capital adequacy.

To comply with the HKMA's requirements as stated in the Supervisory Policy Manual "Supervisory Review Process", the Group adopts the Internal Capital Adequacy Assessment Process ("ICAAP") and reviews it annually. Using the statutory minimum capital adequacy ratio ("CAR"), 8%, as a starting point, extra capital (capital add-on) needed to cover the material risks not captured under Pillar I is assessed. A Scorecard approach based on the HKMA's compliance guidance on Pillar II has been used to evaluate the Group's risk profile in order to assess the add-on capital to determine the minimum common equity CAR, minimum core CAR and the minimum CAR. In the process, an Operating CAR Range has also been established which incorporates the need for future business growth and efficiency of capital utilisation.

## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

The HKMA has issued a consultation paper on capital standards in January 2012 for the implementation of Basel III in Hong Kong. The Group has conducted a detailed impact analysis of it and has prepared for the future implementation of new capital requirements.

#### **Stress Testing**

The Group supplements the analysis of various types of risks with stress testing. Stress testing is a risk management tool for estimating risk exposures under stressed conditions arising from extreme but plausible market or macroeconomic movements. These tests are conducted on a regular basis by the Group's various risk management units in accordance with the principles stated in the Supervisory Policy Manual "Stress-testing" published by the HKMA and the ALCO monitors the results against the key risk limit approved by the RC. The Financial Management Department reports the combined stress test results of the Group to the Board and RC regularly.

#### **BOC Life Insurance**

BOC Life's principal business activity is the underwriting of long-term insurance business in life and annuity, unit-linked long-term business and retirement scheme management in Hong Kong. Major types of risk arising from the BOC Life's insurance business are insurance risk, interest rate risk, liquidity risk and credit risk. BOC Life closely monitors these risks and reports to its RC on a regular basis. The key risks of its insurance business and related risk control process are as follows:

#### **Insurance Risk Management**

BOC Life is in the business of insuring against the risk of mortality, morbidity, disability, critical illness, accidents and related risks. These risks are managed through the application of underwriting policies and reinsurance arrangement. The underwriting strategy is intended to set premium pricing at an appropriate level that corresponds with the underlying exposure of the risks underwritten. Screening processes, such as the review of health condition and family medical history, are also included in BOC Life's underwriting procedures.

The reinsurance arrangement does not, however, discharge BOC Life's liability as the primary insurer. If a reinsurer fails to pay a claim for any reasons, BOC Life remains liable for the payment to the policyholder. The creditworthiness of reinsurers is considered by reviewing the reinsurers' financial strength prior to finalisation of any contract. BOC life directs its reinsurance placement policy and assesses the creditworthiness of all reinsurers and intermediaries by reviewing credit grades provided by rating agencies and other publicly available financial information. BOC Life also monitors the recoverability of its reinsurance assets on an ongoing basis. It maintains records of the payment history for significant contract holders with whom it conducts regular business.

For details of the Group's Insurance Risk Management, please refer to Note 3.4 to the Interim Financial Information.

#### **Interest Rate Risk Management**

An increase in interest rates may result in the depreciation of the value of BOC Life's bond portfolio. It may also result in customers accelerating surrenders. A decrease in interest rates may result in an increase in insurance liability and an inability to adequately match guarantees or lower returns leading to customer dissatisfaction. BOC Life manages the asset liability matching of its portfolios within an asset liability management framework that has been developed to achieve investment returns that match its obligations under insurance contracts.

# **MANAGEMENT'S DISCUSSION AND ANALYSIS**

#### Liquidity Risk Management

Liquidity risk is the risk of not being able to fund increases in assets or meet obligations as they fall due without incurring unacceptable loss. BOC Life's asset liability matching framework includes cash flow management to preserve liquidity to match policy payout from time to time. In the normal course of BOC Life's business, new business premiums generate constant cash inflows and, as a result, the portfolios also grow gradually to meet future liquidity requirement.

#### **Credit Risk Management**

BOC Life has exposure to credit risk, which is the risk that a customer or counterparty will be unable to or unwilling to meet a commitment that they have entered into. Key areas to which BOC Life's insurance business is exposed include:

- Default risk of bond issuers or the counterparties of structured products
- Credit spread widening as a result of credit migration (downgrade)

- Re-insurers' share of insurance unpaid liabilities
- Amounts due from re-insurers in respect of claims already paid
- Amount due from insurance contract holders
- Amount due from insurance intermediaries

BOC Life manages credit risk by placing limits on its exposure to each investment counterparty or group of counterparties. Such limits are subject to annual or more frequent review by the Management.

In order to enhance its credit risk management, BOC Life has strengthened its communication with the Investment Management of the Group while closely monitoring and updating the established Bonds Issuers Disposal and Watch Lists to ensure consistency with the Group's credit risk management and investment strategy. For the management of reinsurers' credit risk, please refer to the Insurance Risk Management above.

## **CONDENSED CONSOLIDATED INCOME STATEMENT**

|   | Notes    | (Unaudited)<br>Half-year ended<br>30 June 2012<br>HK\$'m | (Unaudited)<br>Half-year ended<br>30 June 2011<br>HK\$'m |
|---|----------|--|--|
| Interest income<br>Interest expense   |          | 17,772<br>(5,153)  | 15,156<br>(4,951)  |
| Net interest income   | 4        | 12,619   | 10,205   |
| Fee and commission income<br>Fee and commission expense   |          | 5,608<br>(1,506)   | 5,432<br>(1,446)   |
| Net fee and commission income   | 5        | 4,102  | 3,986  |
| Gross earned premiums<br>Gross earned premiums ceded to reinsurers  |          | 6,490<br>(3,659)   | 6,524<br>(3,133)   |
| Net insurance premium income  |          | 2,831  | 3,391  |
| Net trading gain<br>Net gain on financial instruments designated at fair value<br>through profit or loss  | 6        | 1,408  | 761  |
| Net gain on other financial assets<br>Other operating income  | 7<br>8   | 477 291  | 360<br>245   |
| Total operating income  |          | 21,914   | 19,346   |
| Gross insurance benefits and claims<br>Reinsurers' share of benefits and claims   | 9        | (7,469)<br>3,720   | (7,100)<br>2,880   |
| Net insurance benefits and claims   |          | (3,749)  | (4,220   |
| Net operating income before impairment allowances<br>Net charge of impairment allowances  | 10       | 18,165<br>(108)  | 15,126<br>(30)   |
| Net operating income<br>Operating expenses  | 11       | 18,057<br>(5,391)  | 15,096<br>(1,993)  |
| Operating profit  |          | 12,666   | 13,103   |
| Net gain from disposal of/fair value adjustments<br>on investment properties<br>Net gain/(loss) from disposal/revaluation of properties,<br>plant and equipment | 12<br>13 | 1,030  | 1,486  |
| Share of profits less losses after tax of associates Profit before taxation   |          | 13<br>13,825   | 3 14,587   |
| Taxation  | 14       | (2,176)  | (2,233)  |
| Profit for the period   |          | 11,649   | 12,354   |
| Profit attributable to:<br>Equity holders of the Company<br>Non-controlling interests   |          | 11,243<br>406  | 11,993<br>361  |
|   |          | 11,649   | 12,354   |
| Dividends   | 15       | 5,762  | 6,661  |
|   |          | нк\$   | HK\$   |
| Earnings per share for profit attributable to the equity<br>holders of the Company<br>Basic and diluted   | 16       | 1.0634   | 1.1343   |

## CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| Duefit for the nexical   | Notes | (Unaudited)<br>Half-year ended<br>30 June 2012<br>HK\$'m | (Unaudited)<br>Half-year ended<br>30 June 2011<br>HK\$'m |
|--|-------|--|--|
| Profit for the period  |       | 11,649   | 12,354   |
| Premises:<br>Revaluation of premises<br>Deferred tax   |       | 4,700<br>(753)   | 5,252<br>(855)   |
|  |       | 3,947  | 4,397  |
| Available-for-sale securities:<br>Change in fair value of available-for-sale securities<br>Release upon disposal of available-for-sale securities<br>Net reversal of impairment allowances on available-for-sale<br>securities transferred to income statement | 10    | 2,747<br>(474)<br>(1)                                    | 1,001<br>(318)<br>(6)                                    |
| Amortisation with respect to available-for-sale securities<br>transferred to held-to-maturity securities<br>Deferred tax   |       | (8)<br>(383)<br>1,881                                    | (17)<br>(103)<br>557                                     |
| Change in fair value of hedging instruments under net investment hedges  |       | 29   | (52)   |
| Currency translation difference  |       | (102)  | 170  |
| Other comprehensive income for the period, net of tax  |       | 5,755  | 5,072  |
| Total comprehensive income for the period  |       | 17,404   | 17,426   |
| <b>Total comprehensive income attributable to:</b><br>Equity holders of the Company<br>Non-controlling interests   |       | 16,848<br>556  | 17,030<br>396  |
|  |       | 17,404   | 17,426   |

# **CONDENSED CONSOLIDATED BALANCE SHEET**

|  |       | (Unaudited)<br>At 30 June<br>2012 | (Audited)<br>At 31 December<br>2011 |
|--|-------|-----------------------------------|-------------------------------------|
|  | Notes | HK\$'m                            | HK\$'m                              |
| ASSETS   |       |                                   |                                     |
| Cash and balances with banks and other financial institutions          | 19    | 153,042                           | 278,795                             |
| Placements with banks and other financial institutions maturing        |       |                                   |                                     |
| between one and twelve months  |       | 114,548                           | 107,910                             |
| Financial assets at fair value through profit or loss                  | 20    | 56,826                            | 48,602                              |
| Derivative financial instruments                                       | 21    | 26,412                            | 26,787                              |
| Hong Kong SAR Government certificates of indebtedness                  |       | 72,160                            | 65,890                              |
| Advances and other accounts  | 22    | 785,932                           | 755,229                             |
| Investment in securities   | 23    | 383,009                           | 376,998                             |
| Interests in associates  |       | 245                               | 234                                 |
| Investment properties  | 24    | 13,398                            | 12,441                              |
| Properties, plant and equipment  | 25    | 43,796                            | 39,650                              |
| Deferred tax assets  | 32    | 114                               | 210                                 |
| Other assets   | 26    | 35,240                            | 25,764                              |
| Total assets   |       | 1,684,722                         | 1,738,510                           |
| LIABILITIES  |       |                                   |                                     |
| Hong Kong SAR currency notes in circulation                            |       | 72,160                            | 65,890                              |
| Deposits and balances from banks and other                             |       |                                   |                                     |
| financial institutions   |       | 114,045                           | 236,694                             |
| Financial liabilities at fair value through profit or loss             | 27    | 10,223                            | 3,23                                |
| Derivative financial instruments                                       | 21    | 21,526                            | 22,28                               |
| Deposits from customers  | 28    | 1,182,857                         | 1,145,95                            |
| Debt securities in issue at amortised cost                             | 29    | 5,909                             | 5,98                                |
| Other accounts and provisions  | 30    | 43,119                            | 41,81                               |
| Current tax liabilities  |       | 3,537                             | 2,237                               |
| Deferred tax liabilities   | 32    | 6,393                             | 5,365                               |
| Insurance contract liabilities   | 33    | 51,785                            | 47,220                              |
| Subordinated liabilities   | 34    | 28,756                            | 28,656                              |
| Total liabilities  |       | 1,540,310                         | 1,605,327                           |
| EQUITY   |       |                                   |                                     |
| Share capital  | 35    | 52,864                            | 52,864                              |
| Reserves   | 36    | 87,850                            | 76,901                              |
| Capital and reserves attributable to the equity holders of the Company |       | 140,714                           | 129,765                             |
| Non-controlling interests  |       | 3,698                             | 3,418                               |
| Total equity   |       | 144,412                           | 133,183                             |
|  |       |                                   |                                     |

# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

|  |                            |  |   |                                  | (Unaudited)                      |                                |                        |  |                          |
|--|----------------------------|--|---|----------------------------------|----------------------------------|--------------------------------|------------------------|--|--------------------------|
|  |                            | Att  | ributable to th   | e equity holde                   | rs of the Compa                  | any                            |                        |  |                          |
|  | Share<br>capital<br>HK\$'m | Premises<br>revaluation<br>reserve<br>HK\$'m | Reserve for<br>fair value<br>changes of<br>available-<br>for-sale<br>securities<br>HK\$'m | Regulatory<br>reserve*<br>HK\$'m | Translation<br>reserve<br>HK\$'m | Retained<br>earnings<br>HK\$'m | Total<br>HK\$'m        | Non-<br>controlling<br>interests<br>HK\$'m | Tota<br>equity<br>HK\$'m |
| At 1 January 2011  | 52,864                     | 15,750                                       | 2,629   | 5,076                            | 453                              | 38,409                         | 115,181                | 3,108                                      | 118,289                  |
| Profit for the period<br>Other comprehensive income:<br>Premises<br>Available-for-sale securities<br>Change in fair value of hedging | -                          | _<br>4,367<br>_                              | -<br>572  | -                                | -<br>-<br>-                      | 11,993<br>_<br>(17)            | 11,993<br>4,367<br>555 | 361<br>30<br>2                             | 12,354<br>4,397<br>557   |
| instruments under net<br>investment hedges<br>Currency translation difference  | -                          | -2   | -<br>16   | -                                | (49)<br>146                      | -                              | (49)<br>164            | (3)<br>6                                   | (52<br>170               |
| Total comprehensive income   | -                          | 4,369  | 588   | -                                | 97                               | 11,976                         | 17,030                 | 396  | 17,426                   |
| Release upon disposal of premises<br>Transfer from retained earnings<br>Dividends  | -<br>-                     | (19)<br>                                     | -<br>-<br>-   | _<br>1,519<br>_                  | -<br>-                           | 19<br>(1,519)<br>(6,048)       | -<br>(6,048)           | (44)                                       | -<br>-<br>(6,092         |
| At 30 June 2011  | 52,864                     | 20,100                                       | 3,217   | 6,595                            | 550                              | 42,837                         | 126,163                | 3,460                                      | 129,623                  |
| Company and subsidiaries<br>Associates   | 52,864<br>-                | 20,100                                       | 3,217   | 6,595<br>–                       | 550<br>_                         | 42,785<br>52                   | 126,111<br>52          |  |                          |
|  | 52,864                     | 20,100                                       | 3,217   | 6,595                            | 550                              | 42,837                         | 126,163                |  |                          |
| At 1 July 2011   | 52,864                     | 20,100                                       | 3,217   | 6,595                            | 550                              | 42,837                         | 126,163                | 3,460                                      | 129,623                  |
| Profit for the period  | -                          | -  | _   | -                                | -                                | 8,437                          | 8,437                  | 22   | 8,459                    |
| Other comprehensive income:<br>Premises<br>Available-for-sale securities<br>Change in fair value of hedging                          | -                          | 3,141<br>_                                   | _<br>(1,410)  | -                                | -                                | _<br>(11)                      | 3,141<br>(1,421)       | 29<br>(33)                                 | 3,170<br>(1,454          |
| instruments under net<br>investment hedges<br>Currency translation difference  | -                          | - 2  | (20)  | -                                | (61)<br>185                      | -                              | (61)<br>167            | (4)<br>8                                   | (65<br>175               |
| Total comprehensive income   | -                          | 3,143  | (1,430)   | -                                | 124                              | 8,426                          | 10,263                 | 22   | 10,285                   |
| Release upon disposal of premises<br>Transfer from retained earnings<br>Dividends  | -<br>-<br>-                | (93)<br>                                     | -<br>-  | -<br>372<br>-                    | -<br>-<br>-                      | 93<br>(372)<br>(6,661)         | (6,661)                | (64)                                       | (6,725                   |
| At 31 December 2011  | 52,864                     | 23,150                                       | 1,787   | 6,967                            | 674                              | 44,323                         | 129,765                | 3,418                                      | 133,183                  |
| Company and subsidiaries<br>Associates   | 52,864<br>-                | 23,150                                       | 1,787<br>_  | 6,967<br>_                       | 674<br>-                         | 44,251<br>72                   | 129,693<br>72          |  |                          |
| -  | 52,864                     | 23,150                                       | 1,787   | 6,967                            | 674                              | 44,323                         | 129,765                | -  |                          |

# CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

|   |   |  |   |                                  | (Unaudited) |                                |                   |  |                           |
|---|---|--|---|----------------------------------|-------------|--------------------------------|-------------------|--|---------------------------|
|   | Attributable to the equity holders of the Company |  |   |                                  |             |                                |                   |  |                           |
|   | Share<br>capital<br>HK\$'m                        | Premises<br>revaluation<br>reserve<br>HK\$'m | Reserve for<br>fair value<br>changes of<br>available-<br>for-sale<br>securities<br>HK\$'m | Regulatory<br>reserve*<br>HK\$'m | reserve     | Retained<br>earnings<br>HK\$'m | Total<br>HK\$'m   | Non-<br>controlling<br>interests<br>HK\$'m | Total<br>equity<br>HK\$'m |
| At 1 January 2012   | 52,864  | 23,150                                       | 1,787   | 6,967                            | 674         | 44,323                         | 129,765           | 3,418                                      | 133,183                   |
| Profit for the period<br>Other comprehensive income:  | -   | -  | -   | -                                | -           | 11,243                         | 11,243            | 406  | 11,649                    |
| Premises<br>Available-for-sale securities<br>Change in fair value of hedging<br>instruments under net | -   | 3,912<br>–                                   | -<br>1,772  | -                                | -           | (8)                            | 3,912<br>1,764    | 35<br>117                                  | 3,947<br>1,881            |
| investment hedges<br>Currency translation difference  | -   | -<br>(1)                                     | -<br>6  | -                                | 27<br>(103) | -                              | 27<br>(98)        | 2<br>(4)                                   | 29<br>(102                |
| Total comprehensive income  | -   | 3,911  | 1,778   | -                                | (76)        | 11,235                         | 16,848            | 556  | 17,404                    |
| Release upon disposal of premises<br>Transfer from retained earnings<br>Dividends                     | -   | (16)<br>_<br>_                               | -   | _<br>263<br>_                    | -<br>-      | 16<br>(263)<br>(5,899)         | -<br>-<br>(5,899) | <br>(276)                                  | (6,175                    |
| At 30 June 2012   | 52,864  | 27,045                                       | 3,565   | 7,230                            | 598         | 49,412                         | 140,714           | 3,698                                      | 144,412                   |
| Company and subsidiaries<br>Associates  | 52,864<br>-                                       | 27,045                                       | 3,565<br>-  | 7,230                            | 598<br>-    | 49,329<br>83                   | 140,631<br>83     |  |                           |
|   | 52,864  | 27,045                                       | 3,565   | 7,230                            | 598         | 49,412                         | 140,714           |  |                           |
| Representing:<br>2012 interim dividend (Note 15)<br>Others  |   |  |   |                                  |             | 5,762<br>43,650                |                   | =  |                           |
| Retained earnings as at<br>30 June 2012   |   |  |   |                                  |             | 49,412                         |                   |  |                           |

\* In accordance with the requirements of the HKMA, the amounts are set aside for general banking risks, including future losses or other unforeseeable risks, in addition to the loan impairment allowances recognised under HKAS 39.

# CONDENSED CONSOLIDATED CASH FLOW STATEMENT

|   | Notes | (Unaudited)<br>Half-year ended<br>30 June 2012<br>HK\$'m | (Unaudited)<br>Half-year ended<br>30 June 2011<br>HK\$'m |
|---|-------|--|--|
| <b>Cash flows from operating activities</b><br>Operating cash outflow before taxation<br>Hong Kong profits tax paid<br>Overseas profits tax paid  | 37(a) | (129,233)<br>(755)<br>(133)                              | (926)<br>(583)<br>(118)                                  |
| Net cash outflow from operating activities<br>Cash flows from investing activities<br>Purchase of properties, plant and equipment<br>Purchase of investment properties<br>Proceeds from disposal of properties, plant and equipment<br>Proceeds from disposal of investment properties<br>Dividend received from associates |       | (130,121)<br>(307)<br>(1)<br>152<br>66<br>2              | (1,627)<br>(255)<br>(12)<br>5<br>6<br>1                  |
| Net cash outflow from investing activities<br>Cash flows from financing activities<br>Dividend paid to the equity holders of the Company<br>Dividend paid to non-controlling interests<br>Interest paid for subordinated liabilities  |       | (88)<br>(5,899)<br>(198)<br>(298)                        | (255)<br>(6,048)<br>(44)<br>(296)                        |
| Net cash outflow from financing activities<br>Decrease in cash and cash equivalents<br>Cash and cash equivalents at 1 January<br>Effect of exchange rate changes on cash and cash equivalents   |       | (6,395)<br>(136,604)<br>340,446<br>(2,796)               | (6,388)<br>(8,270)<br>446,679<br>8,092                   |
| Cash and cash equivalents at 30 June  | 37(b) | 201,046  | 446,501  |

## 1. Basis of preparation and significant accounting policies

### **Basis of preparation**

The unaudited interim financial information has been prepared in accordance with HKAS 34 'Interim Financial Reporting' issued by the HKICPA.

### Significant accounting policies

Except as described below, the significant accounting policies adopted and methods of computation used in the preparation of the unaudited interim financial information are consistent with those adopted and used in the Group's annual financial statements for the year ended 31 December 2011 and should be read in conjunction with the Group's Annual Report for 2011.

# Revised standards and amendments to standards that are mandatory for the first time for the financial year beginning on 1 January 2012

- HKAS 12 (Amendment), 'Income Taxes'. The standard which was revised in December 2010 is mandatorily effective for reporting periods beginning on or after 1 January 2012. Earlier application is permitted. The Group considers that the required treatment under the revised standard better reflects the tax position of the investment properties of the Group, and has early adopted the amended standard retrospectively since the year ended 31 December 2010.
- HKFRS 7 (Amendment), 'Financial Instruments: Disclosures Transfer of Financial Assets'. The amendment introduces new quantitative disclosure requirements for transfers of financial assets that are either fully derecognised or derecognised not in their entirety. The Group will disclose relevant information in the financial statements when the Group undertakes transfers of financial assets that fall within its scope.

# Standards and amendments issued that are relevant to the Group but not yet effective and have not been early adopted by the Group in 2012

| Standard            | Content  | Applicable for financial years<br>beginning on/after |
|---------------------|--|--|
| HKAS 1 (Revised)    | Presentation of Financial Statements – Presentation<br>of Items of Other Comprehensive Income  |  |
| HKAS 19 (2011)      | Employee Benefits  | 1 January 2013                                       |
| HKAS 27 (2011)      | Separate Financial Statements  | 1 January 2013                                       |
| HKAS 28 (2011)      | Investments in Associates and Joint Ventures   | 1 January 2013                                       |
| HKAS 32 (Amendment) | Financial Instruments: Presentation – Offsetting<br>Financial Assets and Financial Liabilities | 1 January 2014                                       |
| HKFRS 7 (Amendment) | Financial Instruments: Disclosures – Offsetting<br>Financial Assets and Financial Liabilities  | 1 January 2013                                       |
| HKFRS 7 (Amendment) | Financial Instruments: Disclosures – Transition to<br>HKFRS 9                                  | 1 January 2015                                       |
| HKFRS 9             | Financial Instruments  | 1 January 2015                                       |
| HKFRS 10            | Consolidated Financial Statements  | 1 January 2013                                       |
| HKFRS 11            | Joint Arrangements   | 1 January 2013                                       |
| HKFRS 12            | Disclosure of Interests in Other Entities  | 1 January 2013                                       |
| HKFRS 13            | Fair Value Measurement   | 1 January 2013                                       |

## **1.** Basis of preparation and significant accounting policies (continued) Significant accounting policies (continued)

Standards and amendments issued that are relevant to the Group but not yet effective and have not been early adopted by the Group in 2012 (continued)

- Please refer to Note 2.1(b) of the Group's Annual Report for 2011 for brief explanations of the abovementioned standards and amendments.
- In addition, 'Annual Improvements to HKFRS 2009 2011 Cycle' contains numerous amendments to HKFRS which the HKICPA considers not urgent but necessary. It comprises amendments that result in accounting changes for presentation and classification. The amendments will be effective for the financial year beginning on or after 1 January 2013, there is no material impact on the Group's accounting policies.

# 2. Critical accounting estimates and judgements in applying accounting policies

The nature and assumptions related to the Group's accounting estimates are consistent with those used in the Group's financial statements for the year ended 31 December 2011.

## 3. Financial risk management

The Group is exposed to financial risks as a result of engaging in a variety of business activities. The principal financial risks are credit risk, market risk (including currency risk and interest rate risk) and liquidity risk. This note summarises the Group's exposures to these risks.

### 3.1 Credit Risk

#### (A) Gross advances and other accounts

(a) Impaired advances

Advances are impaired and impairment losses are incurred if, and only if, there is objective evidence of impairment as a result of one or more events that occurred and that loss event(s) has an impact on the estimated future cash flows of the advances that can be reliably estimated.

If there is objective evidence that an impairment loss on advances has been incurred, the amount of loss is measured as the difference between the carrying amount and the present value of estimated future cash flows generated by the advances. Objective evidence that advances are impaired includes observable data that comes to the attention of the holder of the asset about the loss events.

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

#### (A) Gross advances and other accounts (continued)

(a) Impaired advances (continued)

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| Gross impaired advances to customers  | 482                          | 439                              |
| Individually assessed loan impairment<br>allowances made in respect of<br>such advances                 | 256                          | 259                              |
| Current market value of collateral held<br>against the covered portion of<br>such advances to customers | 267                          | 159                              |
| Covered portion of such advances to customers   | 153                          | 108                              |
| Uncovered portion of such advances to customers   | 329                          | 331                              |
| Gross impaired advances to customers<br>as a percentage of gross advances<br>to customers               | 0.06%                        | 0.06%                            |

The loan impairment allowances were made after taking into account the value of collateral in respect of impaired advances.

Classified or impaired advances to customers are analysed as follows:

|   | At 30 June<br>2012 | At 31 December<br>2011 |
|---|--------------------|------------------------|
|   | HK\$'m             | HK\$'m                 |
| Gross classified or impaired advances to customers  | 749                | 710                    |
| Gross classified or impaired advances<br>to customers as a percentage of gross<br>advances to customers | 0.10%              | 0.10%                  |

Classified or impaired advances to customers follow the definitions set out in the Banking (Disclosure) Rules under the Banking Ordinance and represent advances which are either classified as "substandard", "doubtful" or "loss" under the Group's classification of loan quality, or individually assessed to be impaired.

### 3. Financial risk management (continued)

- 3.1 Credit Risk (continued)
  - (A) Gross advances and other accounts (continued)
    - (b) Advances overdue for more than three months

Advances with a specific repayment date are classified as overdue when the principal or interest is past due and remains unpaid. Advances repayable by regular instalments are classified as overdue when an instalment payment is past due and remains unpaid. Advances repayable on demand are classified as overdue either when a demand for repayment has been served on the borrower but repayment has not been made in accordance with the instruction or when the advances have remained continuously outside the approved limit that was advised to the borrower.

The gross amount of advances overdue for more than three months is analysed as follows:

| At 30 June 2012  |  | At 31 December 201  |  |  |
|------------------|--|---|--|--|
| Amount<br>HK\$'m | % of gross<br>advances to<br>customers | Amount<br>HK\$'m  | % of gross<br>advances to<br>customers   |  |
|                  |  |   |  |  |
| 156              | 0.02%                                  | 78  | 0.01%  |  |
| 89               | 0.01%                                  | 83  | 0.01%  |  |
| 267              | 0.04%                                  | 227   | 0.04%  |  |
| 512              | 0.07%                                  | 388   | 0.06%  |  |
| 236              |  | 219   |  |  |
|                  | Amount<br>HK\$'m<br>156<br>89<br>267   | % of gross<br>advances to<br>CustomersAmount<br>HK\$'m1560.02%890.01%2670.04% | % of gross advances to customers       Amount         HK\$'m       Amount         156       0.02%         89       0.01%         267       0.04%         512       0.07% |  |

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| Current market value of collateral held<br>against the covered portion of such<br>advances to customers | 569                          | 468                              |
| Covered portion of such advances to customers   | 203                          | 116                              |
| Uncovered portion of such advances to customers   | 309                          | 272                              |

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

### (A) Gross advances and other accounts (continued)

(b) Advances overdue for more than three months (continued)

Collateral held against overdue or impaired loans is principally represented by charges over business assets such as commercial and residential premises for corporate loans and mortgages over residential properties for personal loans.

As at 30 June 2012 and 31 December 2011, there were no advances to banks and other financial institutions overdue for more than three months.

|  | At 30 June 2012 |             | At 31 Decen      | nber 2011   |
|--|-----------------|-------------|------------------|-------------|
|  |                 | % of gross  |                  | % of gross  |
|  | Amount          | advances to | Amount           | advances to |
|  | HK\$'m          | customers   | Amount<br>HK\$'m | customers   |
| Rescheduled advances to<br>customers net of<br>amounts included in<br>"Advances overdue for<br>more than three |                 |             |                  |             |
| months"  | 79              | 0.01%       | 90               | 0.01%       |

(c) Rescheduled advances

As at 30 June 2012 and 31 December 2011, there were no rescheduled advances to banks and other financial institutions.

Rescheduled advances are those advances that have been restructured or renegotiated because of deterioration in the financial position of the borrower or of the inability of the borrower to meet the original repayment schedule. Rescheduled advances, which have been overdue for more than three months under the revised repayment terms, are included in overdue advances.

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

- (A) Gross advances and other accounts (continued)
  - (d) Concentration of advances to customers
    - (i) Sectoral analysis of gross advances to customers

The information concerning gross advances to customers has been analysed into loans used inside or outside Hong Kong by industry sectors of the borrowers as follows:

|   |   |  | At 30 Ju                                     | ne 2012            | -  |   |
|---|---|--|--|--------------------|--|---|
|   | Gross<br>advances to<br>customers<br>HK\$'m | % Covered<br>by collateral<br>or other<br>security | Classified<br>or impaired<br>HK <b>\$</b> 'm | Overdue*<br>HK\$'m | Individually<br>assessed<br>impairment<br>allowances<br>HK\$'m | Collectively<br>assessed<br>impairment<br>allowances<br>HK <b>\$</b> 'm |
| Loans for use in Hong Kong  |   |  |  |                    |  |   |
| Industrial, commercial and financial  |   |  |  |                    |  |   |
| – Property development  | 27,146                                      | 47.43%   | 1  | 3                  | -  | 96  |
| <ul> <li>Property investment</li> </ul>   | 75,406                                      | 84.79%   | 32   | 232                | 4  | 429   |
| – Financial concerns  | 9,554                                       | 17.33%   | -  | -                  | -  | 53  |
| – Stockbrokers  | 692   | 66.54%   | -  | -                  | -  | 3   |
| - Wholesale and retail trade  | 31,972                                      | 66.15%   | 51   | 156                | 22   | 185   |
| – Manufacturing   | 19,403                                      | 38.06%   | 50   | 176                | 20   | 116   |
| – Transport and transport   |   |  |  |                    |  |   |
| equipment   | 27,999                                      | 44.21%   | 53   | 95                 | 1  | 106   |
| - Recreational activities   | 609   | 16.69%   | -  | -                  | -  | 3   |
| <ul> <li>Information technology</li> </ul>  | 17,112                                      | 0.86%  | 2  | 20                 | 1  | 60  |
| – Others  | 35,634                                      | 34.20%   | 66   | 160                | 23   | 142   |
| Individuals   |   |  |  |                    |  |   |
| <ul> <li>Loans for the purchase of<br/>flats in Home Ownership<br/>Scheme, Private Sector<br/>Participation Scheme and</li> </ul> |   |  |  |                    |  |   |
| Tenants Purchase Scheme<br>– Loans for purchase of other  | 10,400                                      | 99.96%   | 38   | 293                | -  | 8   |
| residential properties  | 177,670                                     | 99.99%   | 65   | 1,250              | -  | 97  |
| - Credit card advances  | 9,609                                       | -  | 26   | 329                | -  | 72  |
| – Others  | 17,387                                      | 63.63%   | 33   | 254                | 13   | 24  |
| Total loans for use in Hong Kong  | 460,593                                     | 71.95%   | 417  | 2,968              | 84   | 1,394   |
| Trade finance   | 67,828                                      | 14.24%   | 135  | 194                | 88   | 319   |
| Loans for use outside Hong Kong   | 218,331                                     | 24.50%   | 197  | 233                | 84   | 999   |
| Gross advances to customers   | 746,752                                     | 52.83%   | 749  | 3,395              | 256  | 2,712   |

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

### (A) Gross advances and other accounts (continued)

- (d) Concentration of advances to customers (continued)
  - (i) Sectoral analysis of gross advances to customers (continued)

|  |   |  | At 31 Decen                         | nber 2011          |  |  |
|--|---|--|-------------------------------------|--------------------|--|--|
|  | Gross<br>advances to<br>customers<br>HK\$'m | % Covered<br>by collateral<br>or other<br>security | Classified<br>or impaired<br>HK\$'m | Overdue*<br>HK\$'m | Individually<br>assessed<br>impairment<br>allowances<br>HK\$'m | Collectively<br>assessed<br>impairment<br>allowances<br>HK\$'m |
| Loans for use in Hong Kong   |   |  |                                     |                    |  |  |
| Industrial, commercial and financial   |   |  |                                     |                    |  |  |
| – Property development   | 30,788                                      | 46.81%   | 3                                   | 3                  | -  | 112  |
| <ul> <li>Property investment</li> </ul>  | 72,910                                      | 85.78%   | 59                                  | 747                | 6  | 433  |
| – Financial concerns   | 10,562                                      | 22.52%   | -                                   | 4                  | -  | 58   |
| – Stockbrokers   | 931   | 78.93%   | -                                   | -                  | -  |  |
| - Wholesale and retail trade   | 32,755                                      | 69.51%   | 31                                  | 152                | 13   | 18   |
| <ul> <li>Manufacturing</li> </ul>  | 17,352                                      | 41.95%   | 67                                  | 132                | 36   | 11   |
| – Transport and transport  |   |  |                                     |                    |  |  |
| equipment  | 26,525                                      | 43.36%   | 61                                  | 4                  | 1  | 10   |
| - Recreational activities  | 605   | 15.87%   | -                                   | -                  | -  |  |
| <ul> <li>Information technology</li> </ul>   | 16,050                                      | 0.74%  | 2                                   | 2                  | 1  | 5  |
| – Others   | 29,079                                      | 41.17%   | 54                                  | 195                | 24   | 12   |
| Individuals  |   |  |                                     |                    |  |  |
| – Loans for the purchase of<br>flats in Home Ownership<br>Scheme, Private Sector<br>Participation Scheme and |   |  |                                     |                    |  |  |
| Tenants Purchase Scheme<br>– Loans for purchase of other   | 10,987                                      | 99.96%   | 48                                  | 324                | -  |  |
| residential properties   | 169,780                                     | 99.98%   | 44                                  | 1,443              | -  | 9  |
| - Credit card advances   | 9,655                                       | -  | 21                                  | 260                | -  | 7  |
| – Others   | 16,561                                      | 62.65%   | 30                                  | 153                | 13   | 2  |
| Total loans for use in Hong Kong   | 444,540                                     | 73.09%   | 420                                 | 3,419              | 94   | 1,40   |
| Trade finance  | 59,508                                      | 15.85%   | 166                                 | 189                | 85   | 28   |
| Loans for use outside Hong Kong  | 195,331                                     | 25.11%   | 124                                 | 184                | 80   | 88   |
| Gross advances to customers  | 699,379                                     | 54.82%   | 710                                 | 3,792              | 259  | 2,57   |

\* Advances with a specific repayment date are classified as overdue when the principal or interest is past due and remains unpaid.

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

### (A) Gross advances and other accounts (continued)

- (d) Concentration of advances to customers (continued)
  - (ii) Geographical analysis of gross advances to customers

The following geographical analysis of advances to customers is based on the location of the counterparties, after taking into account the transfer of risk. In general, such transfer of risk takes place if the advances to customers are guaranteed by a party in a country which is different from that of the customer.

#### Gross advances to customers

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| Hong Kong<br>Mainland China<br>Others   | 575,550<br>139,314<br>31,888 | 540,862<br>121,207<br>37,310     |
|   | 746,752                      | 699,379                          |
| Collectively assessed loan<br>impairment allowances in<br>respect of the gross<br>advances to customers |                              |                                  |
| Hong Kong   | 1,883                        | 1,855                            |
| Mainland China<br>Others  | 681<br>148                   | 550<br>166                       |
|   | 2,712                        | 2,571                            |

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

### (A) Gross advances and other accounts (continued)

- (d) Concentration of advances to customers (continued)
  - (ii) Geographical analysis of gross advances to customers (continued)

#### **Overdue advances**

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| Hong Kong<br>Mainland China<br>Others   | 2,873<br>405<br>117          | 3,506<br>182<br>104              |
|   | 3,395                        | 3,792                            |
| Individually assessed loan<br>impairment allowances in<br>respect of the overdue<br>advances<br>Hong Kong<br>Mainland China | 184<br>29                    | 187<br>28                        |
| Others  | 33                           | 36                               |
| Collectively assessed loan<br>impairment allowances in<br>respect of the overdue<br>advances<br>Hong Kong                   | 73                           | 57                               |
| Mainland China<br>Others  | 8                            | 5                                |
|   | 83                           | 64                               |

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

- (A) Gross advances and other accounts (continued)
  - (d) Concentration of advances to customers (continued)
    - (ii) Geographical analysis of gross advances to customers (continued)

### Classified or impaired advances

|  | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--|------------------------------|----------------------------------|
| Hong Kong<br>Mainland China<br>Others  | 539<br>174<br>36             | 574<br>79<br>57                  |
|  | 749                          | 710                              |
| Individually assessed loan<br>impairment allowances in<br>respect of the classified or<br>impaired advances<br>Hong Kong | 188                          | 193                              |
| Mainland China   | 35                           | 28                               |
| Others   | 33                           | 38                               |
|  | 256                          | 259                              |
| Collectively assessed loan<br>impairment allowances in<br>respect of the classified or<br>impaired advances              |                              |                                  |
| Hong Kong  | 29                           | 21                               |
| Mainland China   | 3                            | 2                                |
| Others   | 1                            | 1                                |
|  | 33                           | 24                               |

#### (B) Repossessed assets

The estimated market value of repossessed assets held by the Group as at 30 June 2012 amounted to HK\$12 million (31 December 2011: HK\$19 million). They comprise properties in respect of which the Group has acquired access or control (e.g. through court proceedings or voluntary actions by the proprietors concerned) for release in full or in part of the obligations of the borrowers.

## 3. Financial risk management (continued)

## 3.1 Credit Risk (continued)

## (C) Debt securities

The tables below represent an analysis of the carrying value of debt securities by issue rating and credit risk characteristic.

|  |        |            |          | At 30 J          | une 2012   |   |        |                 |
|--|--------|------------|----------|------------------|--|---|--------|-----------------|
|  |        |            |          |                  |  | Unrated   |        |                 |
|  | Aaa    | Aa1 to Aa3 | A1 to A3 | Lower<br>than A3 | Hong Kong<br>government<br>and<br>government<br>bodies | Other<br>governments<br>and<br>government<br>agencies | Others | Total           |
|  | HK\$'m | HK\$'m     | HK\$'m   | HK\$'m           | HK\$'m   | HK\$'m  | HK\$'m | HK <b>\$</b> ′m |
| Investment in securities<br>US non-agency residential<br>mortgage-backed |        |            |          |                  |  |   |        |                 |
| – Subprime   | 119    | 35         | 83       | -                | -  | -   | -      | 237             |
| – Alt-A  | 22     | 7          | -        | 46               | -  | -   | -      | 75              |
| – Prime  | 38     | 2          | 64       | 80               | -  | -   | -      | 184             |
| Fannie Mae   |        |            |          |                  |  |   |        |                 |
| – mortgage-backed  |        |            |          |                  |  |   |        |                 |
| securities   | -      | -          | -        | -                | -  | 2   | -      | 2               |
| Freddie Mac  |        |            |          |                  |  |   |        |                 |
| - issued debt securities   | 79     | -          | -        | -                | -  | -   | -      | 79              |
| <ul> <li>mortgage-backed</li> </ul>                                      |        |            |          |                  |  |   |        |                 |
| securities   | -      | -          | -        | -                | -  | 312   | -      | 312             |
| Other MBS/ABS  | 1,324  | 27         | 14       | 1                | -  | 10,450  | -      | 11,816          |
| Other debt securities  | 57,830 | 73,121     | 75,650   | 17,801           | 3,553  | 50,424  | 88,527 | 366,906         |
| Subtotal   | 59,412 | 73,192     | 75,811   | 17,928           | 3,553  | 61,188  | 88,527 | 379,611         |
| Financial assets<br>at fair value through<br>profit or loss              |        |            |          |                  |  |   |        |                 |
| Other debt securities  | 4,268  | 27,799     | 13,006   | 1,214            | 2,806  | 469   | 5,952  | 55,514          |
| Subtotal   | 4,268  | 27,799     | 13,006   | 1,214            | 2,806  | 469   | 5,952  | 55,514          |
| Total  | 63,680 | 100,991    | 88,817   | 19,142           | 6,359  | 61,657  | 94,479 | 435,12          |

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

(C) Debt securities (continued)

|   |               |                      |                    | At 31 Dec                  | ember 2011   |   |                  |                          |
|---|---------------|----------------------|--------------------|----------------------------|--|---|------------------|--------------------------|
|   |               |                      |                    |                            |  | Unrated   |                  |                          |
|   | Aaa<br>HK\$'m | Aa1 to Aa3<br>HK\$'m | A1 to A3<br>HK\$'m | Lower<br>than A3<br>HK\$'m | Hong Kong<br>government<br>and<br>government<br>bodies<br>HK\$'m | Other<br>governments<br>and<br>government<br>agencies<br>HK\$'m | Others<br>HK\$'m | Total<br>HK <b>\$</b> 'm |
| Investment in securities                                    |               |                      |                    | 111.4                      |  |   |                  | 111.4                    |
| US non-agency residential<br>mortgage-backed                |               |                      |                    |                            |  |   |                  |                          |
| – Subprime  | 150           | 35                   | 94                 | -                          | -  | -   | -                | 279                      |
| – Alt-A   | 24            | 12                   | -                  | 82                         | -  | -   | -                | 118                      |
| – Prime   | 65            | 4                    | 94                 | 82                         | -  | -   | -                | 245                      |
| Fannie Mae  |               |                      |                    |                            |  |   |                  |                          |
| <ul> <li>mortgage-backed<br/>securities</li> </ul>          | -             | _                    | -                  | -                          | -  | 6   | -                | 6                        |
| Freddie Mac   |               |                      |                    |                            |  |   |                  |                          |
| – issued debt securities<br>– mortgage-backed               | 79            | -                    | -                  | -                          | -  | -   | -                | 79                       |
| securities  | -             | -                    | -                  | -                          | -  | 377   | -                | 377                      |
| Other MBS/ABS   | 1,588         | 40                   | 17                 | 2                          | -  | 8,937   | -                | 10,584                   |
| Other debt securities                                       | 72,872        | 102,704              | 44,405             | 11,377                     | 18,159   | 54,656  | 56,638           | 360,811                  |
| Subtotal  | 74,778        | 102,795              | 44,610             | 11,543                     | 18,159   | 63,976  | 56,638           | 372,499                  |
| Financial assets<br>at fair value through<br>profit or loss |               |                      |                    |                            |  |   |                  |                          |
| Other MBS/ABS   | -             | -                    | 5                  | -                          | -  | -   | -                | 5                        |
| Other debt securities                                       | 3,306         | 14,034               | 15,254             | 1,395                      | 8,356  | 301   | 3,852            | 46,498                   |
| Subtotal  | 3,306         | 14,034               | 15,259             | 1,395                      | 8,356  | 301   | 3,852            | 46,503                   |
| Total   | 78,084        | 116,829              | 59,869             | 12,938                     | 26,515   | 64,277  | 60,490           | 419,002                  |

The total amount of unrated issues amounted to HK\$162,495 million (31 December 2011: HK\$151,282 million) as at 30 June 2012, of which only HK\$16,092 million (31 December 2011: HK\$17,966 million) were without issuer ratings. For details, please refer to page 55.

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

### (C) Debt securities (continued)

For the above debt securities with no issue rating, their issuer ratings are analysed as follows:

|   | At 30 June 2012   |                         |                          |                            |                    |                            |  |
|---|-------------------|-------------------------|--------------------------|----------------------------|--------------------|----------------------------|--|
|   | Aaa<br>HK\$'m     | Aa1 to<br>Aa3<br>HK\$'m | A1<br>to A3<br>HK\$'m    | Lower<br>than A3<br>HK\$'m | Unrated<br>HK\$'m  | Total<br>HK\$'m            |  |
| Available-for-sale securities<br>Held-to-maturity securities<br>Loans and receivables<br>Financial assets at fair value | 36,442<br>31<br>– | 38,866<br>10,618<br>–   | 45,847<br>3,488<br>3,462 | 1,739<br>77<br>–           | 12,189<br>509<br>– | 135,083<br>14,723<br>3,462 |  |
| through profit or loss  | _                 | 4,264                   | 1,153                    | 416                        | 3,394              | 9,227                      |  |
| Total   | 36,473            | 53,748                  | 53,950                   | 2,232                      | 16,092             | 162,495                    |  |

|   | At 31 December 2011 |                                    |                               |                            |                             |                                      |  |
|---|---------------------|------------------------------------|-------------------------------|----------------------------|-----------------------------|--------------------------------------|--|
|   | Aaa<br>HK\$'m       | Aa1 to<br>Aa3<br>HK\$'m            | A1<br>to A3<br>HK\$'m         | Lower<br>than A3<br>HK\$'m | Unrated<br>HK\$'m           | Total<br>HK\$'m                      |  |
| Available-for-sale securities<br>Held-to-maturity securities<br>Loans and receivables<br>Financial assets at fair value<br>through profit or loss | 30,974<br>425<br>–  | 56,273<br>16,367<br>4,797<br>8,696 | 11,293<br>516<br>1,876<br>447 | 1,349<br>200<br>–<br>103   | 14,192<br>511<br>–<br>3,263 | 114,081<br>18,019<br>6,673<br>12,509 |  |
| Total   | 31,399              | 86,133                             | 14,132                        | 1,652                      | 17,966                      | 151,282                              |  |

## 3. Financial risk management (continued)

### 3.1 Credit Risk (continued)

### (C) Debt securities (continued)

The impaired debt securities by issue rating are analysed as follows:

|                               |               | At 30 June 2012      |                    |                   |                   |                 |                           |  |  |
|-------------------------------|---------------|----------------------|--------------------|-------------------|-------------------|-----------------|---------------------------|--|--|
|                               |               |                      | Carrying           | values            |                   |                 | Of which                  |  |  |
|                               |               |                      |                    | Lower             |                   |                 | accumulated<br>impairment |  |  |
|                               | Aaa<br>HK\$'m | Aa1 to Aa3<br>HK\$'m | A1 to A3<br>HK\$'m | than A3<br>HK\$'m | Unrated<br>HK\$'m | Total<br>HK\$'m | allowances<br>HK\$'m      |  |  |
| Available-for-sale securities | -             | -                    | 10                 | 10                | -                 | 20              | 1                         |  |  |
| Held-to-maturity securities   | 98            | 31                   | 77                 | 84                | -                 | 290             | 32                        |  |  |
| Total                         | 98            | 31                   | 87                 | 94                | -                 | 310             | 33                        |  |  |
| Of which accumulated          | _             |                      |                    |                   |                   |                 |                           |  |  |
| impairment allowances         | 8             | 3                    | 6                  | 16                | -                 | 33              |                           |  |  |

|  |               | At 31 December 2011  |                    |                            |                   |                 |   |  |  |
|--|---------------|----------------------|--------------------|----------------------------|-------------------|-----------------|---|--|--|
|  |               |                      | Carrying           | values                     |                   |                 | Of which  |  |  |
|  | Aaa<br>HK\$'m | Aa1 to Aa3<br>HK\$'m | A1 to A3<br>HK\$'m | Lower<br>than A3<br>HK\$'m | Unrated<br>HK\$'m | Total<br>HK\$'m | accumulated<br>impairment<br>allowances<br>HK\$'m |  |  |
| Available-for-sale securities              | 19            | _                    | 11                 | 12                         | _                 | 42              | 2   |  |  |
| Held-to-maturity securities                | 129           | 34                   | 88                 | -                          | -                 | 251             | 25  |  |  |
| Total                                      | 148           | 34                   | 99                 | 12                         | -                 | 293             | 27  |  |  |
| Of which accumulated impairment allowances | 15            | 4                    | 7                  | 1                          | -                 | 27              |   |  |  |

As at 30 June 2012 and 31 December 2011, there were no overdue debt securities.

### 3. Financial risk management (continued)

### 3.2 Market Risk

### (A) VAR

The Group uses the VAR technique to measure potential losses and general market risks of its trading book for reporting to RC and senior management on a periodic basis. The Group adopts a uniformed VAR calculation model, using historical simulation approach and 2-year historical data, to calculate VAR of the Group and subsidiaries over 1-day holding period with 99% confidence level, and set up VAR limit of the Group and subsidiaries.

The following table sets out the VAR for all general market risk exposure<sup>1</sup> of BOCHK trading book.

|                              | Year | At 30 June<br>HK\$'m | Minimum<br>for the first<br>half of year<br>HK\$'m | Maximum<br>for the first<br>half of year<br>HK\$'m | Average<br>for the first<br>half of year<br>HK\$'m |
|------------------------------|------|----------------------|--|--|--|
| VAR for all market risk      | 2012 | 29.9                 | 17.0   | 33.8   | 24.0   |
|                              | 2011 | 13.0                 | 6.8  | 14.6   | 9.6  |
| VAR for foreign exchange     | 2012 | 11.6                 | 10.2   | 25.2   | 16.2   |
| risk products                | 2011 | 9.6                  | 1.9  | 12.8   | 6.3  |
| VAR for interest rate risk   | 2012 | 22.4                 | 9.6  | 29.6   | 16.9   |
| products                     | 2011 | 7.5                  | 5.1  | 9.4  | 7.5  |
| VAR for equity risk products | 2012 | 1.7                  | 0.0  | 2.3  | 0.4  |
|                              | 2011 | 0.1                  | 0.0  | 0.4  | 0.1  |
| VAR for commodity risk       | 2012 | 0.0                  | 0.0  | 1.0  | 0.2  |
| products                     | 2011 | 0.2                  | 0.0  | 0.6  | 0.1  |

In the first half of 2012, the average daily revenue<sup>2</sup> of BOCHK earned from market risk-related trading activities was HK\$6.8 million (first half of 2011: HK\$7.2 million).

#### Notes:

- 1 Structural FX positions have been excluded.
- 2 Revenues from structural FX positions and back-to-back transactions have been excluded.

### 3. Financial risk management (continued)

#### 3.2 Market Risk (continued)

#### (A) VAR (continued)

Although a valuable guide to market risk, VAR should always be viewed in the context of its limitations. For example:

- the use of historical data as a proxy for estimating future events may not encompass all potential events, particularly those which are extreme in nature;
- the use of a one-day holding period assumes that all positions can be liquidated or hedged in one day. This may not fully reflect the market risk arising at times of severe illiquidity, when a one-day holding period may be insufficient to liquidate or hedge all positions fully;
- the use of a 99% confidence level, by definition, does not take into account losses that might occur beyond this level of confidence; and
- VAR is calculated on the basis of exposures outstanding at the close of business and therefore does not necessarily reflect intra-day exposures.

The Group recognises these limitations by formulating stress test indicators and limits to assess and manage the market risk uncovered by VAR. The stress testing programme of the trading book includes sensitivity testing on changes in risk factors with various degrees of severity, as well as scenario analysis on historical events including the 1987 Equity Market Crash, 1994 Bond Market Crash, the 1997 Asian Financial Crisis, 2001 9-11 event and 2008 Financial Tsunami, etc.

#### (B) Currency risk

The Group's assets and liabilities are denominated in major currencies, particularly the HK dollar, the US dollar and Renminbi. To ensure the currency risk exposure of the Group is kept to an acceptable level, risk limits (e.g. Position and VAR limit) are used to serve as a monitoring tool. Moreover, the Group seeks to minimise the gap between asset and liability in the same currency. Foreign exchange contracts (e.g. FX swap) are usually used to manage FX risk associated with foreign currency-denominated assets and liabilities.

## 3. Financial risk management (continued)

### 3.2 Market Risk (continued)

### (B) Currency risk (continued)

The tables below summarise the Group's exposure to foreign currency exchange rate risk as at 30 June 2012 and 31 December 2011. Included in the tables are the assets and liabilities at carrying amounts in HK dollars equivalent, categorised by the original currency.

|   |                    |                      |                      | At 30 Jur      | ne 2012                   |                             |                  |                         |
|---|--------------------|----------------------|----------------------|----------------|---------------------------|-----------------------------|------------------|-------------------------|
|   | Renminbi<br>HK\$'m | US Dollars<br>HK\$'m | HK Dollars<br>HK\$'m | Euro<br>HK\$'m | Japanese<br>Yen<br>HK\$'m | Pound<br>Sterling<br>HK\$'m | Others<br>HK\$'m | Tota<br>HK <b>\$</b> 'n |
| Assets  |                    |                      |                      |                |                           |                             |                  |                         |
| Cash and balances with banks<br>and other financial institutions<br>Placements with banks and<br>other financial institutions<br>maturing between one and | 104,993            | 17,689               | 24,874               | 2,368          | 317                       | 831                         | 1,970            | 153,04                  |
| twelve months<br>Financial assets at fair value   | 82,149             | 23,479               | 5,560                | 304            | 21                        | 2,294                       | 741              | 114,54                  |
| through profit or loss<br>Derivative financial instruments<br>Hong Kong SAR Government  | 5,002<br>730       | 11,348<br>4,924      | 40,399<br>20,720     | -<br>8         | -                         | -                           | 77<br>30         | 56,82<br>26,41          |
| certificates of indebtedness<br>Advances and other accounts<br>Investment in securities   | -<br>68,556        | 212,848              | 72,160<br>491,539    | 3,658          | _<br>1,488                | -<br>111                    | 7,732            | 72,16<br>785,93         |
| - Available-for-sale securities   | 42,911             | 180,262              | 53,780               | 8,961          | 29,610                    | 263                         | 24,482           | 340,26                  |
| - Held-to-maturity securities   | 12,115             | 14,799               | 5,571                | 505<br>887     | 2,072                     | -                           | 4,216            | 39,27                   |
| <ul> <li>Loans and receivables</li> <li>Interests in associates</li> </ul>  | -                  | 2,575                | 245                  | 887            | -                         | -                           | -                | 3,46<br>24              |
| Investment properties   | 109                | _                    | 13,289               | _              | _                         | _                           | _                | 13,39                   |
| Properties, plant and equipment<br>Other assets (including deferred   | 544                | 3                    | 43,249               | -              | -                         | -                           | -                | 43,79                   |
| tax assets)   | 12,898             | 3,681                | 17,655               | 85             | 309                       | 254                         | 472              | 35,35                   |
| Total assets  | 330,007            | 471,608              | 789,041              | 16,776         | 33,817                    | 3,753                       | 39,720           | 1,684,72                |
| Liabilities<br>Hong Kong SAR currency notes<br>in circulation   | -                  | -                    | 72,160               | -              | -                         | -                           | -                | 72,16                   |
| Deposits and balances from<br>banks and other financial<br>institutions   | 63,524             | 32,670               | 15,679               | 1,069          | 143                       | 327                         | 633              | 114,04                  |
| Financial liabilities at fair value   |                    |                      |                      |                |                           |                             |                  |                         |
| through profit or loss<br>Derivative financial instruments  | 697<br>790         | 96<br>3,994          | 8,646<br>16,136      | 5<br>362       | -                         | 6<br>8                      | 773<br>236       | 10,22<br>21,52          |
| Deposits from customers   | 217,122            | 256,041              | 639,548              | 12,538         | 1,678                     | 13,581                      | 42,349           | 1,182,85                |
| Debt securities in issue at<br>amortised cost<br>Other accounts and provisions<br>(including current and deferred   | -                  | 5,900                | 9                    | -              | -                         | -                           | -                | 5,90                    |
| tax liabilities)<br>Insurance contract liabilities  | 5,484<br>14,802    | 13,847<br>6,624      | 30,188<br>30,359     | 1,021          | 569                       | 834                         | 1,106            | 53,04<br>51,78          |
| Subordinated liabilities  | -                  | 22,318               | -                    | 6,438          | -                         | _                           | _                | 28,75                   |
| Total liabilities   | 302,419            | 341,490              | 812,725              | 21,433         | 2,390                     | 14,756                      | 45,097           | 1,540,31                |
| Net on-balance sheet position   | 27,588             | 130,118              | (23,684)             | (4,657)        | 31,427                    | (11,003)                    | (5,377)          | 144,41                  |
| Off-balance sheet net notional<br>position*   | (13,961)           | (117,687)            | 146,084              | 4,772          | (31,459)                  | 11,046                      | 5,768            | 4,56                    |
| Contingent liabilities and<br>commitments   | 37,736             | 84,615               | 268,101              | 3,174          | 801                       | 967                         | 3,477            | 398,87                  |

## 3. Financial risk management (continued)

### 3.2 Market Risk (continued)

(B) Currency risk (continued)

|   |                    |                      |                      | At 31 Decer    | mber 2011                 |                             |                  |                |
|---|--------------------|----------------------|----------------------|----------------|---------------------------|-----------------------------|------------------|----------------|
|   | Renminbi<br>HK\$'m | US Dollars<br>HK\$'m | HK Dollars<br>HK\$'m | Euro<br>HK\$'m | Japanese<br>Yen<br>HK\$'m | Pound<br>Sterling<br>HK\$'m | Others<br>HK\$'m | Tota<br>HK\$'n |
| Assets  |                    |                      |                      |                |                           |                             |                  |                |
| Cash and balances with banks<br>and other financial institutions<br>Placements with banks and<br>other financial institutions<br>maturing between one and | 222,388            | 30,932               | 17,138               | 1,991          | 2,390                     | 543                         | 3,413            | 278,79         |
| twelve months<br>Financial assets at fair value   | 93,278             | 10,689               | 3,443                | -              | 25                        | -                           | 475              | 107,91         |
| through profit or loss  | 4,547              | 11,833               | 32,146               | _              | _                         | _                           | 76               | 48,60          |
| Derivative financial instruments<br>Hong Kong SAR Government  | 843                | 4,586                | 21,330               | 4              | -                         | -                           | 24               | 26,78          |
| certificates of indebtedness  | -                  | -                    | 65,890               | -              | -                         | -                           | -                | 65,89          |
| Advances and other accounts<br>Investment in securities   | 54,189             | 214,930              | 472,415              | 3,105          | 1,835                     | 84                          | 8,671            | 755,22         |
| - Available-for-sale securities   | 27,671             | 149,143              | 58,883               | 9,467          | 44,335                    | 251                         | 26,648           | 316,39         |
| <ul> <li>Held-to-maturity securities</li> </ul>   | 17,015             | 20,522               | 8,262                | 1,089          | 2,125                     | -                           | 4,914            | 53,92          |
| – Loans and receivables   | -                  | -                    | -                    | 1,876          | -                         | 4,640                       | 157              | 6,67           |
| Interests in associates   | -                  | -                    | 234                  | -              | -                         | -                           | -                | 23             |
| Investment properties   | 106                | -                    | 12,335               | -              | -                         | -                           | -                | 12,44          |
| Properties, plant and equipment   | 554                | 1                    | 39,095               | -              | -                         | -                           | -                | 39,65          |
| Other assets (including deferred tax assets)  | 9,381              | 412                  | 15,007               | 423            | 381                       | 72                          | 298              | 25,97          |
| Total assets  | 429,972            | 443,048              | 746,178              | 17,955         | 51,091                    | 5,590                       | 44,676           | 1,738,51       |
| Liabilities   |                    |                      |                      |                |                           |                             |                  |                |
| Hong Kong SAR currency notes<br>in circulation  | _                  | _                    | 65,890               | _              | _                         | -                           | _                | 65,89          |
| Deposits and balances from<br>banks and other financial   |                    |                      |                      |                |                           |                             |                  |                |
| institutions<br>Financial liabilities at fair value   | 155,582            | 40,110               | 38,668               | 40             | 181                       | 5                           | 2,108            | 236,69         |
| through profit or loss  | 203                | 51                   | 2,665                | -              | -                         | -                           | 318              | 3,23           |
| Derivative financial instruments  | 886                | 4,025                | 16,752               | 393            | 1                         | 1                           | 223              | 22,28          |
| Deposits from customers   | 245,375            | 231,136              | 596,308              | 13,634         | 1,756                     | 14,434                      | 43,308           | 1,145,95       |
| Debt securities in issue at   |                    | 5.000                | 447                  |                |                           |                             |                  | F 00           |
| amortised cost<br>Other accounts and provisions<br>(including current and deferred  | -                  | 5,868                | 117                  | -              | -                         | -                           | -                | 5,98           |
| tax liabilities)<br>Insurance contract liabilities  | 5,607<br>10,728    | 14,309<br>6,501      | 26,225<br>29,991     | 670            | 806                       | 778                         | 1,018            | 49,41<br>47,22 |
| Subordinated liabilities  | -                  | 22,031               | -                    | 6,625          | -                         | -                           | -                | 28,65          |
| Total liabilities   | 418,381            | 324,031              | 776,616              | 21,362         | 2,744                     | 15,218                      | 46,975           | 1,605,32       |
| Net on-balance sheet position   | 11,591             | 119,017              | (30,438)             | (3,407)        | 48,347                    | (9,628)                     | (2,299)          | 133,18         |
| Off-balance sheet net notional position*  | 604                | (110,908)            | 148,444              | 3,118          | (48,403)                  | 9,634                       | 2,402            | 4,89           |
| Contingent liabilities and  |                    | ,                    | ,                    |                |                           |                             |                  | ,              |

\* Off-balance sheet net notional position represents the net notional amounts of foreign currency derivative financial instruments, which are principally used to reduce the Group's exposure to currency movements.

## 3. Financial risk management (continued)

### 3.2 Market Risk (continued)

### (C) Interest rate risk

The tables below summarise the Group's exposure to interest rate risk as at 30 June 2012 and 31 December 2011. Included in the tables are the assets and liabilities at carrying amounts, categorised by the earlier of contractual repricing or maturity dates.

|                                     |           |         | A       | t 30 June 2012 |        |              |          |
|-------------------------------------|-----------|---------|---------|----------------|--------|--------------|----------|
|                                     | Up to 1   | 1-3     | 3-12    | 1-5            | Over 5 | Non-interest |          |
|                                     | month     | months  | months  | years          | years  | bearing      | Tota     |
|                                     | HK\$'m    | HK\$'m  | HK\$'m  | HK\$'m         | HK\$'m | HK\$'m       | HK\$'m   |
| Assets                              |           |         |         |                |        |              |          |
| Cash and balances with              |           |         |         |                |        |              |          |
| banks and other financial           |           |         |         |                |        |              |          |
| institutions                        | 138,687   | -       | -       | -              | -      | 14,355       | 153,04   |
| Placements with banks and           |           |         |         |                |        |              |          |
| other financial institutions        |           |         |         |                |        |              |          |
| maturing between one and            |           |         |         |                |        |              |          |
| twelve months                       | -         | 68,029  | 46,519  | -              | -      | -            | 114,54   |
| Financial assets at fair value      |           |         |         |                |        |              |          |
| through profit or loss              | 13,629    | 9,435   | 6,998   | 13,667         | 11,785 | 1,312        | 56,82    |
| Derivative financial instruments    | -         | -       | -       | -              | -      | 26,412       | 26,41    |
| Hong Kong SAR Government            |           |         |         |                |        |              |          |
| certificates of indebtedness        | -         | -       | -       | -              | -      | 72,160       | 72,16    |
| Advances and other accounts         | 547,241   | 171,205 | 53,321  | 9,129          | 18     | 5,018        | 785,93   |
| Investment in securities            |           |         |         |                |        |              |          |
| – Available-for-sale securities     | 44,116    | 43,208  | 82,731  | 111,550        | 55,266 | 3,398        | 340,26   |
| – Held-to-maturity securities       | 5,599     | 9,409   | 7,332   | 13,002         | 3,936  | -            | 39,27    |
| – Loans and receivables             | 887       | _       | 2,575   | _              | -      | -            | 3,46     |
| Interests in associates             | -         | -       | -       | -              | -      | 245          | 24       |
| Investment properties               | -         | -       | -       | -              | -      | 13,398       | 13,39    |
| Properties, plant and equipment     | -         | -       | -       | -              | -      | 43,796       | 43,79    |
| Other assets (including deferred    |           |         |         |                |        |              |          |
| tax assets)                         | -         | -       | -       | -              | -      | 35,354       | 35,35    |
| Total assets                        | 750,159   | 301,286 | 199,476 | 147,348        | 71,005 | 215,448      | 1,684,72 |
| Liabilities                         |           |         |         |                |        |              |          |
| Hong Kong SAR currency notes        |           |         |         |                |        |              |          |
| in circulation                      | _         | _       | _       | -              | _      | 72,160       | 72,16    |
| Deposits and balances from          |           |         |         |                |        | ,            | ,        |
| banks and other financial           |           |         |         |                |        |              |          |
| institutions                        | 97,250    | 1,895   | 177     | _              | _      | 14,723       | 114,04   |
| Financial liabilities at fair value |           | .,      |         |                |        | .,           | ,.       |
| through profit or loss              | 1,050     | 7,137   | 1,385   | 515            | 136    | -            | 10,22    |
| Derivative financial instruments    | -         | -       | -       | -              | -      | 21,526       | 21,52    |
| Deposits from customers             | 855,069   | 148,034 | 113,897 | 9,540          | 37     | 56,280       | 1,182,85 |
| Debt securities in issue at         |           |         | ,       | 010.00         |        |              | .,,      |
| amortised cost                      | 2         | 6       | 1       | 5,900          | _      | -            | 5,90     |
| Other accounts and provisions       |           |         |         | -,             |        |              | -,       |
| (including current and              |           |         |         |                |        |              |          |
| deferred tax liabilities)           | 13,673    | 835     | 1,771   | 63             | _      | 36,707       | 53,04    |
| Insurance contract liabilities      | -         | -       | -       | -              | _      | 51,785       | 51,78    |
| Subordinated liabilities            | -         | -       | 6,438   | -              | 22,318 | -            | 28,75    |
| Total liabilities                   | 967,044   | 157,907 | 123,669 | 16,018         | 22,491 | 253,181      | 1,540,31 |
| -                                   |           |         |         |                |        |              |          |
| Interest sensitivity gap            | (216,885) | 143,379 | 75,807  | 131,330        | 48,514 | (37,733)     | 144,41   |

## 3. Financial risk management (continued)

### 3.2 Market Risk (continued)

(C) Interest rate risk (continued)

|                                    |                  |               | At 3           | 1 December 2011 |                 |                         |          |
|------------------------------------|------------------|---------------|----------------|-----------------|-----------------|-------------------------|----------|
|                                    | Up to 1<br>month | 1-3<br>months | 3-12<br>months | 1-5<br>years    | Over 5<br>years | Non-interest<br>bearing | Tota     |
|                                    | HK\$'m           | HK\$'m        | HK\$'m         | HK\$'m          | HK\$'m          | HK\$'m                  | HK\$'r   |
| Assets                             |                  |               |                |                 |                 |                         |          |
| Cash and balances with             |                  |               |                |                 |                 |                         |          |
| banks and other financial          |                  |               |                |                 |                 |                         |          |
| institutions                       | 269,960          | -             | -              | -               | -               | 8,835                   | 278,79   |
| Placements with banks and          |                  |               |                |                 |                 |                         |          |
| other financial institutions       |                  |               |                |                 |                 |                         |          |
| maturing between one and           |                  |               |                |                 |                 |                         |          |
| twelve months                      | -                | 48,637        | 59,273         | -               | -               | -                       | 107,91   |
| inancial assets at fair value      |                  |               |                |                 |                 |                         |          |
| through profit or loss             | 5,732            | 10,339        | 5,474          | 13,080          | 11,878          | 2,099                   | 48,60    |
| Derivative financial instruments   | -                | -             | -              | -               | -               | 26,787                  | 26,78    |
| Hong Kong SAR Government           |                  |               |                |                 |                 |                         |          |
| certificates of indebtedness       | -                | -             | -              | -               | -               | 65,890                  | 65,89    |
| Advances and other accounts        | 554,348          | 128,984       | 54,042         | 12,563          | 31              | 5,261                   | 755,22   |
| nvestment in securities            |                  |               |                |                 |                 |                         |          |
| - Available-for-sale securities    | 60,433           | 64,432        | 42,885         | 97,200          | 46,949          | 4,499                   | 316,39   |
| – Held-to-maturity securities      | 5,336            | 14,862        | 8,299          | 17,992          | 7,438           | -                       | 53,92    |
| - Loans and receivables            | 2,033            | -             | 4,640          | -               | -               | -                       | 6,67     |
| nterests in associates             | -                | -             | -              | -               | -               | 234                     | 23       |
| nvestment properties               | -                | -             | -              | -               | -               | 12,441                  | 12,44    |
| Properties, plant and equipment    | -                | -             | -              | -               | -               | 39,650                  | 39,65    |
| Other assets (including deferred   |                  |               |                |                 |                 |                         |          |
| tax assets)                        | -                | -             | -              | -               | -               | 25,974                  | 25,97    |
| otal assets                        | 897,842          | 267,254       | 174,613        | 140,835         | 66,296          | 191,670                 | 1,738,51 |
| iabilities                         |                  |               |                |                 |                 |                         |          |
| long Kong SAR currency notes       |                  |               |                |                 |                 |                         |          |
| in circulation                     | -                | -             | -              | -               | -               | 65,890                  | 65,89    |
| Deposits and balances from         |                  |               |                |                 |                 |                         |          |
| banks and other financial          |                  |               |                |                 |                 |                         |          |
| institutions                       | 211,777          | 1,807         | 1,429          | -               | -               | 21,681                  | 236,69   |
| inancial liabilities at fair value |                  |               |                |                 |                 |                         |          |
| through profit or loss             | 1,116            | 802           | 824            | 473             | 22              | -                       | 3,23     |
| Derivative financial instruments   | -                | -             | -              | -               | -               | 22,281                  | 22,28    |
| Deposits from customers            | 867,556          | 138,977       | 74,731         | 9,134           | 162             | 55,391                  | 1,145,95 |
| Debt securities in issue at        |                  |               |                |                 |                 |                         |          |
| amortised cost                     | 96               | 20            | 13             | 5,856           | -               | -                       | 5,98     |
| Other accounts and provisions      |                  |               |                |                 |                 |                         |          |
| (including current and             |                  |               |                |                 |                 |                         |          |
| deferred tax liabilities)          | 13,137           | 1,001         | 2,849          | -               | -               | 32,426                  | 49,41    |
| nsurance contract liabilities      | -                | -             | -              | -               | -               | 47,220                  | 47,22    |
| Subordinated liabilities           | -                | -             | 6,625          | -               | 22,031          | -                       | 28,65    |
| Total liabilities                  | 1,093,682        | 142,607       | 86,471         | 15,463          | 22,215          | 244,889                 | 1,605,32 |
| nterest sensitivity gap            | (195,840)        | 124,647       | 88,142         | 125,372         | 44,081          | (53,219)                | 133,18   |

## 3. Financial risk management (continued)

## 3.3 Liquidity Risk

(A) Liquidity ratio

|                         | Half-year ended<br>30 June 2012 | Half-year ended<br>30 June 2011 |
|-------------------------|---------------------------------|---------------------------------|
| Average liquidity ratio | 39.87%                          | 36.38%                          |

The average liquidity ratio is calculated as the simple average of each calendar month's average liquidity ratio of BOCHK for the period.

The liquidity ratio is computed on the solo basis (the Hong Kong offices only) and is in accordance with the Fourth Schedule to the Banking Ordinance.

## 3. Financial risk management (continued)

### 3.3 Liquidity Risk (continued)

### (B) Maturity analysis

Tables below analyse assets and liabilities of the Group as at 30 June 2012 and 31 December 2011 into relevant maturity groupings based on the remaining period at balance sheet date to the contractual maturity date.

|  |         |         |        | At 30 Jun | e 2012  |         |            |          |
|--|---------|---------|--------|-----------|---------|---------|------------|----------|
|  | On      | Up to 1 | 1-3    | 3-12      | 1-5     | Over 5  |            |          |
|  | demand  | month   | months | months    | years   | years   | Indefinite | Tota     |
|  | HK\$'m  | HK\$'m  | HK\$'m | HK\$'m    | HK\$'m  | HK\$'m  | HK\$'m     | HK\$'n   |
| Assets   |         |         |        |           |         |         |            |          |
| Cash and balances with banks                     |         |         |        |           |         |         |            |          |
| and other financial institutions                 | 90,986  | 62,056  | -      | -         | -       | -       | -          | 153,04   |
| Placements with banks and                        |         |         |        |           |         |         |            |          |
| other financial institutions                     |         |         |        |           |         |         |            |          |
| maturing between one and                         |         |         |        |           |         |         |            |          |
| twelve months                                    | -       | -       | 68,029 | 46,519    | -       | -       | -          | 114,54   |
| Financial assets at fair value                   |         |         |        |           |         |         |            |          |
| through profit or loss                           |         |         |        |           |         |         |            |          |
| - debt securities held for trading               |         |         |        |           |         |         |            |          |
| - certificates of deposit held                   | -       | 10      | 91     | 108       | 47      | -       | -          | 25       |
| - others   | -       | 12,937  | 9,094  | 2,576     | 5,863   | 5,038   | -          | 35,50    |
| - debt securities designated at                  |         |         |        |           |         |         |            |          |
| fair value through profit                        |         |         |        |           |         |         |            |          |
| or loss  |         |         |        |           |         |         |            |          |
| - certificates of deposit held                   | -       | -       | 10     | 575       | 364     | 494     | -          | 1,44     |
| – others   | -       | 458     | 368    | 2,750     | 8,279   | 6,452   | -          | 18,30    |
| - fund and equity securities                     | -       | -       | -      | -         | -       | -       | 1,312      | 1,31     |
| Derivative financial instruments                 | 17,988  | 454     | 634    | 1,326     | 1,991   | 4,019   | -          | 26,41    |
| Hong Kong SAR Government                         |         |         |        |           |         |         |            |          |
| certificates of indebtedness                     | 72,160  | -       | -      | -         | -       | -       | -          | 72,16    |
| Advances and other accounts                      |         |         |        |           |         |         |            |          |
| - advances to customers                          | 63,902  | 21,416  | 54,278 | 140,837   | 262,561 | 200,095 | 695        | 743,78   |
| – trade bills                                    | 60      | 12,744  | 17,339 | 10,531    | -       | -       | -          | 40,67    |
| - advances to banks and                          |         |         |        |           |         |         |            |          |
| other financial institutions                     | -       | 1,009   | -      | 465       | -       | -       | -          | 1,47     |
| Investment in securities                         |         |         |        |           |         |         |            |          |
| - debt securities held for                       |         |         |        |           |         |         |            |          |
| available-for-sale                               |         |         |        |           |         |         |            |          |
| - certificates of deposit held                   | -       | 4,141   | 5,865  | 37,554    | 8,220   | 18      | -          | 55,79    |
| – others   | -       | 26,706  | 22,186 | 55,116    | 119,626 | 57,419  | 20         | 281,07   |
| <ul> <li>debt securities held for</li> </ul>     |         |         |        |           |         |         |            |          |
| held-to-maturity                                 |         |         |        |           |         |         |            |          |
| <ul> <li>certificates of deposit held</li> </ul> | -       | 1,300   | 1,507  | 300       | 310     | -       | -          | 3,41     |
| – others   | -       | 1,707   | 2,499  | 13,213    | 14,006  | 4,146   | 290        | 35,86    |
| - debt securities held for loans                 |         |         |        |           |         |         |            |          |
| and receivables                                  | -       | 887     | -      | 2,575     | -       | -       | -          | 3,46     |
| <ul> <li>equity securities</li> </ul>            | -       | -       | -      | -         | -       | -       | 3,398      | 3,39     |
| Interests in associates                          | -       | -       | -      | -         | -       | -       | 245        | 24       |
| Investment properties                            | -       | -       | -      | -         | -       | -       | 13,398     | 13,39    |
| Properties, plant and equipment                  | -       | -       | -      | -         | -       | -       | 43,796     | 43,79    |
| Other assets (including deferred                 |         |         |        |           |         |         |            |          |
| tax assets)                                      | 12,333  | 11,235  | 117    | 251       | 8,820   | 2,572   | 26         | 35,35    |
|  | 257,429 | 157,060 |        | 314,696   | 430,087 | 280,253 | 63,180     | 1,684,72 |

## 3. Financial risk management (continued)

## 3.3 Liquidity Risk (continued)

(B) Maturity analysis (continued)

|                                     | At 30 June 2012        |                                     |                         |                                   |                        |                           |                               |                |
|-------------------------------------|------------------------|-------------------------------------|-------------------------|-----------------------------------|------------------------|---------------------------|-------------------------------|----------------|
|                                     | On<br>demand<br>HK\$'m | Up to 1<br>month<br>HK <b>\$</b> 'm | 1-3<br>months<br>HK\$'m | 3-12<br>months<br>HK <b>\$</b> 'm | 1-5<br>years<br>HK\$'m | Over 5<br>years<br>HK\$'m | Indefinite<br>HK <b>\$</b> 'm | Tota<br>HK\$'n |
| Liabilities                         |                        |                                     |                         |                                   |                        |                           |                               |                |
| Hong Kong SAR currency notes        |                        |                                     |                         |                                   |                        |                           |                               |                |
| in circulation                      | 72,160                 | -                                   | -                       | -                                 | -                      | -                         | -                             | 72,16          |
| Deposits and balances from          |                        |                                     |                         |                                   |                        |                           |                               |                |
| banks and other financial           |                        |                                     |                         |                                   |                        |                           |                               |                |
| institutions                        | 89,731                 | 22,242                              | 1,895                   | 177                               | -                      | -                         | -                             | 114,04         |
| Financial liabilities at fair value |                        |                                     |                         |                                   |                        |                           |                               |                |
| through profit or loss              |                        |                                     |                         |                                   |                        |                           |                               |                |
| - certificates of deposit issued    | -                      | -                                   | -                       | -                                 | -                      | -                         | -                             |                |
| – others                            | -                      | 1,050                               | 7,137                   | 1,385                             | 515                    | 136                       | -                             | 10,22          |
| Derivative financial instruments    | 13,131                 | 727                                 | 597                     | 1,528                             | 3,583                  | 1,960                     | -                             | 21,52          |
| Deposits from customers             | 599,307                | 309,513                             | 146,669                 | 115,495                           | 11,836                 | 37                        | -                             | 1,182,85       |
| Debt securities in issue at         |                        |                                     |                         |                                   |                        |                           |                               |                |
| amortised cost                      | -                      | 2                                   | 6                       | 34                                | 5,867                  | -                         | -                             | 5,90           |
| Other accounts and provisions       |                        |                                     |                         |                                   |                        |                           |                               |                |
| (including current and deferred     |                        |                                     |                         |                                   |                        |                           |                               |                |
| tax liabilities)                    | 28,269                 | 10,757                              | 1,415                   | 5,853                             | 6,755                  | -                         | -                             | 53,04          |
| Insurance contract liabilities      | 2,169                  | 552                                 | 1,507                   | 5,709                             | 24,748                 | 17,100                    | -                             | 51,78          |
| Subordinated liabilities            | -                      | -                                   | 418                     | 1                                 | -                      | 28,337                    | -                             | 28,75          |
| Total liabilities                   | 804,767                | 344,843                             | 159,644                 | 130,182                           | 53,304                 | 47,570                    | -                             | 1,540,31       |
| Net liquidity gap                   | (547,338)              | (187,783)                           | 22,373                  | 184,514                           | 376,783                | 232,683                   | 63,180                        | 144,41         |

## 3. Financial risk management (continued)

## 3.3 Liquidity Risk (continued)

(B) Maturity analysis (continued)

|   |                        |                            |                         | At 31 Decem              | nber 2011              |                           |                      |                |
|---|------------------------|----------------------------|-------------------------|--------------------------|------------------------|---------------------------|----------------------|----------------|
|   | On<br>demand<br>HK\$'m | Up to 1<br>month<br>HK\$'m | 1-3<br>months<br>HK\$'m | 3-12<br>months<br>HK\$'m | 1-5<br>years<br>HK\$'m | Over 5<br>years<br>HK\$'m | Indefinite<br>HK\$'m | Tota<br>HK\$'m |
| Assets  |                        |                            |                         |                          |                        |                           |                      |                |
| Cash and balances with banks<br>and other financial institutions<br>Placements with banks and<br>other financial institutions | 213,787                | 65,008                     | -                       | -                        | -                      | -                         | -                    | 278,795        |
| maturing between one and<br>twelve months   | -                      | -                          | 48,637                  | 59,273                   | -                      | -                         | -                    | 107,910        |
| Financial assets at fair value<br>through profit or loss<br>– debt securities held for trading                                |                        |                            |                         |                          |                        |                           |                      |                |
| <ul> <li>– certificates of deposit held</li> </ul>  | -                      | -                          | -                       | 15                       | 62                     | -                         | -                    | 77             |
| – others  | -                      | 5,052                      | 9,587                   | 2,740                    | 2,944                  | 4,633                     | -                    | 24,956         |
| – debt securities designated at<br>fair value through profit<br>or loss   |                        |                            |                         |                          |                        |                           |                      |                |
| - certificates of deposit held  | -                      | -                          | 8                       | 7                        | 927                    | 496                       | -                    | 1,438          |
| – others  | -                      | 282                        | 301                     | 2,672                    | 9,661                  | 7,116                     | -                    | 20,032         |
| - fund and equity securities  | -                      | -                          | -                       | -                        | -                      | -                         | 2,099                | 2,099          |
| Derivative financial instruments<br>Hong Kong SAR Government  | 18,640                 | 541                        | 732                     | 1,341                    | 1,934                  | 3,599                     | -                    | 26,787         |
| certificates of indebtedness<br>Advances and other accounts   | 65,890                 | -                          | -                       | -                        | -                      | -                         | -                    | 65,890         |
| <ul> <li>advances to customers</li> </ul>   | 55,319                 | 21,353                     | 52,703                  | 140,462                  | 232,840                | 193,258                   | 614                  | 696,549        |
| – trade bills   | 31                     | 10,577                     | 21,847                  | 24,046                   | -                      | -                         | 5                    | 56,506         |
| – advances to banks and<br>other financial institutions<br>Investment in securities   | -                      | -                          | 155                     | 2,019                    | -                      | -                         | -                    | 2,174          |
| <ul> <li>debt securities held for<br/>available-for-sale</li> </ul>   |                        |                            |                         |                          |                        |                           |                      |                |
| - certificates of deposit held  | -                      | 3,170                      | 2,316                   | 12,561                   | 9,495                  | -                         | -                    | 27,542         |
| – others  | -                      | 43,824                     | 44,025                  | 40,829                   | 105,225                | 50,412                    | 42                   | 284,35         |
| <ul> <li>debt securities held for<br/>held-to-maturity</li> </ul>   |                        |                            |                         |                          |                        |                           |                      |                |
| - certificates of deposit held  | -                      | 226                        | 192                     | 2,293                    | 333                    | -                         | -                    | 3,044          |
| – others  | -                      | 1,510                      | 5,251                   | 10,853                   | 24,187                 | 8,831                     | 251                  | 50,883         |
| - debt securities held for loans  |                        |                            |                         |                          |                        |                           |                      |                |
| and receivables   | -                      | 2,033                      | -                       | 4,640                    | -                      | -                         | -                    | 6,673          |
| <ul> <li>equity securities</li> </ul>   | -                      | -                          | -                       | -                        | -                      | -                         | 4,499                | 4,499          |
| Interests in associates   | -                      | -                          | -                       | -                        | -                      | -                         | 234                  | 234            |
| Investment properties   | -                      | -                          | -                       | -                        | -                      | -                         | 12,441               | 12,44          |
| Properties, plant and equipment<br>Other assets (including deferred   | -                      | -                          | -                       | -                        | -                      | -                         | 39,650               | 39,650         |
| tax assets)   | 8,749                  | 8,548                      | 21                      | 152                      | 7,350                  | 1,126                     | 28                   | 25,974         |
| Total assets  | 362,416                | 162,124                    | 185,775                 | 303,903                  | 394,958                | 269,471                   | 59,863               | 1,738,510      |

### 3. Financial risk management (continued)

### 3.3 Liquidity Risk (continued)

(B) Maturity analysis (continued)

|                                     | At 31 December 2011    |                            |                         |                          |                        |                           |                      |                |
|-------------------------------------|------------------------|----------------------------|-------------------------|--------------------------|------------------------|---------------------------|----------------------|----------------|
|                                     | On<br>demand<br>HK\$'m | Up to 1<br>month<br>HK\$'m | 1-3<br>months<br>HK\$'m | 3-12<br>months<br>HK\$'m | 1-5<br>years<br>HK\$'m | Over 5<br>years<br>HK\$'m | Indefinite<br>HK\$'m | Tota<br>HK\$'m |
| Liabilities                         |                        |                            |                         |                          |                        |                           |                      |                |
| Hong Kong SAR currency notes        |                        |                            |                         |                          |                        |                           |                      |                |
| in circulation                      | 65,890                 | -                          | -                       | -                        | -                      | -                         | -                    | 65,890         |
| Deposits and balances from          |                        |                            |                         |                          |                        |                           |                      |                |
| banks and other financial           |                        |                            |                         |                          |                        |                           |                      |                |
| institutions                        | 216,490                | 16,968                     | 1,801                   | 1,435                    | -                      | -                         | -                    | 236,694        |
| Financial liabilities at fair value |                        |                            |                         |                          |                        |                           |                      |                |
| through profit or loss              |                        |                            |                         |                          |                        |                           |                      |                |
| - certificates of deposit issued    | -                      | -                          | -                       | -                        | -                      | -                         | -                    |                |
| – others                            | -                      | 1,116                      | 802                     | 825                      | 472                    | 22                        | -                    | 3,23           |
| Derivative financial instruments    | 13,661                 | 700                        | 771                     | 1,491                    | 3,945                  | 1,713                     | -                    | 22,28          |
| Deposits from customers             | 583,005                | 337,186                    | 137,991                 | 76,830                   | 10,777                 | 162                       | -                    | 1,145,95       |
| Debt securities in issue at         |                        |                            |                         |                          |                        |                           |                      |                |
| amortised cost                      | -                      | 96                         | 20                      | 45                       | 5,824                  | -                         | -                    | 5,98           |
| Other accounts and provisions       |                        |                            |                         |                          |                        |                           |                      |                |
| (including current and deferred     |                        |                            |                         |                          |                        |                           |                      |                |
| tax liabilities)                    | 30,772                 | 6,137                      | 2,191                   | 4,423                    | 5,890                  | -                         | -                    | 49,41          |
| Insurance contract liabilities      | 1,530                  | 729                        | 866                     | 4,379                    | 26,458                 | 13,258                    | -                    | 47,22          |
| Subordinated liabilities            | -                      | -                          | 419                     | 1                        | -                      | 28,236                    | -                    | 28,65          |
| Total liabilities                   | 911,348                | 362,932                    | 144,861                 | 89,429                   | 53,366                 | 43,391                    | -                    | 1,605,32       |
| Net liquidity gap                   | (548,932)              | (200,808)                  | 40,914                  | 214,474                  | 341,592                | 226,080                   | 59,863               | 133,18         |

The above maturity classifications have been prepared in accordance with relevant provisions under the Banking (Disclosure) Rules. The Group has reported assets such as advances and debt securities which have been overdue for not more than one month as "Repayable on demand". In the case of an asset that is repayable by different payments or instalments, only that portion of the asset that is actually overdue is reported as overdue. Any part of the asset that is not due is reported according to the residual maturity unless the repayment of the asset is in doubt in which case the amount is reported as "Indefinite". The above assets are stated after deduction of provisions, if any.

The analysis of debt securities by remaining period to maturity is disclosed in order to comply with relevant provisions under the Banking (Disclosure) Rules. The disclosure does not imply that the securities will be held to maturity.

The above analysis in respect of insurance contract liabilities represents the estimated timing of net cash outflows resulting from recognised insurance contract liabilities on the condensed consolidated balance sheet as at 30 June 2012 and 31 December 2011.

### 3. Financial risk management (continued)

#### 3.4 Insurance Risk

The Group is in the business of insuring against the risk of mortality, morbidity, disability, critical illness, accidents and related risks. The Group manages these risks through the application of its underwriting policies and reinsurance arrangement.

The underwriting strategy is intended to set premium pricing at an appropriate level that corresponds with the underlying exposure of the risks underwritten. Screening processes, such as the review of health condition and family medical history, are also included in the Group's underwriting procedures.

Within the insurance process, concentrations of risk may arise where a particular event or series of events could impact heavily on the Group's liabilities. Such concentrations may arise from a single insurance contract or through a small number of related contracts, and relate to circumstances where significant liabilities could arise.

For the in-force insurance contracts, most of the underlying insurance liabilities are related to endowment insurance products. For most of the insurance policies issued, the Group has a retention limit on any single life insured. The Group cedes the excess of the insured benefit over the limit for standard risks (from a medical point of view) to reinsurer under an excess of loss reinsurance arrangement. For some of the insurance liabilities dominated in Renminbi, the Group's insurance subsidiary has entered into another reinsurance arrangement that reinsures most of insurance risk.

Uncertainty in the estimation of future benefit payments and premium receipts for long-term insurance contracts arises from the unpredictability of long-term changes in overall levels of mortality and persistency. In order to assess the uncertainty due to the mortality assumption and lapse assumption, the Group conducts mortality study and lapse study in order to determine the appropriate assumptions. In these studies, consistent results are reflected in both assumptions with appropriate margins.

## 3. Financial risk management (continued)

### 3.5 Capital Management

From 1 January 2011, the Group has adopted the foundation internal ratings-based ("FIRB") approach to calculate the credit risk capital charge for the majority of its non-securitisation exposures and the internal ratings-based (securitisation) approach to calculate the credit risk capital charge for its securitisation exposures. A small residual credit exposures remain under the standardised (credit risk) ("STC") approach. From 1 April 2011, BOCHK has adopted the internal models approach ("IMM") to calculate general market risk capital charge for foreign exchange and interest rate exposures, while the remainder of the Group continued to adopt the standardised (market risk) ("STM") approach to calculate the market risk capital charge for operational risk. There are no changes in the above approaches on 30 June 2012.

In response to the implementation of Basel II Enhancements, the Banking (Capital) (Amendment) Rules 2011 became effective on 1 January 2012. The amendments were mainly to revise the market risk framework and incorporate other enhancements to the Basel II framework. The Group has calculated the capital charge according to the related regulatory requirements.

As a result of the change in the bases of regulatory capital calculation, the amounts shown below are not directly comparable.

|                        | At 30 June<br>2012 | At 31 December<br>2011 |
|------------------------|--------------------|------------------------|
| Capital adequacy ratio | 17.43%             | 16.90%                 |
| Core capital ratio     | 12.96%             | 12.51%                 |

#### (A) Capital adequacy ratio

The capital ratios are computed on the consolidated basis that comprises the positions of BOCHK and certain subsidiaries specified by the HKMA for its regulatory purposes and in accordance with the Banking (Capital) Rules.

The differences between the basis of consolidation for accounting and regulatory purposes are described in "Appendix – Subsidiaries of the Company" on page 118.

#### 3. Financial risk management (continued)

#### 3.5 Capital Management (continued)

#### (B) Components of capital base after deductions

The consolidated capital base after deductions used in the calculation of the above capital adequacy ratio as at 30 June 2012 and 31 December 2011 and reported to the HKMA is analysed as follows:

|  | At 30 June | At 31 December |
|--|------------|----------------|
|  | 2012       | 2011           |
|  | HK\$′m     | HK\$'m         |
| Core capital:  |            |                |
| Paid up ordinary share capital   | 43,043     | 43,043         |
| Reserves   | 39,958     | 31,947         |
| Profit and loss account  | 4,856      | 8,318          |
| Non-controlling interests  | 1,678      | 1,605          |
| Deductible item  | (32)       | -              |
|  | 89,503     | 84,913         |
| Deductions from core capital   | (351)      | (313)          |
| Core capital   | 89,152     | 84,600         |
| Supplementary capital:<br>Fair value gains arising from holdings of<br>available-for-sale securities<br>Fair value gains arising from holdings of<br>securities designated at fair value | 1,251      | 290            |
| through profit or loss   | 28         | 18             |
| Collective loan impairment allowances  | 128        | 91             |
| Regulatory reserve   | 334        | 253            |
| Surplus provisions   | 3,593      | 3,354          |
| Term subordinated debt   | 25,743     | 25,961         |
|  | 31,077     | 29,967         |
| Deductions from supplementary capital  | (351)      | (313)          |
| Supplementary capital  | 30,726     | 29,654         |
| Total capital base after deductions  | 119,878    | 114,254        |

Subsidiaries which are not included in the consolidation group for the calculation of capital adequacy ratios are denoted in "Appendix – Subsidiaries of the Company" on pages 115 to 118. Investment costs in such subsidiaries are deducted from the capital base.

Term subordinated debt represents subordinated liabilities qualified as Tier 2 Capital of BOCHK pursuant to the regulatory requirements of the HKMA.

#### 4. Net interest income

|   | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|---|---|---|
| Interest income                                 |   |   |
| Due from banks and other financial institutions | 4,687                                     | 3,760                                     |
| Advances to customers                           | 8,138                                     | 6,306                                     |
| Listed investments                              | 2,165                                     | 2,240                                     |
| Unlisted investments                            | 2,669                                     | 2,708                                     |
| Others  | 113                                       | 142                                       |
|   | 17,772                                    | 15,156                                    |
| Interest expense                                |   |   |
| Due to banks and other financial institutions   | (677)                                     | (1,949)                                   |
| Deposits from customers                         | (4,090)                                   | (2,636)                                   |
| Debt securities in issue                        | (81)                                      | -   |
| Subordinated liabilities                        | (184)                                     | (283)                                     |
| Others  | (121)                                     | (83)                                      |
|   | (5,153)                                   | (4,951)                                   |
| Net interest income                             | 12,619                                    | 10,205                                    |

Included within interest income is HK\$4 million (first half of 2011: HK\$1 million) of interest with respect to income recognised on advances classified as impaired for the first half of 2012. Interest income accrued on impaired investment in securities amounted to HK\$8 million (first half of 2011: HK\$10 million).

Included within interest income and interest expense are HK\$17,664 million (first half of 2011: HK\$15,113 million) and HK\$5,449 million (first half of 2011: HK\$5,253 million), before hedging effect, for financial assets and financial liabilities that are not recognised at fair value through profit or loss respectively.

### 5. Net fee and commission income

|  | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|--|---|---|
| Fee and commission income  |   |   |
| Credit card business   | 1,542                                     | 1,337                                     |
| Securities brokerage   | 1,054                                     | 1,485                                     |
| Loan commissions   | 909                                       | 588                                       |
| Insurance  | 596                                       | 610                                       |
| Bills commissions  | 370                                       | 418                                       |
| Payment services   | 325                                       | 303                                       |
| Funds distribution   | 232                                       | 176                                       |
| Trust and custody services   | 179                                       | 154                                       |
| Safe deposit box   | 118                                       | 107                                       |
| Currency exchange  | 69  | 76  |
| Others   | 214                                       | 178                                       |
|  | 5,608                                     | 5,432                                     |
| Fee and commission expense   |   |   |
| Credit card business   | (1,089)                                   | (950)                                     |
| Securities brokerage   | (161)                                     | (234)                                     |
| Payment services   | (45)                                      | (44)                                      |
| Others   | (211)                                     | (218)                                     |
|  | (1,506)                                   | (1,446)                                   |
| Net fee and commission income  | 4,102                                     | 3,986                                     |
| Of which arise from  |   |   |
| <ul> <li>– financial assets or financial liabilities not at fair value<br/>through profit or loss</li> </ul> |   |   |
| – Fee and commission income  | 993                                       | 690                                       |
| – Fee and commission expense   | (3)                                       | (1)                                       |
|  | 990                                       | 689                                       |
| – trust and other fiduciary activities   |   |   |
| <ul> <li>Fee and commission income</li> </ul>  | 276                                       | 249                                       |
| <ul> <li>Fee and commission income</li> <li>Fee and commission expense</li> </ul>                            | (5)                                       | (3)                                       |
| ree and commission expense   |   |   |
|  | 271                                       | 246                                       |

Certain comparative amounts have been reclassified to conform with the current period's presentation.

### 6. Net trading gain

|  | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|--|---|---|
| Net gain/(loss) from:  |   |   |
| <ul> <li>– foreign exchange and foreign exchange products</li> </ul> | 936                                       | 662                                       |
| - interest rate instruments and items under fair value hedge         | 305                                       | (4)                                       |
| <ul> <li>– equity instruments</li> </ul>                             | 104                                       | 32  |
| – commodities  | 63  | 71  |
|  | 1,408                                     | 761                                       |

### 7. Net gain on other financial assets

|  | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|--|---|---|
| Net gain from disposal of available-for-sale securities<br>Net gain from redemption of held-to-maturity securities | 474<br>2                                  | HK\$ M<br>359<br>1                        |
| Others   | 477                                       | - 360                                     |

### 8. Other operating income

|   | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|---|---|---|
| Dividend income from investment in securities       |   |   |
| <ul> <li>listed investments</li> </ul>              | 49  | 48  |
| – unlisted investments                              | 16  | 14  |
| Gross rental income from investment properties      | 208                                       | 184                                       |
| Less: Outgoings in respect of investment properties | (27)                                      | (41)                                      |
| Others  | 45  | 40  |
|   | 291                                       | 245                                       |

Included in the "Outgoings in respect of investment properties" is HK\$1 million (first half of 2011: HK\$4 million) of direct operating expenses related to investment properties that were not let during the period.

## 9. Gross insurance benefits and claims

|                                      | Half-year ended | Half-year ended |
|--------------------------------------|-----------------|-----------------|
|                                      | 30 June 2012    | 30 June 2011    |
|                                      | HK\$'m          | HK\$'m          |
| Claims, benefits and surrenders paid | 2,725           | 3,866           |
| Movement in liabilities              | 4,744           | 3,234           |
|                                      | 7,469           | 7,100           |

## 10. Net charge of impairment allowances

|   | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|---|---|---|
| Advances to customers   |   |   |
| Individually assessed   |   |   |
| – new allowances  | (51)                                      | (79)                                      |
| – releases  | 46  | 121                                       |
| – recoveries  | 141                                       | 204                                       |
| Net reversal of individually assessed loan impairment allowances  | 136                                       | 246                                       |
| Collectively assessed   |   |   |
| – new allowances  | (241)                                     | (357)                                     |
| – releases  | 3   | 62  |
| – recoveries  | 15  | 12  |
| Net charge of collectively assessed loan impairment allowances  | (223)                                     | (283)                                     |
| Net charge of loan impairment allowances  | (87)                                      | (37)                                      |
| Available-for-sale securities<br>Net reversal of impairment allowances on<br>available-for-sale securities<br>– Individually assessed | 1   | 6   |
| Held-to-maturity securities<br>Net (charge)/reversal of impairment allowances on<br>held-to-maturity securities                       |   |   |
| – Individually assessed   | (17)                                      | 6   |
| Others  | (5)                                       | (5)                                       |
| Net charge of impairment allowances   | (108)                                     | (30)                                      |

### 11. Operating expenses

|   | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|---|---|---|
| Staff costs (including directors' emoluments)<br>– salaries and other costs<br>– pension cost   | 2,796<br>232                              | 2,529<br>211                              |
| Premises and equipment expenses (excluding depreciation)<br>– rental of premises<br>– information technology<br>– others                            | 3,028<br>326<br>196<br>159                | 2,740<br>286<br>178<br>146                |
|   | 681                                       | 610                                       |
| Depreciation<br>Auditor's remuneration<br>– audit services<br>– non-audit services<br>Lehman Brothers related products*<br>Other operating expenses | 722<br>4<br>1<br>-<br>955                 | 614<br>4<br>(2,835)<br>858                |
|   | 5,391                                     | 1,993                                     |

\* The final resolution of certain series of Lehman Brothers minibonds was announced on 15 June 2011. The net amount of HK\$2,854 million recovered by the Group from the underlying collateral of the Lehman Brothers minibonds, after deducting the ex gratia payments and provision for trustee expenses, was credited to operating expenses for the first half of 2011.

### 12. Net gain from disposal of/fair value adjustments on investment properties

|  | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|--|---|---|
| Net gain from disposal of investment properties<br>Net gain from fair value adjustments on investment properties | 4<br>1,026                                | -<br>1,486                                |
|  | 1,030                                     | 1,486                                     |

### 13. Net gain/(loss) from disposal/revaluation of properties, plant and equipment

|  | Half-year ended | Half-year ended |
|--|-----------------|-----------------|
|  | 30 June 2012    | 30 June 2011    |
|  | HK\$′m          | HK\$'m          |
| Net gain from disposal of premises           | 119             | -               |
| Net loss from disposal of other fixed assets | (2)             | (7)             |
| Net (loss)/gain from revaluation of premises | (1)             | 2               |
|  | 116             | (5)             |

### 14. Taxation

Taxation in the condensed consolidated income statement represents:

|  | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|--|---|---|
| Hong Kong profits tax<br>Current tax<br>– current period taxation<br>– over-provision in prior periods | 1,970<br>(1)                              | 2,168<br>_                                |
| Deferred tax credit  | 1,969<br>(12)                             | 2,168<br>(76)                             |
| Hong Kong profits tax<br>Overseas taxation   | 1,957<br>219                              | 2,092<br>141                              |
|  | 2,176                                     | 2,233                                     |

Hong Kong profits tax has been provided at the rate of 16.5% (2011: 16.5%) on the estimated assessable profits arising in Hong Kong for the first half of 2012. Taxation on overseas profits has been calculated on the estimated assessable profits for the first half of 2012 at the rates of taxation prevailing in the countries in which the Group operates.

### 14. Taxation (continued)

The taxation on the Group's profit before taxation that differs from the theoretical amount that would arise using the taxation rate of Hong Kong is as follows:

|  | Half-year ended<br>30 June 2012<br>HK\$'m             | Half-year ended<br>30 June 2011<br>HK\$'m          |
|--|---|--|
| Profit before taxation   | 13,825  | 14,587   |
| Calculated at a taxation rate of 16.5% (2011: 16.5%)<br>Effect of different taxation rates in other countries<br>Income not subject to taxation<br>Expenses not deductible for taxation purposes<br>Tax losses not recognised<br>Utilisation of previously unrecognised tax losses<br>Over-provision in prior periods<br>Foreign withholding tax | 2,281<br>21<br>(296)<br>96<br>-<br>(70)<br>(1)<br>145 | 2,407<br>17<br>(269)<br>44<br>2<br>(32)<br>-<br>64 |
| Taxation charge  | 2,176   | 2,233  |
| Effective tax rate   | 15.7%   | 15.3%  |

### 15. Dividends

|                  | Half-year<br>30 June 2 |                 | Half-year ended<br>30 June 2011 |                 |
|------------------|------------------------|-----------------|---------------------------------|-----------------|
|                  | Per share<br>HK\$      | Total<br>HK\$'m | Per share<br>HK\$               | Total<br>HK\$'m |
| Interim dividend | 0.545                  | 5,762           | 0.630                           | 6,661           |

At a meeting held on 23 August 2012, the Board declared an interim dividend of HK\$0.545 per ordinary share for the first half of 2012 amounting to approximately HK\$5,762 million. This declared dividend is not reflected as a dividend payable in this interim financial information, but will be reflected as an appropriation of retained earnings for the year ending 31 December 2012.

# 16. Earnings per share for profit attributable to the equity holders of the Company

The calculation of basic earnings per share is based on the consolidated profit attributable to the equity holders of the Company for the first half of 2012 of approximately HK\$11,243 million (first half of 2011: HK\$11,993 million) and on the ordinary shares in issue of 10,572,780,266 shares (2011: 10,572,780,266 ordinary shares).

There was no dilution of earnings per share as no potential ordinary shares were in issue for the first half of 2012 (first half of 2011: Nil).

#### 17. Retirement benefit costs

The principal defined contribution schemes for the Group's employees are ORSO schemes exempted under the MPF Schemes Ordinance and the BOC-Prudential Easy Choice MPF Scheme. Under the ORSO schemes, employees make monthly contributions to the ORSO schemes equal to 5% of their basic salaries, while the employer makes monthly contributions equal to 5% to 15% of the employees' monthly basic salaries, depending on years of service. The employees are entitled to receive 100% of the employer's contributions upon termination of employment after completing 10 years of service, or at a scale ranging from 30% to 90% for employees who have completed between 3 to 10 years of service, on conditions of retirement, early retirement, permanent incapacity and ill-health or termination of employment other than summary dismissal.

With the implementation of the MPF Schemes Ordinance on 1 December 2000, the Group also participates in the BOC-Prudential Easy Choice MPF Scheme, of which the trustee is BOCI-Prudential Trustee and the investment manager is BOCI-Prudential Manager, which are related parties of the Company.

The Group's total contributions made to the ORSO schemes for the first half of 2012 amounted to approximately HK\$170 million (first half of 2011: approximately HK\$161 million), after a deduction of forfeited contributions of approximately HK\$1.1 million (first half of 2011: approximately HK\$2.5 million). For the MPF Scheme, the Group contributed approximately HK\$29 million (first half of 2011: approximately HK\$25 million) for the first half of 2012.

#### 18. Share option schemes

#### (a) Share Option Scheme and Sharesave Plan

The principal terms of the Share Option Scheme and the Sharesave Plan were approved and adopted by written resolutions of all the shareholders of the Company dated 10 July 2002.

The purpose of the Share Option Scheme is to provide the participants with the opportunity to acquire proprietary interests in the Company. The Board may, in its absolute discretion, offer to grant options under the Share Option Scheme to any person as the Board may select. The subscription price for the shares shall be determined on the date of grant by the Board as an amount per share calculated on the basis of established rules. An option may be exercised in whole or in part at any time after the date prescribed by the Board and from time to time as specified in the offer and on or before the termination date prescribed by the Board.

The purpose of the Sharesave Plan is to encourage broad-based employee ownership of the shares of the Company. The amount of the monthly contribution under the savings contract to be made in connection with an option shall be the amount which the relevant eligible employee is willing to contribute, which amount shall not be less than 1% and not more than 10% of the eligible employee's monthly salary as at the date of application or such other maximum or minimum amounts as permitted by the Board. When an option is exercised during an exercise period, it may be exercised in whole or in part.

No options were granted pursuant to the Share Option Scheme or the Sharesave Plan during the first half of 2012 (first half of 2011: Nil).

#### 18. Share option schemes (continued)

#### (b) Pre-Listing Share Option Scheme

On 5 July 2002, several directors together with approximately 60 senior management personnel of the Group and employees of BOC were granted options by BOC (BVI), the immediate holding company of the Company, pursuant to a Pre-Listing Share Option Scheme to purchase from BOC (BVI) an aggregate of 31,132,600 existing issued shares of the Company. The Group has taken advantage of the transitional provisions set out in paragraph 53 of HKFRS 2 under which the recognition and measurement policies have not been applied to all options granted to employees on or before 7 November 2002.

Details of the share options outstanding as at 30 June 2012 and 31 December 2011 are disclosed as follows:

|  | Directors   | Senior<br>management | Others*     | Total<br>number<br>of share<br>options | Average<br>exercise<br>price<br>(HK\$ per<br>share) |
|--|-------------|----------------------|-------------|--|---|
| At 1 January 2012  | 2,530,500   | 247,300              | 1,446,000   | 4,223,800                              | 8.5   |
| Less: Share options exercised<br>during the period<br>Less: Share options lapsed | -           | (247,300)            | -           | (247,300)                              | 8.5   |
| during the period  | -           | -                    | (1,446,000) | (1,446,000)                            | 8.5   |
| At 30 June 2012  | 2,530,500   | -                    | _           | 2,530,500                              | 8.5   |
| Exercisable at 30 June 2012  | 2,530,500   | -                    | -           | 2,530,500                              | 8.5   |
| At 1 January 2011  | 3,976,500   | 247,300              | _           | 4,223,800                              | 8.5   |
| Transfer   | (1,446,000) | -                    | 1,446,000   | -                                      | 8.5   |
| At 31 December 2011  | 2,530,500   | 247,300              | 1,446,000   | 4,223,800                              | 8.5   |
| Exercisable at<br>31 December 2011   | 2,530,500   | 247,300              | 1,446,000   | 4,223,800                              | 8.5   |

\* Represented share options held by ex-directors of the Group.

Share options were exercised on a regular basis throughout the period and its weighted average share price was HK\$23.70. No share options were exercised during the year of 2011.

The options granted under this scheme can be exercised at HK\$8.50 per share in respect of the option price of HK\$1.00. These options have a vesting period of four years from the date on which dealings in the shares commenced on the Stock Exchange with a valid exercise period of ten years. No offer to grant any options under the Pre-Listing Share Option Scheme will be made on or after the date on which dealings in the shares commenced on the Stock Exchange.

## 19. Cash and balances with banks and other financial institutions

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| Cash  | 5,954                        | 6,425                            |
| Balances with central banks                                     | 39,340                       | 158,950                          |
| Balances with banks and other financial institutions            | 55,734                       | 48,412                           |
| Placements with banks and other financial institutions maturing |                              |                                  |
| within one month  | 52,014                       | 65,008                           |
|   | 153,042                      | 278,795                          |

## 20. Financial assets at fair value through profit or loss

|  | Trading   | securities      | designated         | al assets<br>at fair value<br>ofit or loss | Total              |                        |  |
|--|---|-----------------|--------------------|--|--------------------|------------------------|--|
|  | At 30 June         At 31 December           2012         2011 |                 | At 30 June<br>2012 | At 31 December<br>2011                     | At 30 June<br>2012 | At 31 December<br>2011 |  |
| At fair value  | HK\$'m  | HK\$'m          | HK\$'m             | HK\$'m                                     | HK\$'m             | HK\$'m                 |  |
| Debt securities<br>– Listed in Hong Kong                 | 6,817   | 3,628           | 860                | 776  | 7,677              | 4,404                  |  |
| – Listed outside<br>Hong Kong                            | 4,656   | 4,732           | 5,368              | 5,376                                      | 10,024             | 10,108                 |  |
| – Unlisted   | 11,473<br>24,291  | 8,360<br>16,673 | 6,228<br>13,522    | 6,152<br>15,318                            | 17,701<br>37,813   | 14,512<br>31,991       |  |
|  | 35,764  | 25,033          | 19,750             | 21,470                                     | 55,514             | 46,503                 |  |
| Fund<br>– Unlisted                                       | -   | -               | 764                | 1,103                                      | 764                | 1,103                  |  |
| Equity securities<br>– Listed in Hong Kong<br>– Unlisted | 14<br>186   | 12<br>161       | 348                | 823  | 362<br>186         | 835<br>161             |  |
|  | 200   | 173             | 348                | 823  | 548                | 996                    |  |
| Total  | 35,964  | 25,206          | 20,862             | 23,396                                     | 56,826             | 48,602                 |  |

### 20. Financial assets at fair value through profit or loss (continued)

Financial assets at fair value through profit or loss are analysed by type of issuer as follows:

|  | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--|------------------------------|----------------------------------|
| Sovereigns                             | 28,787                       | 19,524                           |
| Public sector entities*                | 200                          | 285                              |
| Banks and other financial institutions | 16,363                       | 17,731                           |
| Corporate entities                     | 11,476                       | 11,062                           |
|  | 56,826                       | 48,602                           |

\* Included financial assets at fair value through profit or loss of HK\$177 million (31 December 2011: HK\$263 million) which are eligible to be classified as public sector entities under the Banking (Capital) Rules.

Financial assets at fair value through profit or loss are analysed as follows:

|   | At 30 June | At 31 December |
|---|------------|----------------|
|   | 2012       | 2011           |
|   | HK\$'m     | HK\$'m         |
| Treasury bills  | 22,291     | 14,691         |
| Certificates of deposit held                                | 1,699      | 1,515          |
| Other financial assets at fair value through profit or loss | 32,836     | 32,396         |
|   | 56,826     | 48,602         |

#### 21. Derivative financial instruments

The Group enters into the following exchange rate, interest rate, precious metal and equity related derivative financial instrument contracts for trading and risk management purposes:

Currency forwards represent commitments to purchase and sell foreign currency on a future date. Interest rate futures are contractual obligations to receive or pay a net amount based on changes in interest rates or buy or sell interest rate financial instruments on a future date at an agreed price in the financial market under the administration of the stock exchange. Forward rate agreements are individually negotiated interest rate futures that call for a cash settlement at a future date for the difference between a contract rate of interest and the current market rate, based on a notional principal amount.

Currency, interest rate and precious metal swaps are commitments to exchange one set of cash flows or commodity for another. Swaps result in an exchange of currencies, interest rates (for example, fixed rate for floating rate), or precious metals (for example, silver swaps) or a combination of all these (for example, cross-currency interest rate swaps). Except for certain currency swap contracts, no exchange of principal takes place.

Foreign currency, interest rate, precious metal and equity options are contractual agreements under which the seller (writer) grants the purchaser (holder) the right, but not the obligation, either to buy (a call option) or sell (a put option) at or by a set date or during a set period, a specific amount of the financial instrument at a predetermined price. In consideration for the assumption of foreign exchange and interest rate risk, the seller receives a premium from the purchaser. Options are negotiated over-the-counter ("OTC") between the Group and its counterparty or traded through the stock exchange (for example, exchange-traded stock option).

### 21. Derivative financial instruments (continued)

The contract/notional amounts and fair values of derivative financial instruments held by the Group are set out in the following tables. The contract/notional amounts of these instruments indicate the volume of transactions outstanding at the balance sheet dates and certain of them provide a basis for comparison with fair value instruments recognised on the condensed consolidated balance sheet. However, they do not necessarily indicate the amounts of future cash flows involved or the current fair values of the instruments and, therefore, do not indicate the Group's exposure to credit or market risks. The derivative financial instruments become favourable (assets) or unfavourable (liabilities) as a result of fluctuations in foreign exchange rates, market interest rates, metal prices or equity prices relative to their terms. The aggregate fair values of derivative financial instruments assets and liabilities can fluctuate significantly from time to time.

The following tables summarise the contract/notional amounts of each class of derivative financial instrument as at 30 June 2012 and 31 December 2011:

|   |                   | At 30 Ju                   | ne 2012              |                 |  |  |
|---|-------------------|----------------------------|----------------------|-----------------|--|--|
|   |                   | Not qualified<br>for hedge |                      |                 |  |  |
|   | Trading<br>HK\$'m | Hedging<br>HK\$'m          | accounting<br>HK\$'m | Total<br>HK\$'m |  |  |
| Exchange rate contracts                         |                   |                            |                      |                 |  |  |
| Spot and forwards                               | 333,420           | -                          | -                    | 333,420         |  |  |
| Swaps   | 574,878           | 3,684                      | 5,280                | 583,842         |  |  |
| Foreign currency options<br>– Options purchased | 3,465             | -                          | -                    | 3,465           |  |  |
| – Options written                               | 3,632             |                            |                      | 3,632           |  |  |
|   | 915,395           | 3,684                      | 5,280                | 924,359         |  |  |
| Interest rate contracts                         |                   |                            |                      |                 |  |  |
| Futures   | 2,397             | -                          | -                    | 2,397           |  |  |
| Swaps   | 315,881           | 28,587                     | 45,870               | 390,338         |  |  |
|   | 318,278           | 28,587                     | 45,870               | 392,735         |  |  |
| Bullion contracts                               | 14,529            | -                          | _                    | 14,529          |  |  |
| Equity contracts                                | 2,142             | -                          | 131                  | 2,273           |  |  |
| Other contracts                                 | 77                | -                          | _                    | 77              |  |  |
| Total   | 1,250,421         | 32,271                     | 51,281               | 1,333,973       |  |  |

Not qualified for hedge accounting: derivative transactions which do not qualify as hedges for accounting purposes but are managed in conjunction with the financial instruments designated at fair value through profit or loss are separately disclosed in compliance with the requirements set out in the Banking (Disclosure) Rules.

|   |                   | At 31 Decer       | nber 2011                  |                 |
|---|-------------------|-------------------|----------------------------|-----------------|
|   |                   |                   | Not qualified<br>for hedge |                 |
|   | Trading<br>HK\$'m | Hedging<br>HK\$'m | accounting<br>HK\$'m       | Total<br>HK\$'m |
| Exchange rate contracts                 |                   |                   |                            |                 |
| Spot and forwards                       | 311,393           | -                 | -                          | 311,393         |
| Swaps                                   | 394,781           | 4,234             | 5,181                      | 404,196         |
| Foreign currency options                |                   |                   |                            |                 |
| <ul> <li>Options purchased</li> </ul>   | 2,595             | -                 | -                          | 2,595           |
| <ul> <li>Options written</li> </ul>     | 3,556             | -                 | -                          | 3,556           |
|   | 712,325           | 4,234             | 5,181                      | 721,740         |
| Interest rate contracts                 |                   |                   |                            |                 |
| Futures                                 | 4,035             | _                 | -                          | 4,035           |
| Swaps                                   | 340,641           | 34,587            | 49,359                     | 424,587         |
| Interest rate options                   |                   |                   |                            |                 |
| <ul> <li>Swaptions purchased</li> </ul> | 1,005             | -                 | -                          | 1,005           |
| <ul> <li>Swaptions written</li> </ul>   | 505               | -                 | -                          | 505             |
|   | 346,186           | 34,587            | 49,359                     | 430,132         |
| Bullion contracts                       | 13,010            | _                 | _                          | 13,010          |
| Equity contracts                        | 372               | _                 | _                          | 372             |
| Other contracts                         | 82                | _                 | _                          | 82              |
| Total                                   | 1,071,975         | 38,821            | 54,540                     | 1,165,336       |

## 21. Derivative financial instruments (continued)

### 21. Derivative financial instruments (continued)

The following tables summarise the fair values of each class of derivative financial instrument as at 30 June 2012 and 31 December 2011:

|                                       | At 30 June 2012   |                   |   |                 |                        |                   |   |                 |
|---------------------------------------|-------------------|-------------------|---|-----------------|------------------------|-------------------|---|-----------------|
|                                       |                   | Fair val          | ue assets   |                 | Fair value liabilities |                   |   |                 |
|                                       | Trading<br>HK\$'m | Hedging<br>HK\$'m | Not<br>qualified<br>for hedge<br>accounting<br>HK\$'m | Total<br>HK\$'m | Trading<br>HK\$'m      | Hedging<br>HK\$'m | Not<br>qualified<br>for hedge<br>accounting<br>HK\$'m | Total<br>HK\$'m |
| Exchange rate contracts               |                   |                   |   |                 |                        |                   |   |                 |
| Spot and forwards                     | 17,731            | -                 | -   | 17,731          | (12,929)               | -                 | -   | (12,929)        |
| Swaps                                 | 1,688             | 50                | 94  | 1,832           | (1,946)                | (74)              | (139)   | (2,159)         |
| Foreign currency options              |                   |                   |   |                 |                        |                   |   |                 |
| <ul> <li>Options purchased</li> </ul> | 32                | -                 | -   | 32              | -                      | -                 | -   | -               |
| <ul> <li>Options written</li> </ul>   | -                 | -                 | -   | -               | (21)                   | -                 | -   | (21)            |
|                                       | 19,451            | 50                | 94  | 19,595          | (14,896)               | (74)              | (139)   | (15,109)        |
| Interest rate contracts               |                   |                   |   |                 |                        |                   |   |                 |
| Futures                               | -                 | -                 | -   | -               | (1)                    | -                 | -   | (1)             |
| Swaps                                 | 2,690             | 3,327             | 2   | 6,019           | (5,027)                | (707)             | (111)   | (5,845)         |
|                                       | 2,690             | 3,327             | 2   | 6,019           | (5,028)                | (707)             | (111)   | (5,846)         |
| Bullion contracts                     | 763               | -                 | -   | 763             | (533)                  | -                 | -   | (533)           |
| Equity contracts                      | 35                | -                 | -   | 35              | (36)                   | -                 | (2)   | (38)            |
| Total                                 | 22,939            | 3,377             | 96  | 26,412          | (20,493)               | (781)             | (252)   | (21,526)        |

## 21. Derivative financial instruments (continued)

|   | At 31 December 2011 |                   |   |                 |                        |                   |   |                 |
|---|---------------------|-------------------|---|-----------------|------------------------|-------------------|---|-----------------|
|   |                     | Fair val          | ue assets   |                 | Fair value liabilities |                   |   |                 |
|   | Trading<br>HK\$'m   | Hedging<br>HK\$'m | Not<br>qualified<br>for hedge<br>accounting<br>HK\$'m | Total<br>HK\$'m | Trading<br>HK\$'m      | Hedging<br>HK\$'m | Not<br>qualified<br>for hedge<br>accounting<br>HK\$'m | Total<br>HK\$'m |
| Exchange rate contracts                 |                     |                   |   |                 |                        |                   |   |                 |
| Spot and forwards                       | 18,484              | -                 | -   | 18,484          | (13,804)               | -                 | -   | (13,804)        |
| Swaps                                   | 1,531               | 59                | 89  | 1,679           | (1,553)                | (100)             | (150)   | (1,803)         |
| Foreign currency options                |                     |                   |   |                 |                        |                   |   |                 |
| <ul> <li>Options purchased</li> </ul>   | 18                  | -                 | -   | 18              | -                      | -                 | -   | -               |
| <ul> <li>Options written</li> </ul>     | -                   | -                 | -   | -               | (23)                   | -                 | -   | (23)            |
|   | 20,033              | 59                | 89  | 20,181          | (15,380)               | (100)             | (150)   | (15,630)        |
| Interest rate contracts                 |                     |                   |   |                 |                        |                   |   |                 |
| Futures                                 | 1                   | -                 | -   | 1               | (1)                    | -                 | -   | (1)             |
| Swaps                                   | 2,695               | 2,946             | -   | 5,641           | (4,688)                | (1,110)           | (128)   | (5,926)         |
| Interest rate options                   |                     |                   |   |                 |                        |                   |   |                 |
| <ul> <li>Swaptions purchased</li> </ul> | 1                   | -                 | -   | 1               | -                      | -                 | -   | -               |
| <ul> <li>Swaptions written</li> </ul>   | -                   | -                 | -   | -               | (5)                    | -                 | -   | (5)             |
|   | 2,697               | 2,946             | _   | 5,643           | (4,694)                | (1,110)           | (128)   | (5,932)         |
| Bullion contracts                       | 961                 | -                 | -   | 961             | (717)                  | -                 | -   | (717)           |
| Equity contracts                        | 2                   | -                 | _   | 2               | (2)                    | -                 | _   | (2)             |
| Total                                   | 23,693              | 3,005             | 89  | 26,787          | (20,793)               | (1,210)           | (278)   | (22,281)        |

### 21. Derivative financial instruments (continued)

The credit risk weighted amounts of the above derivative financial instruments are as follows:

|                          | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--------------------------|------------------------------|----------------------------------|
| Exchange rate contracts  |                              |                                  |
| Forwards                 | 711                          | 1,487                            |
| Swaps                    | 1,807                        | 1,325                            |
| Foreign currency options |                              | ,                                |
| – Options purchased      | 9                            | 2                                |
| Interest rate contracts  |                              |                                  |
| Swaps                    | 1,862                        | 1,733                            |
| Bullion contracts        | 10                           | 14                               |
| Equity contracts         | 59                           | 5                                |
|                          | 4,458                        | 4,566                            |

The credit risk weighted amounts are calculated in accordance with the Banking (Capital) Rules. The amounts are dependent upon the status of the counterparty and the maturity characteristics of each type of contract.

There is no effect of valid bilateral netting agreement on the fair values or the credit risk weighted amounts of the derivative financial instruments.

#### 22. Advances and other accounts

|  | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--|------------------------------|----------------------------------|
| Personal loans and advances<br>Corporate loans and advances                      | 224,751<br>522,001           | 215,715<br>483,664               |
| Advances to customers*   | 746,752                      | 699,379                          |
| Loan impairment allowances<br>– Individually assessed<br>– Collectively assessed | (256)<br>(2,712)             | (259)<br>(2,571)                 |
|  | 743,784                      | 696,549                          |
| Trade bills<br>Advances to banks and other financial institutions                | 40,674<br>1,474              | 56,506<br>2,174                  |
| Total  | 785,932                      | 755,229                          |

As at 30 June 2012, advances to customers included accrued interest of HK\$1,508 million (31 December 2011: HK\$1,305 million).

As at 30 June 2012 and 31 December 2011, no impairment allowance was made in respect of trade bills and advances to banks and other financial institutions.

<sup>\*</sup> Included advances to customers denominated in HK dollars of HK\$493,130 million (31 December 2011: HK\$470,898 million) and US dollars equivalent to HK\$192,626 million (31 December 2011: HK\$179,888 million).

### 23. Investment in securities

|       |   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|-------|---|------------------------------|----------------------------------|
| (a)   | Available-for-sale securities                 |                              |                                  |
|       | Debt securities, at fair value                |                              |                                  |
|       | – Listed in Hong Kong                         | 17,091                       | 9,614                            |
|       | – Listed outside Hong Kong                    | 100,534                      | 102,098                          |
|       |   | 117,625                      | 111,712                          |
|       | – Unlisted                                    | 219,246                      | 200,187                          |
|       |   | 336,871                      | 311,899                          |
|       | Equity securities, at fair value              |                              |                                  |
|       | – Listed in Hong Kong                         | 2,522                        | 3,660                            |
|       | – Listed outside Hong Kong                    | -                            | 92                               |
|       |   | 2,522                        | 3,752                            |
|       | – Unlisted                                    | 876                          | 747                              |
|       |   | 3,398                        | 4,499                            |
|       |   | 340,269                      | 316,398                          |
| (b)   | Held-to-maturity securities                   |                              |                                  |
|       | Listed, at amortised cost                     |                              |                                  |
|       | – in Hong Kong                                | 950                          | 1,164                            |
|       | – outside Hong Kong                           | 9,752                        | 14,125                           |
|       |   | 10,702                       | 15,289                           |
|       | Unlisted, at amortised cost                   | 28,608                       | 38,663                           |
|       |   | 39,310                       | 53,952                           |
|       | Impairment allowances                         | (32)                         | (25)                             |
|       |   | 39,278                       | 53,927                           |
| (c)   | Loans and receivables                         |                              |                                  |
|       | Unlisted, at amortised cost                   | 3,462                        | 6,673                            |
| Total |   | 383,009                      | 376,998                          |
| Marke | t value of listed held-to-maturity securities | 10,890                       | 15,288                           |

### 23. Investment in securities (continued)

Investment in securities is analysed by type of issuer as follows:

|  |  | At 30 June 2012                              |                                    |                 |  |
|--|--|--|------------------------------------|-----------------|--|
|  | Available-<br>for-sale<br>securities<br>HK\$'m | Held-to-<br>maturity<br>securities<br>HK\$'m | Loans and<br>receivables<br>HK\$'m | Total<br>HK\$'m |  |
| Sovereigns                             | 86,264   | 13,500                                       | _                                  | 99,764          |  |
| Public sector entities*                | 35,829   | 3,210  | _                                  | 39,039          |  |
| Banks and other financial institutions | 178,296  | 19,440                                       | 3,462                              | 201,198         |  |
| Corporate entities                     | 39,880   | 3,128  | -                                  | 43,008          |  |
|  | 340,269  | 39,278                                       | 3,462                              | 383,009         |  |

|   |  | At 31 December 2011                          |                                    |  |
|---|--|--|------------------------------------|--|
|   | Available-<br>for-sale<br>securities<br>HK\$'m | Held-to-<br>maturity<br>securities<br>HK\$'m | Loans and<br>receivables<br>HK\$'m | Total<br>HK\$'m                        |
| Sovereigns<br>Public sector entities*<br>Banks and other financial institutions<br>Corporate entities | 104,799<br>36,458<br>148,056<br>27,085         | 20,882<br>6,509<br>23,107<br>3,429           | -<br>-<br>6,673<br>-               | 125,681<br>42,967<br>177,836<br>30,514 |
|   | 316,398  | 53,927                                       | 6,673                              | 376,998                                |

\* Included available-for-sale securities of HK\$21,849 million (31 December 2011: HK\$20,746 million) and held-to-maturity securities of HK\$252 million (31 December 2011: HK\$832 million) which are eligible to be classified as public sector entities under the Banking (Capital) Rules.

Available-for-sale and held-to-maturity securities are analysed as follows:

|                              | Available-for-sale securities |                | Held-to-maturity securities |                |
|------------------------------|-------------------------------|----------------|-----------------------------|----------------|
|                              | At 30 June                    | At 31 December | At 30 June                  | At 31 December |
|                              | 2012                          | 2011           | 2012                        | 2011           |
|                              | HK\$′m                        | HK\$'m         | HK\$'m                      | HK\$'m         |
| Treasury bills               | 47,904                        | 72,906         | 2,888                       | 6,195          |
| Certificates of deposit held | 55,798                        | 27,542         | 3,417                       | 3,044          |
| Others                       | 236,567                       | 215,950        | 32,973                      | 44,688         |
|                              | 340,269                       | 316,398        | 39,278                      | 53,927         |

### 24. Investment properties

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| At 1 January  | 12,441                       | 10,342                           |
| Additions   | 1                            | 14                               |
| Disposals   | (62)                         | (25)                             |
| Fair value gains  | 1,026                        | 2,200                            |
| Reclassification to properties, plant and equipment (Note 25) | (8)                          | (92)                             |
| Exchange difference   | -                            | 2                                |
| At period/year end  | 13,398                       | 12,441                           |

### 25. Properties, plant and equipment

|  | Premises<br>HK\$'m                        | Equipment,<br>fixtures and<br>fittings<br>HK\$'m | Total<br>HK\$'m                              |
|--|---|--|--|
| Net book value at 1 January 2012   | 37,049                                    | 2,601  | 39,650                                       |
| Additions<br>Disposals<br>Revaluation<br>Depreciation for the period (Note 11)<br>Reclassification from investment properties (Note 24)<br>Exchange difference | 47<br>(138)<br>4,699<br>(367)<br>8<br>(2) | 260<br>(3)<br>-<br>(355)<br>-<br>(3)             | 307<br>(141)<br>4,699<br>(722)<br>8<br>(5)   |
| Net book value at 30 June 2012   | 41,296                                    | 2,500  | 43,796                                       |
| At 30 June 2012<br>Cost or valuation<br>Accumulated depreciation and impairment<br>Net book value at 30 June 2012  | 41,296<br>_<br>41,296                     | 7,588<br>(5,088)<br>2,500                        | 48,884<br>(5,088)<br>43,796                  |
| Net book value at 1 January 2011   | 28,581                                    | 2,468  | 31,049                                       |
| Additions<br>Disposals<br>Revaluation<br>Depreciation for the year<br>Reclassification from investment properties (Note 24)<br>Exchange difference             | 83<br>(95)<br>8,989<br>(610)<br>92<br>9   | 827<br>(33)<br>-<br>(667)<br>-<br>6              | 910<br>(128)<br>8,989<br>(1,277)<br>92<br>15 |
| Net book value at 31 December 2011   | 37,049                                    | 2,601  | 39,650                                       |
| At 31 December 2011<br>Cost or valuation<br>Accumulated depreciation and impairment  | 37,049<br>_                               | 7,414<br>(4,813)                                 | 44,463<br>(4,813)                            |
| Net book value at 31 December 2011   | 37,049                                    | 2,601  | 39,650                                       |

### 25. Properties, plant and equipment (continued)

The analysis of cost or valuation of the above assets is as follows:

|                     |                    | Equipment,<br>fixtures and |                 |  |
|---------------------|--------------------|----------------------------|-----------------|--|
|                     | Premises<br>HK\$'m | fittings<br>HK\$'m         | Total<br>HK\$'m |  |
| At 30 June 2012     |                    |                            |                 |  |
| At cost             | -                  | 7,588                      | 7,588           |  |
| At valuation        | 41,296             | -                          | 41,296          |  |
|                     | 41,296             | 7,588                      | 48,884          |  |
| At 31 December 2011 |                    |                            |                 |  |
| At cost             | -                  | 7,414                      | 7,414           |  |
| At valuation        | 37,049             | -                          | 37,049          |  |
|                     | 37,049             | 7,414                      | 44,463          |  |

### 26. Other assets

|                                     | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|-------------------------------------|------------------------------|----------------------------------|
| Repossessed assets                  | 8                            | 13                               |
| Precious metals                     | 5,594                        | 5,260                            |
| Reinsurance assets                  | 12,669                       | 9,022                            |
| Accounts receivable and prepayments | 16,969                       | 11,469                           |
|                                     | 35,240                       | 25,764                           |

### 27. Financial liabilities at fair value through profit or loss

|  | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--|------------------------------|----------------------------------|
| Trading liabilities<br>– Short positions in Exchange Fund Bills and Notes                                | 7,799                        | 2,598                            |
| Financial liabilities designated at fair value through profit or loss<br>– Structured deposits (Note 28) | 2,424                        | 639                              |
|  | 10,223                       | 3,237                            |

The carrying amount of financial liabilities designated at fair value through profit or loss as at 30 June 2012 is more than the amount that the Group would be contractually required to pay at maturity to the holders by HK\$1 million (31 December 2011: HK\$1 million). The amount of change in the fair values of financial liabilities at fair value through profit or loss, during the period and cumulatively, attributable to changes in credit risk is insignificant.

### 28. Deposits from customers

|  | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--|------------------------------|----------------------------------|
| Current, savings and other deposit accounts<br>(per condensed consolidated balance sheet)            | 1,182,857                    | 1,145,951                        |
| Structured deposits reported as financial liabilities at fair value through profit or loss (Note 27) | 2,424                        | 639                              |
|  | 1,185,281                    | 1,146,590                        |
| Analysed by:<br>Demand deposits and current accounts   |                              |                                  |
| – corporate<br>– personal  | 57,616<br>16,350             | 62,847<br>14,593                 |
|  | 73,966                       | 77,440                           |
| Savings deposits   |                              |                                  |
| – corporate  | 169,147                      | 162,672                          |
| – personal   | 355,575                      | 342,196                          |
|  | 524,722                      | 504,868                          |
| Time, call and notice deposits   |                              |                                  |
| – corporate  | 353,360                      | 334,581                          |
| – personal   | 233,233                      | 229,701                          |
|  | 586,593                      | 564,282                          |
|  | 1,185,281                    | 1,146,590                        |

### 29. Debt securities in issue at amortised cost

|   | At 30 June | At 31 December |
|---|------------|----------------|
|   | 2012       | 2011           |
|   | HK\$'m     | HK\$'m         |
| Senior notes under the Medium Term Note Programme | 5,900      | 5,856          |
| Other debt securities                             | 9          | 129            |
|   | 5,909      | 5,985          |

### 30. Other accounts and provisions

|                        | At 30 June | At 31 December |
|------------------------|------------|----------------|
|                        | 2012       | 2011           |
|                        | HK\$'m     | HK\$'m         |
| Other accounts payable | 42,769     | 41,445         |
| Provisions             | 350        | 366            |
|                        | 43,119     | 41,811         |

#### 31. Assets pledged as security

As at 30 June 2012, liabilities of the Group amounting to HK\$11,407 million (31 December 2011: HK\$4,614 million) were secured by assets deposited with central depositories to facilitate settlement operations. In addition, none of the liabilities of the Group was secured by debt securities related to sale and repurchase arrangements (31 December 2011: HK\$2,005 million). The amount of assets pledged by the Group to secure these liabilities was HK\$11,474 million (31 December 2011: HK\$6,643 million) included in "Trading securities" and "Available-for-sale securities".

#### 32. Deferred taxation

Deferred tax is recognised in respect of the temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in this interim financial information in accordance with HKAS 12 "Income Taxes".

The major components of deferred tax (assets)/liabilities recorded in the condensed consolidated balance sheet, and the movements during the first half of 2012 and the year ended 31 December 2011 are as follows:

|   |  | At 30 June 2012                   |                  |                                   |   |                 |
|---|--|-----------------------------------|------------------|-----------------------------------|---|-----------------|
|   | Accelerated<br>tax<br>depreciation<br>HK\$'m | Property<br>revaluation<br>HK\$'m | Losses<br>HK\$'m | Impairment<br>allowance<br>HK\$'m | Other<br>temporary<br>differences<br>HK\$'m | Total<br>HK\$'m |
| At 1 January 2012   | 547  | 5,299                             | (131)            | (451)                             | (109)                                       | 5,155           |
| Charged/(credited) to<br>income statement (Note 14)<br>Charged to other | 6  | (47)                              | (6)              | 21                                | 14  | (12)            |
| comprehensive income<br>Exchange difference                             | -  | 753<br>(1)                        | -                | -<br>1                            | 383   | 1,136           |
| At 30 June 2012   | 553  | 6,004                             | (137)            | (429)                             | 288   | 6,279           |

|  |  | At 31 December 2011               |                  |                                   |   |                 |
|--|--|-----------------------------------|------------------|-----------------------------------|---|-----------------|
|  | Accelerated<br>tax<br>depreciation<br>HK\$'m | Property<br>revaluation<br>HK\$'m | Losses<br>HK\$'m | Impairment<br>allowance<br>HK\$'m | Other<br>temporary<br>differences<br>HK\$'m | Total<br>HK\$'m |
| At 1 January 2011  | 535  | 3,881                             | (124)            | (333)                             | 90  | 4,049           |
| Charged/(credited) to<br>income statement                                  | 12   | (5)                               | (7)              | (116)                             | (43)  | (159)           |
| Charged/(credited) to other<br>comprehensive income<br>Exchange difference | -  | 1,422<br>1                        | -                | _<br>(2)                          | (156)<br>_                                  | 1,266<br>(1)    |
| At 31 December 2011  | 547  | 5,299                             | (131)            | (451)                             | (109)                                       | 5,155           |

### 32. Deferred taxation (continued)

Deferred tax assets and liabilities are offset on an individual entity basis when there is a legal right to set off current tax assets against current tax liabilities and when the deferred taxation relates to the same authority. The following amounts, determined after appropriate offsetting, are shown in the condensed consolidated balance sheet:

|                          | At 30 June | At 31 December |
|--------------------------|------------|----------------|
|                          | 2012       | 2011           |
|                          | HK\$'m     | HK\$'m         |
| Deferred tax assets      | (114)      | (210)          |
| Deferred tax liabilities | 6,393      | 5,365          |
|                          | 6,279      | 5,155          |

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| Deferred tax assets to be recovered after more than twelve months<br>Deferred tax liabilities to be settled after more than twelve months | (122)<br>6,120               | (141)<br>5,421                   |
|   | 5,998                        | 5,280                            |

As at 30 June 2012, the Group has not recognised deferred tax assets in respect of tax losses amounting to HK\$847 million (31 December 2011: HK\$1,264 million) which is considered unlikely to be utilised. These tax losses do not expire under the current tax legislation.

### 33. Insurance contract liabilities

|  | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--|------------------------------|----------------------------------|
| At 1 January   | 47,220                       | 39,807                           |
| Benefits paid<br>Claims incurred and movement in liabilities | (2,549)<br>7,114             | (6,037)<br>13,450                |
| At period/year end   | 51,785                       | 47,220                           |

The insurance contract liabilities that are covered by reinsurance arrangements amounted to HK\$12,571 million (31 December 2011: HK\$9,012 million) and the associated reinsurance assets of HK\$12,669 million (31 December 2011: HK\$9,022 million) are included in "Other assets" (Note 26).

#### 34. Subordinated liabilities

|  | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--|------------------------------|----------------------------------|
| Subordinated loans, at amortised cost<br>EUR660m*                      | 6,438                        | 6,625                            |
| Subordinated notes, at amortised cost with fair value hedge adjustment |                              |                                  |
| USD2,500m**  | 22,318                       | 22,031                           |
| Total  | 28,756                       | 28,656                           |

In 2008, BOCHK obtained floating-rate subordinated loans from BOC, the intermediate holding company of the Group. The subordinated loans are repayable prior to maturity after the first 5-year tenure at the option of the borrower. In 2010, BOCHK issued listed subordinated notes with an aggregate amount of USD2,500 million.

Amounts qualified as supplementary capital for regulatory purposes are shown in Note 3.5(B).

- \* Interest rate at 6-month EURIBOR plus 0.85% for the first 5 years, 6-month EURIBOR plus 1.35% for the remaining tenure payable semi-annually, due June 2018.
- \*\* Interest rate at 5.55% per annum payable semi-annually, due February 2020.

### 35. Share capital

|  | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|--|------------------------------|----------------------------------|
| Authorised:<br>20,000,000,000 ordinary shares of HK\$5 each            | 100,000                      | 100,000                          |
| Issued and fully paid:<br>10,572,780,266 ordinary shares of HK\$5 each | 52,864                       | 52,864                           |

#### 36. Reserves

The Group's reserves and the movements therein for the current and prior periods are presented in the condensed consolidated statement of changes in equity on pages 40 to 41.

#### 37. Notes to condensed consolidated cash flow statement

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(a) Reconciliation of operating profit to operating cash outflow before taxation

|   | Half-year ended<br>30 June 2012<br>HK\$'m | Half-year ended<br>30 June 2011<br>HK\$'m |
|---|---|---|
| Operating profit  | 12,666                                    | 13,103                                    |
| Depreciation  | 722                                       | 614                                       |
| Net charge of impairment allowances                             | 108                                       | 30  |
| Unwind of discount on impairment allowances                     | (4)                                       | (1)                                       |
| Advances written off net of recoveries                          | 59  | 118                                       |
| Change in subordinated liabilities                              | 398                                       | 1,257                                     |
| Change in balances with banks and other financial               |   |   |
| institutions with original maturity over three months           | (8,875)                                   | (230)                                     |
| Change in placements with banks and other financial             |   |   |
| institutions with original maturity over three months           | 590                                       | (50,019)                                  |
| Change in financial assets at fair value through profit or loss | 142                                       | 16,782                                    |
| Change in derivative financial instruments                      | (380)                                     | (1,115)                                   |
| Change in advances and other accounts                           | (30,841)                                  | (74,235)                                  |
| Change in investment in securities                              | (24,129)                                  | (31,490)                                  |
| Change in other assets  | (9,375)                                   | (12,272)                                  |
| Change in deposits and balances from banks and                  |   |   |
| other financial institutions                                    | (122,649)                                 | 73,120                                    |
| Change in financial liabilities at fair value through           |   |   |
| profit or loss  | 6,986                                     | (20,618)                                  |
| Change in deposits from customers                               | 36,906                                    | 76,402                                    |
| Change in debt securities in issue at amortised cost            | (76)                                      | 5   |
| Change in other accounts and provisions                         | 1,230                                     | 12,362                                    |
| Change in insurance contract liabilities                        | 4,565                                     | 3,238                                     |
| Effect of changes in exchange rates                             | 2,724                                     | (7,977)                                   |
| Operating cash outflow before taxation                          | (129,233)                                 | (926)                                     |
| Cash flows from operating activities included:                  |   |   |
| <ul> <li>Interest received</li> </ul>                           | 17,165                                    | 14,178                                    |
| – Interest paid   | 4,822                                     | 4,034                                     |
| – Dividend received   | 65  | 62  |

Certain comparative figures have been revised to conform with the current period's presentation. The effect of exchange rate changes on cash and cash equivalents has also been separately presented on the condensed consolidated cash flow statement.

### 37. Notes to condensed consolidated cash flow statement (continued)

(b) Analysis of the balances of cash and cash equivalents

|  | At 30 June<br>2012<br>HK\$'m | At 30 June<br>2011<br>HK\$'m |
|--|------------------------------|------------------------------|
| Cash and balances with banks and other financial<br>institutions with original maturity within three months<br>Placements with banks and other financial institutions with | 132,524                      | 412,673                      |
| original maturity within three months<br>Treasury bills with original maturity within three months   | 22,799<br>44,513             | 13,651<br>20,177             |
| Certificates of deposit held with original maturity within three months  | 1,210                        | _                            |
|  | 201,046                      | 446,501                      |

#### 38. Contingent liabilities and commitments

The following is a summary of the contractual amounts of each significant class of contingent liability and commitment and the aggregate credit risk weighted amount:

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| Direct credit substitutes   | 9,031                        | 8,124                            |
| Transaction-related contingencies   | 10,892                       | 11,871                           |
| Trade-related contingencies   | 43,211                       | 50,422                           |
| Commitments that are unconditionally cancellable without prior notice                 | 268,896                      | 263,246                          |
| Other commitments with an original maturity of<br>– up to one year<br>– over one year | 22,040<br>44,801             | 11,506<br>45,016                 |
|   | 398,871                      | 390,185                          |
| Credit risk weighted amount   | 46,291                       | 41,502                           |

The credit risk weighted amount is calculated in accordance with the Banking (Capital) Rules. The amount is dependent upon the status of the counterparty and the maturity characteristics of each type of contract.

### 39. Capital commitments

The Group has the following outstanding capital commitments not provided for in this interim financial information:

|  | At 30 June | At 31 December |
|--|------------|----------------|
|  | 2012       | 2011           |
|  | HK\$'m     | HK\$'m         |
| Authorised and contracted for but not provided for | 333        | 244            |
| Authorised but not contracted for                  | 4          | 8              |
|  | 337        | 252            |

The above capital commitments mainly relate to commitments to purchase computer equipment and software, and to renovate the Group's premises.

### 40. Operating lease commitments

#### (a) As lessee

The Group has commitments to make the following future minimum lease payments under non-cancellable operating leases:

|   | At 30 June<br>2012<br>HK\$'m | At 31 December<br>2011<br>HK\$'m |
|---|------------------------------|----------------------------------|
| Land and buildings<br>– not later than one year<br>– later than one year but not later than five years<br>– later than five years | 641<br>1,085<br>380          | 598<br>1,050<br>299              |
|   | 2,106                        | 1,947                            |

Certain non-cancellable operating leases included in the table above were subject to renegotiation and rent adjustment with reference to market rates prevailing at specified agreed dates.

#### 40. Operating lease commitments (continued)

#### (b) As lessor

The Group has contracted with tenants for the following future minimum lease receivables under noncancellable operating leases:

|   | At 30 June<br>2012 | At 31 December<br>2011 |
|---|--------------------|------------------------|
|   | HK\$'m             | HK\$'m                 |
| Land and buildings<br>– not later than one year<br>– later than one year but not later than five years<br>– later than five years | 423<br>388<br>2    | 377<br>441<br>–        |
|   | 813                | 818                    |

The Group leases its investment properties (Note 24) under operating lease arrangements, with leases typically for a period from one to three years. The terms of the leases generally require the tenants to pay security deposits and provide for periodic rent adjustments according to the prevailing market conditions. None of the leases include contingent rentals.

#### 41. Segmental reporting

The Group manages the business mainly from a business segment perspective and over 90% of the Group's revenues, profits before tax and assets are derived from Hong Kong. Currently, four business segments are identified which are Personal Banking, Corporate Banking, Treasury and Insurance. The classification of the Group's operating segments is based on customer segment and product type, which is aligned with the RPC (relationship, product and channel) management model of the Group.

Both Personal Banking and Corporate Banking provide general banking services including various deposit products, overdrafts, loans, credit cards, trade related products and other credit facilities, investment and insurance products, and foreign currency and derivative products, etc. Personal Banking mainly serves retail customers while Corporate Banking mainly deals with corporate customers. Treasury manages the funding and liquidity, and the interest rate and foreign exchange positions of the Group in addition to proprietary trades. The Insurance segment represents business relating to long-term life insurance products, including traditional and investment-linked individual life insurance and group life insurance products. "Others" mainly represents Group's holdings of premises, investment properties, equity investments and interests in associates.

As the Group's major revenue is derived from interest and the senior management relies primarily on net interest income to assess the performance of the segment, interest income and expense for all reportable segments are presented on a net basis. The senior management also relies primarily on net insurance premium income and benefits and claims to assess the performance of the Insurance segment.

Measurement of segment assets, liabilities, income, expenses, results and capital expenditure is based on the Group's accounting policies. The segment information includes items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Inter-segment funding is charged according to the internal funds transfer pricing mechanism of the Group, which is primarily based on market rates with the consideration of specific features of the product.

## 41. Segmental reporting (continued)

|  | Personal<br>Banking<br>HK\$'m | Corporate<br>Banking<br>HK\$'m | Treasury<br>HK\$'m | Insurance<br>HK\$'m | Others<br>HK\$'m | Subtotal<br>HK\$'m | Eliminations<br>HK\$'m | Consolidated<br>HK\$'m |
|--|-------------------------------|--------------------------------|--------------------|---------------------|------------------|--------------------|------------------------|------------------------|
| Half-year ended 30 June 2012                         |                               |                                |                    |                     |                  |                    |                        |                        |
| Net interest income/(expense)                        |                               |                                |                    |                     |                  |                    |                        |                        |
| – external   | 426                           | 4,408                          | 6,897              | 883                 | 5                | 12,619             | -                      | 12,619                 |
| – inter-segment                                      | 2,752                         | 306                            | (2,800)            | -                   | (258)            | -                  | -                      |                        |
|  | 3,178                         | 4,714                          | 4,097              | 883                 | (253)            | 12,619             | -                      | 12,61                  |
| Net fee and commission income                        | 2,144                         | 1,795                          | 72                 | 77                  | 68               | 4,156              | (54)                   | 4,10                   |
| Net insurance premium income                         | -                             | -                              | -                  | 2,838               | -                | 2,838              | (7)                    | 2,83                   |
| Net trading gain/(loss)                              | 274                           | 177                            | 744                | 230                 | (17)             | 1,408              | -                      | 1,40                   |
| Net gain on financial instruments designated         |                               |                                |                    |                     |                  |                    |                        |                        |
| at fair value through profit or loss                 | -                             | -                              | 24                 | 159                 | -                | 183                | 3                      | 18                     |
| Net gain on other financial assets                   | -                             | 1                              | 354                | 122                 | -                | 477                | -                      | 47                     |
| Other operating income                               | 20                            | -                              | -                  | 10                  | 744              | 774                | (483)                  | 29                     |
| Total operating income                               | 5,616                         | 6,687                          | 5,291              | 4,319               | 542              | 22,455             | (541)                  | 21,91                  |
| Net insurance benefits and claims                    | -                             | -                              | -                  | (3,749)             | -                | (3,749)            | -                      | (3,74                  |
| Net operating income before                          |                               |                                |                    |                     |                  |                    |                        |                        |
| impairment allowances                                | 5,616                         | 6,687                          | 5,291              | 570                 | 542              | 18,706             | (541)                  | 18,16                  |
| Net (charge)/reversal of impairment allowances       | (77)                          | (15)                           | 7                  | (23)                | -                | (108)              | . ,                    | (10                    |
|  | . ,                           | . ,                            |                    | . ,                 |                  |                    |                        |                        |
| Net operating income                                 | 5,539                         | 6,672                          | 5,298              | 547                 | 542              | 18,598             | (541)                  |                        |
| Operating expenses                                   | (2,774)                       | (1,529)                        | (596)              | (96)                | (937)            | (5,932)            | 541                    | (5,39                  |
| Operating profit/(loss)                              | 2,765                         | 5,143                          | 4,702              | 451                 | (395)            | 12,666             | -                      | 12,66                  |
| Net gain from disposal of/fair value adjustments     |                               |                                |                    |                     |                  |                    |                        |                        |
| on investment properties                             | -                             | -                              | -                  | -                   | 1,030            | 1,030              | -                      | 1,03                   |
| Net (loss)/gain from disposal/revaluation of         |                               |                                |                    |                     |                  |                    |                        |                        |
| properties, plant and equipment                      | (2)                           | (1)                            | -                  | -                   | 119              | 116                | -                      | 11                     |
| Share of profits less losses after tax of associates | -                             | -                              | -                  | -                   | 13               | 13                 | -                      | 1                      |
| Profit before taxation                               | 2,763                         | 5,142                          | 4,702              | 451                 | 767              | 13,825             | -                      | 13,82                  |
| At 30 June 2012                                      |                               |                                |                    |                     |                  |                    |                        |                        |
| Assets   |                               |                                |                    |                     |                  |                    |                        |                        |
| Segment assets                                       | 252,612                       | 557,421                        | 763,281            | 62,876              | 65,832           | 1,702,022          | (17,545)               | 1,684,47               |
| Interests in associates                              |                               | -                              | -                  | -                   | 245              | 245                | -                      | 24                     |
|  | 252,612                       | 557,421                        | 763,281            | 62,876              | 66,077           | 1,702,267          | (17,545)               | 1,684,72               |
|  | 202/012                       | 5577121                        | 700/201            | 02,070              |                  | 1,7 02,207         | (11/010)               | 1,001,71               |
| Liabilities  |                               |                                | 200.000            |                     | 47.400           | 4                  | (4==4=)                | 4 5 4 5 4              |
| Segment liabilities                                  | 667,271                       | 553,350                        | 260,880            | 59,171              | 17,183           | 1,557,855          | (17,545)               | 1,540,31               |
| Half-year ended 30 June 2012                         |                               |                                |                    |                     |                  |                    |                        |                        |
| Other information                                    |                               |                                |                    |                     |                  |                    |                        |                        |
| Capital expenditure                                  | 15                            | 3                              | -                  | 5                   | 285              | 308                | -                      | 30                     |
| Depreciation   | 159                           | 83                             | 45                 | 3                   | 432              | 722                | -                      | 72                     |
| Amortisation of securities                           | -                             | -                              | 48                 | 49                  | -                | 97                 | -                      | 9                      |

## 41. Segmental reporting (continued)

|  | Personal<br>Banking<br>HK\$'m | Corporate<br>Banking<br>HK\$'m | Treasury<br>HK\$'m | Insurance<br>HK\$'m | Others<br>HK\$'m | Subtotal<br>HK\$'m | Eliminations<br>HK\$'m | Consolidated<br>HK\$'n |
|--|-------------------------------|--------------------------------|--------------------|---------------------|------------------|--------------------|------------------------|------------------------|
| Half-year ended 30 June 2011                         |                               |                                |                    |                     |                  |                    |                        |                        |
| Net interest income/(expense)                        |                               |                                |                    |                     |                  |                    |                        |                        |
| – external   | 820                           | 3,287                          | 5,262              | 847                 | (11)             | 10,205             | -                      | 10,205                 |
| – inter-segment                                      | 2,023                         | 876                            | (2,869)            | -                   | (30)             | -                  | -                      |                        |
|  | 2,843                         | 4,163                          | 2,393              | 847                 | (41)             | 10,205             | -                      | 10,205                 |
| Net fee and commission income                        | 2,407                         | 1,483                          | 57                 | 19                  | 66               | 4,032              | (46)                   | 3,986                  |
| Net insurance premium income                         | -                             | -                              | -                  | 3,397               | -                | 3,397              | (6)                    | 3,39                   |
| Net trading gain/(loss)                              | 301                           | 139                            | 352                | (2)                 | (29)             | 761                | -                      | 76                     |
| Net gain on financial instruments designated         |                               |                                |                    |                     |                  |                    |                        |                        |
| at fair value through profit or loss                 | -                             | -                              | 18                 | 380                 | -                | 398                | -                      | 398                    |
| Net gain on other financial assets                   | -                             | -                              | 324                | -                   | 36               | 360                | -                      | 360                    |
| Other operating income                               | 12                            | -                              | 1                  | 2                   | 663              | 678                | (433)                  | 24                     |
| Total operating income                               | 5,563                         | 5,785                          | 3,145              | 4,643               | 695              | 19,831             | (485)                  | 19,346                 |
| Net insurance benefits and claims                    | -                             | -                              | -                  | (4,220)             | -                | (4,220)            | -                      | (4,220                 |
| Net operating income before                          |                               |                                |                    |                     |                  |                    |                        |                        |
| impairment allowances                                | 5,563                         | 5,785                          | 3,145              | 423                 | 695              | 15,611             | (485)                  | 15,12                  |
| Net (charge)/reversal of impairment allowances       | (82)                          | 40                             | 43                 | (31)                | -                | (30)               | -                      | (30                    |
| Net operating income                                 | 5,481                         | 5,825                          | 3,188              | 392                 | 695              | 15,581             | (485)                  | 15,09                  |
| Operating expenses                                   | (2,754)                       | (1,371)                        | (323)              | (101)               | 2,071            | (2,478)            | 485                    | (1,993                 |
| Operating profit                                     | 2,727                         | 4,454                          | 2,865              | 291                 | 2,766            | 13,103             | -                      | 13,103                 |
| Net gain from disposal of/fair value adjustments     |                               |                                |                    |                     |                  |                    |                        |                        |
| on investment properties                             | -                             | -                              | -                  | -                   | 1,486            | 1,486              | -                      | 1,48                   |
| Net loss from disposal/revaluation of                |                               |                                |                    |                     |                  |                    |                        |                        |
| properties, plant and equipment                      | (4)                           | (1)                            | -                  | -                   | -                | (5)                | -                      | (!                     |
| Share of profits less losses after tax of associates | -                             | -                              | -                  | -                   | 3                | 3                  | -                      |                        |
| Profit before taxation                               | 2,723                         | 4,453                          | 2,865              | 291                 | 4,255            | 14,587             | -                      | 14,58                  |
| At 31 December 2011                                  |                               |                                |                    |                     |                  |                    |                        |                        |
| Assets   |                               |                                |                    |                     |                  |                    |                        |                        |
| Segment assets                                       | 241,275                       | 536,091                        | 860,848            | 57,299              | 61,099           | 1,756,612          | (18,336)               | 1,738,27               |
| Interests in associates                              | -                             | -                              | -                  | -                   | 234              | 234                | -                      | 234                    |
|  | 241,275                       | 536,091                        | 860,848            | 57,299              | 61,333           | 1,756,846          | (18,336)               | 1,738,510              |
| Liabilities  |                               |                                |                    |                     |                  |                    |                        |                        |
| Segment liabilities                                  | 676,928                       | 507,852                        | 368,709            | 54,282              | 15,892           | 1,623,663          | (18,336)               | 1,605,32               |
| Half-year ended 30 June 2011                         |                               |                                |                    |                     |                  |                    |                        |                        |
| Other information                                    |                               |                                |                    |                     |                  |                    |                        |                        |
| Capital expenditure                                  | 6                             | _                              | _                  | _                   | 261              | 267                | -                      | 26                     |
| Depreciation   | 164                           | - 75                           | 25                 | 2                   | 348              | 614                | _                      | 614                    |
| Amortisation of securities                           | 104                           | 15                             | (23)               | 34                  | 740              | 11                 | _                      | 11                     |

### 42. Significant related party transactions

The Group is subject to the control of the State Council of the PRC Government through China Investment Corporation ("CIC"), its wholly-owned subsidiary Central Huijin Investment Ltd. ("Central Huijin"), and BOC in which Central Huijin has controlling equity interests.

# (a) Transactions with the parent companies and the other companies controlled by the parent companies

#### General information of the parent companies:

The Group is controlled by BOC. Central Huijin is the controlling entity of BOC, and it is a wholly-owned subsidiary of CIC which is a wholly state-owned company engaging in foreign currency investment management.

Central Huijin has controlling equity interests in certain other entities in the PRC.

The Group enters into banking and other transactions with these entities in the normal course of business which include loans, investment securities, money market and reinsurance transactions.

# (b) Transactions with government authorities, agencies, affiliates and other state controlled entities

The Group is subject to the control of the State Council of the PRC Government through CIC and Central Huijin, which also directly and indirectly controls a significant number of entities through its government authorities, agencies, affiliates and other state controlled entities. The Group enters into banking transactions with government authorities, agencies, affiliates and other state controlled entities in the normal course of business at commercial terms.

These transactions include, but are not limited to, the following:

- lending, provision of credits and guarantees, and deposit taking;
- inter-bank balance taking and placing;
- sales, purchase, underwriting and redemption of bonds issued by other state controlled entities;
- rendering of foreign exchange, remittance and investment related services;
- provision of fiduciary activities; and
- purchase of utilities, transport, telecommunication and postage services.

### 42. Significant related party transactions (continued)

# (c) Summary of transactions entered into during the ordinary course of business with associates and other related parties

The aggregate income/expenses and balances arising from related party transactions with associates and other related parties of the Group are summarised as follows:

|  | Half-year ended<br>30 June 2012 |                                  | Half-year ended<br>30 June 2011 |                                    |  |
|--|---------------------------------|----------------------------------|---------------------------------|------------------------------------|--|
|  | Ot<br>Associates<br>HK\$'m      | her related<br>parties<br>HK\$'m | Associates<br>HK\$'m            | Other related<br>parties<br>HK\$'m |  |
| Income statement items:<br>Administrative services<br>fees received/receivable | _                               | 4                                | _                               | 4                                  |  |

|   | At 30 June                 | 2012                             | At 31 December 2011  |                                    |  |
|---|----------------------------|----------------------------------|----------------------|------------------------------------|--|
|   | Ot<br>Associates<br>HK\$'m | her related<br>parties<br>HK\$'m | Associates<br>HK\$'m | Other related<br>parties<br>HK\$'m |  |
| Balance sheet items:<br>Deposits from customers                       | 36                         | -                                | 173                  | -                                  |  |
| Off-balance sheet items:<br>Contingent liabilities and<br>commitments | _                          | _                                | 20                   | _                                  |  |

#### (d) Key management personnel

Key management are those persons having authority and responsibility for planning, directing and controlling the activities of the Group, directly or indirectly, including directors and senior management. The Group accepts deposits from and grants loans and credit facilities to key management personnel in the ordinary course of business. During both the current and prior periods, no material transaction was conducted with key management personnel of BOCHK, its holding companies and parties related to them.

The key management compensation is detailed as follows:

|   | Half-year ended | Half-year ended |
|---|-----------------|-----------------|
|   | 30 June 2012    | 30 June 2011    |
|   | HK\$'m          | HK\$'m          |
| Salaries and other short-term employee benefits | 23              | 21              |
| Post-employment benefits                        | 1               | 1               |
|   | 24              | 22              |

### 43. Currency concentrations

The following is a summary of the major foreign currency exposures arising from trading, non-trading and structural positions and is prepared with reference to the Completion Instructions for the prudential return "Foreign Currency Position of an Authorized Institution" issued by the HKMA. The net options position is calculated based on the basis of delta-weighted positions of all foreign exchange options contracts.

|                           |               | At 30 June 2012               |          |                       |                   |           |                                |                                |  |  |
|---------------------------|---------------|-------------------------------|----------|-----------------------|-------------------|-----------|--------------------------------|--------------------------------|--|--|
|                           |               | Equivalent in million of HK\$ |          |                       |                   |           |                                |                                |  |  |
|                           | US<br>Dollars | Japanese<br>Yen               | Euro     | Australian<br>Dollars | Pound<br>Sterling | Renminbi  | Other<br>foreign<br>currencies | Total<br>foreign<br>currencies |  |  |
| Spot assets               | 480,391       | 33,830                        | 17,095   | 28,903                | 4,197             | 337,602   | 15,612                         | 917,630                        |  |  |
| Spot liabilities          | (356,695)     | (2,403)                       | (21,505) | (24,715)              | (15,200)          | (313,074) | (25,028)                       | (758,620)                      |  |  |
| Forward purchases         | 418,899       | 39,655                        | 57,152   | 28,664                | 23,910            | 204,447   | 40,299                         | 813,026                        |  |  |
| Forward sales             | (531,361)     | (71,117)                      | (52,632) | (32,801)              | (12,875)          | (224,605) | (30,760)                       | (956,151)                      |  |  |
| Net options position      | 227           | 1                             | (1)      | (23)                  | (3)               | (31)      | (23)                           | 147                            |  |  |
| Net long/(short) position | 11,461        | (34)                          | 109      | 28                    | 29                | 4,339     | 100                            | 16,032                         |  |  |
| Net structural position   | 321           | -                             | _        | -                     | -                 | 8,478     | -                              | 8,799                          |  |  |

|                           |               | At 31 December 2011           |          |                       |                   |           |                                |                                |  |  |  |
|---------------------------|---------------|-------------------------------|----------|-----------------------|-------------------|-----------|--------------------------------|--------------------------------|--|--|--|
|                           |               | Equivalent in million of HK\$ |          |                       |                   |           |                                |                                |  |  |  |
|                           | US<br>Dollars | Japanese<br>Yen               | Euro     | Australian<br>Dollars | Pound<br>Sterling | Renminbi  | Other<br>foreign<br>currencies | Total<br>foreign<br>currencies |  |  |  |
| Spot assets               | 451,222       | 51,268                        | 18,271   | 32,826                | 6,108             | 449,786   | 16,695                         | 1,026,176                      |  |  |  |
| Spot liabilities          | (339,118)     | (2,921)                       | (21,407) | (26,183)              | (15,738)          | (436,987) | (25,490)                       | (867,844)                      |  |  |  |
| Forward purchases         | 331,290       | 30,300                        | 30,439   | 28,440                | 23,152            | 126,276   | 35,522                         | 605,419                        |  |  |  |
| Forward sales             | (438,296)     | (78,706)                      | (27,604) | (35,125)              | (13,500)          | (132,354) | (26,524)                       | (752,109)                      |  |  |  |
| Net options position      | 441           | -                             | (1)      | (15)                  | (11)              | (2)       | (14)                           | 398                            |  |  |  |
| Net long/(short) position | 5,539         | (59)                          | (302)    | (57)                  | 11                | 6,719     | 189                            | 12,040                         |  |  |  |
| Net structural position   | 315           | -                             | -        | -                     | -                 | 5,261     | -                              | 5,576                          |  |  |  |

### 44. Cross-border claims

The information on cross-border claims discloses exposures to foreign counterparties on which the ultimate risk lies, and is derived according to the location of the counterparties after taking into account any transfer of risk. In general, such transfer of risk takes place if the claims are guaranteed by a party in a country which is different from that of the counterparty, or if the claims are on an overseas branch of a bank whose head office is located in another country. Only regions constituting 10% or more of the aggregate cross-border claims are analysed by geographical areas and disclosed as follows:

|                            |         | At 30 June 2012 |         |         |  |  |  |  |
|----------------------------|---------|-----------------|---------|---------|--|--|--|--|
|                            |         | Public sector   |         |         |  |  |  |  |
|                            | Banks   | entities*       | Others  | Total   |  |  |  |  |
|                            | HK\$'m  | HK\$'m          | HK\$'m  | HK\$'m  |  |  |  |  |
| Asia, other than Hong Kong |         |                 |         |         |  |  |  |  |
| – Mainland China           | 266,375 | 39,342          | 130,116 | 435,833 |  |  |  |  |
| – Others                   | 57,930  | 36,369          | 26,166  | 120,465 |  |  |  |  |
|                            | 324,305 | 75,711          | 156,282 | 556,298 |  |  |  |  |
| North America              |         |                 |         |         |  |  |  |  |
| – United States            | 3,582   | 50,000          | 32,071  | 85,653  |  |  |  |  |
| – Others                   | 8,569   | 1,330           | 268     | 10,167  |  |  |  |  |
|                            | 12,151  | 51,330          | 32,339  | 95,820  |  |  |  |  |
| Total                      | 336,456 | 127,041         | 188,621 | 652,118 |  |  |  |  |

|                            |         | At 31 December 2011 |         |         |  |  |  |  |
|----------------------------|---------|---------------------|---------|---------|--|--|--|--|
|                            |         | Public sector       |         |         |  |  |  |  |
|                            | Banks   | entities*           | Others  | Total   |  |  |  |  |
|                            | HK\$'m  | HK\$'m              | HK\$'m  | HK\$'m  |  |  |  |  |
| Asia, other than Hong Kong |         |                     |         |         |  |  |  |  |
| – Mainland China           | 246,133 | 171,336             | 111,932 | 529,401 |  |  |  |  |
| – Others                   | 58,475  | 52,622              | 24,026  | 135,123 |  |  |  |  |
|                            | 304,608 | 223,958             | 135,958 | 664,524 |  |  |  |  |
| North America              |         |                     |         |         |  |  |  |  |
| – United States            | 10,389  | 42,037              | 29,949  | 82,375  |  |  |  |  |
| – Others                   | 13,590  | 1,739               | 245     | 15,574  |  |  |  |  |
|                            | 23,979  | 43,776              | 30,194  | 97,949  |  |  |  |  |
| Total                      | 328,587 | 267,734             | 166,152 | 762,473 |  |  |  |  |

Included United States of HK\$10,450 million (31 December 2011: HK\$8,937 million) and other countries in North America of HK\$1,296 million (31 December 2011: HK\$1,704 million) which are eligible to be classified as public sector entities under the Banking (Capital) Rules.

#### 45. Non-bank Mainland China exposures

The analysis of non-bank Mainland China exposures is based on the categories of non-bank counterparties and the type of direct exposures with reference to the HKMA return for non-bank Mainland China exposures. The Group's exposures in Mainland China arising from non-bank counterparties are summarised as follows:

|  | At 30 June 2012                           |  |                             |  |  |  |
|--|---|--|-----------------------------|--|--|--|
|  | On-balance<br>sheet<br>exposure<br>HK\$'m | Off-balance<br>sheet<br>exposure<br>HK\$'m | Total<br>exposure<br>HK\$'m | Individually<br>assessed<br>impairment<br>allowances<br>HK\$'m |  |  |
| Mainland China entities<br>Companies and individuals outside<br>Mainland China where the credit is granted | 290,093                                   | 68,854                                     | 358,947                     | 34   |  |  |
| for use in Mainland China<br>Other non-bank Mainland China exposures                                       | 43,133<br>21,940                          | 13,448<br>2,149                            | 56,581<br>24,089            | 24<br>51   |  |  |
|  | 355,166                                   | 84,451                                     | 439,617                     | 109  |  |  |

|  | At 31 December 2011 |             |          |              |
|--|---------------------|-------------|----------|--------------|
|  |                     |             |          | Individually |
|  | On-balance          | Off-balance |          | assessed     |
|  | sheet               | sheet       | Total    | impairment   |
|  | exposure            | exposure    | exposure | allowances   |
|  | HK\$'m              | HK\$'m      | HK\$'m   | HK\$'m       |
| Mainland China entities                    | 254,105             | 65,129      | 319,234  | 34           |
| Companies and individuals outside          |                     |             |          |              |
| Mainland China where the credit is granted |                     |             |          |              |
| for use in Mainland China                  | 34,440              | 11,941      | 46,381   | 14           |
| Other non-bank Mainland China exposures    | 21,746              | 2,060       | 23,806   | 44           |
|  | 310,291             | 79,130      | 389,421  | 92           |

During the period, the basis of the above analyses has been refined and the comparative amounts have been reclassified accordingly.

#### 46. Compliance with HKAS 34

The unaudited interim financial information for the first half of 2012 complies with HKAS 34 "Interim Financial Reporting" issued by the HKICPA.

#### 47. Statutory accounts

The information in this interim report is unaudited and does not constitute statutory accounts. The statutory accounts for the year ended 31 December 2011 have been delivered to the Registrar of Companies and the HKMA. The auditor expressed an unqualified opinion on those statutory accounts in their report dated 29 March 2012.

### 1. Corporate information

**Board of Directors** 

| Chairman      | XIAO Gang <sup>#</sup>   |
|---------------|--------------------------|
| Vice Chairmen | LI Lihui <sup>#</sup>    |
|               | HE Guangbei              |
| Directors     | LI Zaohang <sup>#</sup>  |
|               | ZHOU Zaiqun <sup>#</sup> |
|               | CHEN Siqing <sup>#</sup> |
|               | GAO Yingxin              |
|               | FUNG Victor Kwok King*   |
|               | KOH Beng Seng*           |
|               | SHAN Weijian*            |
|               | TUNG Chee Chen*          |
|               | TUNG Savio Wai-Hok*      |
|               |                          |

# Non-executive Directors

\* Independent Non-executive Directors

#### Senior Management

| Chief Executive           | HE Guangbei         |
|---------------------------|---------------------|
| Deputy Chief Executive    | GAO Yingxin         |
| Chief Financial Officer   | ZHUO Chengwen       |
| Deputy Chief Executive    | WONG David See Hong |
| Deputy Chief Executive    | YEUNG Jason Chi Wai |
| Chief Risk Officer        | LI Jiuzhong         |
| Chief Operating Officer   | LEE Alex Wing Kwai  |
| Assistant Chief Executive | ZHU Yanlai          |
|                           |                     |

### Company Secretary

CHAN Chun Ying

#### **Registered Office**

52nd Floor Bank of China Tower 1 Garden Road Hong Kong

#### Auditor

PricewaterhouseCoopers

#### Share Registrar

Computershare Hong Kong Investor Services Limited 17M Floor Hopewell Centre 183 Queen's Road East Wan Chai Hong Kong

#### ADR Depositary Bank

Citibank, N.A. 388 Greenwich Street 14th Floor New York, NY 10013 United States of America

#### Credit Ratings (Long Term)

| Standard & Poor's         | A+  |
|---------------------------|-----|
| Moody's Investors Service | Aa3 |
| Fitch Ratings             | А   |

#### Index Constituent

The Company is a constituent of the following indices: Hang Seng Index Series Hang Seng Corporate Sustainability Index Series MSCI Index Series FTSE Index Series

#### Stock Codes

| Ordinary shares:       |           |
|------------------------|-----------|
| The Stock Exchange of  | 2388      |
| Hong Kong Limited      |           |
| Reuters                | 2388.HK   |
| Bloomberg              | 2388 HK   |
|                        |           |
| Level 1 ADR Programme: |           |
| CUSIP No.              | 096813209 |
| OTC Symbol             | BHKLY     |
|                        |           |

#### Website

www.bochk.com

#### 2. Dividend and closure of register of members

The Board has declared an interim dividend of HK\$0.545 per share (2011: HK\$0.63), payable on Friday, 21 September 2012 to shareholders whose names appear on the Register of Members of the Company on Thursday, 13 September 2012.

The Register of Members of the Company will be closed, for the purpose of determining shareholders' entitlement to the interim dividend, from Monday, 10 September 2012 to Thursday, 13 September 2012 (both days inclusive), during which period no transfer of shares will be registered. In order to qualify for the interim dividend, shareholders should ensure that all transfer documents, accompanied by the relevant share certificates, are lodged with the Company's Share Registrar, Computershare Hong Kong Investor Services Limited, at Shops 1712-1716, 17th Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong, not later than 4:30 p.m. on Friday, 7 September 2012. Shares of the Company will be traded ex-dividend as from Thursday, 6 September 2012.

#### 3. Substantial interests in share capital

The register maintained by the Company pursuant to section 336 of the SFO recorded that, as at 30 June 2012, the following parties had the following interests (as defined in the SFO) in the Company set opposite their respective names:

| Name of Corporation | No. of shares of<br>HK\$5.00 each in<br>the Company | % of total issued shares |
|---------------------|---|--------------------------|
| Central Huijin      | 6,984,274,213                                       | 66.06%                   |
| BOC                 | 6,984,274,213                                       | 66.06%                   |
| BOCHKG              | 6,984,175,056                                       | 66.06%                   |
| BOC (BVI)           | 6,984,175,056                                       | 66.06%                   |

Notes:

- 1. Following the reorganisation of BOC in August 2004, Central Huijin holds the controlling equity capital of BOC on behalf of the State. Accordingly, for the purpose of the SFO, Central Huijin is deemed to have the same interests in the Company as BOC.
- BOC holds the entire issued share capital of BOCHKG, which in turn holds the entire issued share capital of BOC (BVI). Accordingly, BOC and BOCHKG are deemed to have the same interests in the Company as BOC (BVI) for the purpose of the SFO. BOC (BVI) beneficially held 6,984,175,056 shares of the Company.
- 3. BOC holds the entire issued share capital of BOCI, which in turn holds the entire issued share capital of BOCI Asia Limited and BOCI Financial Products Limited. Accordingly, BOC is deemed to have the same interests in the Company as BOCI Asia Limited and BOCI Financial Products Limited for the purpose of the SFO. BOCI Asia Limited had an interest in 24,479 shares of the Company and an interest in 72,000 shares held under physically settled equity derivatives while BOCI Financial Products Limited had an interest in 2,678 shares of the Company.

All the interests stated above represented long positions. Save as disclosed above, as at 30 June 2012, BOCI Financial Products Limited had an interest in 143,522 shares which represented short positions. BOC and Central Huijin are deemed to be interested in such amount of shares for the purpose of the SFO. Save as disclosed, no other interests or short positions were recorded in the register maintained by the Company under section 336 of the SFO as at 30 June 2012.

#### 4. Directors' rights to acquire shares

On 5 July 2002, the following Directors were granted options by BOC (BVI), the immediate holding company of the Company, pursuant to a Pre-Listing Share Option Scheme to purchase from BOC (BVI) existing issued shares of the Company at a price of HK\$8.50 per share. These options have a vesting period of four years from 25 July 2002 with a valid exercise period of ten years.

Particulars of the outstanding options granted to the Directors under the Pre-Listing Share Option Scheme as at 30 June 2012 are set out below:

|                  |                  |  |  | Number of share options   |                                     |                                   |                                     |                                |                                   |
|------------------|------------------|--|--|---------------------------|-------------------------------------|-----------------------------------|-------------------------------------|--------------------------------|-----------------------------------|
| Name of Director | Date of<br>grant | Exercise<br>price<br>per share<br>(HK\$) | Exercisable<br>period                            | Granted on<br>5 July 2002 | Balances<br>as at<br>1 January 2012 | Exercised<br>during<br>the period | Surrendered<br>during<br>the period | Lapsed<br>during<br>the period | Balances<br>as at<br>30 June 2012 |
| LI Zaohang       | 5 July 2002      | 8.50                                     | 25 July 2003                                     | 1,446,000                 | 1,446,000                           | -                                 | -                                   | -                              | 1,446,000                         |
| ZHOU Zaiqun      | 5 July 2002      | 8.50                                     | to 4 July 2012<br>25 July 2003<br>to 4 July 2012 | 1,446,000                 | 1,084,500                           | -                                 | -                                   | -                              | 1,084,500                         |
| Total            |                  |  |  | 2,892,000                 | 2,530,500                           | -                                 | -                                   | -                              | 2,530,500                         |

Note: According to the rules of the Pre-Listing Share Option Scheme, all outstanding options granted pursuant to the said Scheme have been lapsed on 5 July 2012.

Save as disclosed above, at no time during the period was the Company, its holding companies, or any of its subsidiaries or fellow subsidiaries a party to any arrangements to enable the Directors to acquire benefits by means of the acquisition of shares in, or debentures of, the Company or any other body corporate.

# 5. Directors' and Chief Executive's interests in shares, underlying shares and debentures

As at 30 June 2012, the Directors, the Chief Executive and their respective associates had the following interests in the shares and underlying shares of the Company, as recorded in the register required to be kept by the Company pursuant to section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers:

|                  | Number of shares/underlying shares held |                     |                        |                    |           |                                     |
|------------------|---|---------------------|------------------------|--------------------|-----------|-------------------------------------|
| Name of Director | Personal<br>interests                   | Family<br>interests | Corporate<br>interests | Other<br>interests | Total     | % of the<br>issued share<br>capital |
| HE Guangbei      | 100,000                                 | -                   | _                      | _                  | 100,000   | 0.001%                              |
| LI Zaohang       | 1,446,000 Note                          | _                   | -                      | _                  | 1,446,000 | 0.014%                              |
| ZHOU Zaiqun      | 1,084,500 Note                          | -                   | _                      | -                  | 1,084,500 | 0.010%                              |
| Total            | 2,630,500                               | -                   | _                      | _                  | 2,630,500 | 0.025%                              |

Note: Such interests represented the respective Directors' interests in underlying shares in respect of the share options granted to him pursuant to the Pre-Listing Share Option Scheme, details of which are set out in the section titled "Directors' rights to acquire shares" above.

# 5. Directors' and Chief Executive's interests in shares, underlying shares and debentures (continued)

Save as disclosed above, as at 30 June 2012, none of the Directors or the Chief Executive of the Company or their respective associates had any interests or short positions in the shares, underlying shares or debentures of the Company or any of its associated corporations (within the meaning of Part XV of the SFO) as recorded in the register required to be kept by the Company pursuant to section 352 of the SFO or as otherwise notified to the Company and the Stock Exchange pursuant to the Model Code for Securities Transactions by Directors of Listed Issuers.

#### 6. Changes of information in respect of Directors

In accordance with Rule 13.51B(1) of the Listing Rules, the changes in information required to be disclosed by Directors pursuant to paragraphs (a) to (e) and (g) of Rule 13.51(2) of the Listing Rules after the publication of the Company's Annual Report 2011 on 29 March 2012 up to 23 August 2012 (being the approval date of this Interim Report) are set out below:

#### Experience including other directorships and major appointments

- (a) Dr. FUNG Victor Kwok King, an Independent Non-executive Director of the Company, relinquished his position as Group Chairman of Li & Fung Limited, a company listed on the Stock Exchange, and assumed the title of Honorary Chairman with effect from 14 May 2012 and continued as a Non-executive Director of Li & Fung Limited. Also, Dr. FUNG was appointed as an Independent Non-executive Director of China Petrochemical Corporation, a company incorporated in the PRC, since April 2012. In addition, Dr. FUNG was appointed as a member of the WTO Panel on Defining the Future of Trade since April 2012.
- (b) Mr. SHAN Weijian, an Independent Non-executive Director of the Company, resigned as a Director of Taishin Financial Holding Co., Ltd. and Taiwan Cement Corporation, both are companies listed in Taiwan, with effect from 1 May 2012 and 21 June 2012 respectively.
- (c) Mr. TUNG Chee Chen, an Independent Non-executive Director of the Company, resigned as an Independent Non-executive Director of Zhejiang Expressway Co., Ltd., a company listed on the Stock Exchange, with effect from 11 June 2012.

#### 7. Purchase, sale or redemption of the Company's shares

During the period under review, neither the Company nor any of its subsidiaries has purchased, sold or redeemed any of the Company's shares.

#### 8. Audit Committee

The Audit Committee consists only of Non-executive Directors, the majority of whom are Independent Non-executive Directors. It is chaired by Independent Non-executive Director Mr. SHAN Weijian. Other members include Mr. ZHOU Zaiqun, Dr. FUNG Victor Kwok King, Mr. TUNG Chee Chen, Mr. TUNG Savio Wai-Hok and Mr. KOH Beng Seng.

Based on the principle of independence, the Audit Committee assists the Board in monitoring the financial reports, internal control, internal audit and external audit of the Group.

At the request of the Audit Committee of the Company, the Group's external auditor has carried out a review of the interim financial information in accordance with the Hong Kong Standard on Review Engagements 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the HKICPA. The Audit Committee has reviewed with management the accounting principles and practices adopted by the Group and discussed auditing, internal control and financial reporting matters including the review of the unaudited interim financial reports.

#### 9. Compliance with the "Corporate Governance Code"

The Stock Exchange recently merged the "Corporate Governance Report" contained in Appendix 23 to the Listing Rules with the "Code on Corporate Governance Practices" contained in Appendix 14 (the "Former CG Code") to be the "Corporate Governance Code and Corporate Governance Report" as set out in the amended Appendix 14 (the "Corporate Governance Code"). The Corporate Governance Code took effect on 1 April 2012.

The Company is committed to embracing and enhancing good corporate governance principles and practices. During the period under review, the Company has been in full compliance with all code provisions as set out in the Former CG Code as well as the Corporate Governance Code. The Company has also complied with nearly all the recommended best practices set out in the Corporate Governance Code throughout the period. For further details, please refer to the section titled "Corporate Governance" contained in the Annual Report 2011 of the Company.

#### 10. Compliance with the Codes for Securities Transactions by Directors

The Company has established and implemented the "Code for Securities Transactions by Directors" (the "Company's Code") to govern securities transactions by Directors. Terms of the Company's Code are more stringent than the mandatory standards set out in the "Model Code for Securities Transactions by Directors of Listed Issuers" contained in Appendix 10 of the Listing Rules (the "Model Code"). Apart from the securities of the Company, the Company's Code also applies to the Director's dealings in the securities of BOC which has been listing on the Hong Kong Stock Exchange in June 2006. In this connection, the Company had made specific enquiry of all Directors, who confirmed that they had complied with the standards set out in both the Company's Code and the Model Code throughout the period under review. The Company had undertaken a review of the Company's Code in March 2012. There were no fundamental amendments to the Company's Code and changes were in adaptive nature mainly to refine the Company's Code.

#### 11. Compliance with the Banking (Disclosure) Rules and the Listing Rules

The unaudited interim report complies with the applicable requirements set out in the Banking (Disclosure) Rules under the Banking Ordinance and the applicable disclosure provisions of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited.

#### 12. Interim Report

This Interim Report is available in both English and Chinese. A copy prepared in the language different from that in which you have received is available by writing to the Company's Share Registrar, Computershare Hong Kong Investor Services Limited, at 17M Floor, Hopewell Centre, 183 Queen's Road East, Wan Chai, Hong Kong or email to bochk.ecom@computershare.com.hk.

This Interim Report is also available (in both English and Chinese) on the Company's website at www.bochk.com and the Stock Exchange's website at www.hkexnews.hk. You are encouraged to access the Interim Report and other corporate communications of the Company through these websites in lieu of receiving printed copies to help protect the environment. We believe that it is also the most efficient and convenient method of communication with our shareholders.

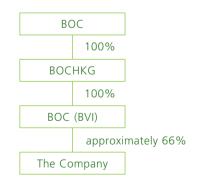
If you have any queries about how to obtain copies of this Interim Report or how to access those corporate communications on the Company's website, please call the Company's hotline at (852) 2846 2700.

#### 13. Reconciliation between HKFRSs vs IFRS/CAS

The Company understands that BOC, an intermediate holding company as well as controlling shareholder of the Company, will prepare and disclose consolidated financial information in accordance with IFRS and CAS for which the Company and its subsidiaries will form part of the interim financial information. CAS is the new set of PRC accounting standards that has been effective for annual periods beginning on or after 1 January 2007 for companies publicly listed in PRC. The requirements of CAS have substantially converged with HKFRSs and IFRS.

The consolidated financial information of "BOC Hong Kong Group" for the periods disclosed by BOC in its interim financial information is not the same as the consolidated financial information of the Group for the periods published by the Company pursuant to applicable laws and regulations in Hong Kong. There are two reasons for this.

First, the definitions of "BOC Hong Kong Group" (as adopted by BOC for the purpose of its own financial disclosure) and "Group" (as adopted by the Company in preparing and presenting its consolidated financial information) are different: "BOC Hong Kong Group" refers to BOCHKG and its subsidiaries, whereas "Group" refers to the Company and its subsidiaries (see the below organisation chart). Though there is difference in definitions between "BOC Hong Kong Group" and "Group", their financial results for the periods presented are substantially the same. This is because BOCHKG and BOC (BVI) are holding companies only and have no substantive operations of their own.



#### 13. Reconciliation between HKFRSs vs IFRS/CAS (continued)

Second, the Group has prepared its interim financial information in accordance with HK GAAP prior to 1 January 2005 and as from 1 January 2005 onwards in accordance with HKFRSs; whereas the consolidated financial information reported to BOC is prepared in accordance with IFRS and CAS respectively. Despite the fact that HKFRSs have converged with IFRS, there is a timing difference in the initial adoption of HKFRSs and IFRS by the Group and by BOC respectively.

The Board considers that the best way to ensure that shareholders and the investing public understand the material differences between the consolidated financial information of the Group published by the Company on the one hand, and the consolidated financial information of BOC Hong Kong Group disclosed by BOC in its interim financial information on the other hand, is to present reconciliations of the profit after tax/net assets of the Group prepared under HKFRSs to the profit after tax/net assets of the Group prepared under IFRS and CAS respectively for the periods presented.

The major differences between HKFRSs and IFRS/CAS, which arise from the difference in measurement basis in IFRS or CAS and the timing difference in the initial adoption of HKFRSs and IFRS relate to the following:

- re-measurement of carrying value of treasury products;
- restatement of carrying value of bank premises; and
- deferred taxation impact arising from the above different measurement basis.

#### (a) Re-measurement of carrying value of treasury products

Due to the difference in the timing of first adoption of HKFRSs and IFRS, classification and measurement of certain investment securities under HKFRSs and IFRS were different. Therefore, investment securities were reclassified and re-measured to align with the accounting policies of BOC for the relevant periods. Classification and measurement under IFRS and CAS is basically the same.

#### (b) Restatement of carrying value of bank premises

The Company has elected for a revaluation model rather than cost model to account for bank premises and investment properties under HKFRSs. On the contrary, BOC has elected for the cost model for bank premises and revaluation model for investment properties under IFRS and CAS. Therefore, adjustments have been made to the carrying value of bank premises as well as to re-calculate the depreciation charge and disposal gain/loss under IFRS and CAS.

#### (c) Deferred tax adjustments

These represent the deferred tax effect of the aforesaid adjustments.

### 13. Reconciliation between HKFRSs vs IFRS/CAS (continued)

As the counterpart of IFRS/CAS to the amendment to HKAS 12 has already been mandatorily effective since 1 January 2012, there is no more difference due to early adoption of HKFRS.

#### Profit after tax/net assets reconciliation

#### HKFRSs vs IFRS/CAS

|  | Profit a  | fter tax  | Net a      | issets         |
|--|-----------|-----------|------------|----------------|
|  | Half-year | Half-year |            |                |
|  | ended     | ended     |            |                |
|  | 30 June   | 30 June   | At 30 June | At 31 December |
|  | 2012      | 2011      | 2012       | 2011           |
|  | HK\$'m    | HK\$'m    | HK\$'m     | HK\$'m         |
| Profit after tax/net assets of BOC<br>Hong Kong (Holdings) Limited<br>prepared under HKFRSs                      | 11,649    | 12,354    | 144,412    | 133,183        |
| Add: IFRS/CAS adjustments<br>Re-measurement of carrying<br>value of treasury products<br>Restatement of carrying | (8)       | (14)      | -          | _              |
| value of bank premises   | 343       | 181       | (30,458)   | (26,124)       |
| Deferred tax adjustments<br>Effect of early adoption of  | (33)      | 8         | 5,022      | 4,305          |
| HKAS 12 (Amendment)  | -         | (214)     | -          | (1,778)        |
| Profit after tax/net assets of BOC<br>Hong Kong (Holdings) Limited   |           |           |            |                |
| prepared under IFRS/CAS  | 11,951    | 12,315    | 118,976    | 109,586        |

### **INDEPENDENT REVIEW REPORT**

#### REPORT ON REVIEW OF INTERIM FINANCIAL INFORMATION TO THE BOARD OF DIRECTORS OF BOC HONG KONG (HOLDINGS) LIMITED

(incorporated in Hong Kong with limited liability)

#### Introduction

We have reviewed the interim financial information set out on pages 37 to 105, which comprises the condensed consolidated balance sheet of BOC Hong Kong (Holdings) Limited (the "Company") and its subsidiaries (together, the "Group") as at 30 June 2012 and the related condensed consolidated income statement, the condensed consolidated statement of comprehensive income, the condensed consolidated statement of changes in equity and the condensed consolidated cash flow statement for the six-month period then ended, and a summary of significant accounting policies and other explanatory notes. The Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited require the preparation of a report on interim financial information to be in compliance with the relevant provisions thereof and Hong Kong Accounting Standard 34 "Interim Financial Reporting" issued by the Hong Kong Institute of Certified Public Accountants. The directors of the Company are responsible for the preparation and presentation of this interim financial information based on our review and to report our conclusion solely to you, as a body, in accordance with our agreed terms of engagement and for no other purpose. We do not assume responsibility towards or accept liability to any other person for the contents of this report.

#### **Scope of Review**

We conducted our review in accordance with Hong Kong Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Hong Kong Institute of Certified Public Accountants. A review of interim 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 Hong Kong 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.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim financial information is not prepared, in all material respects, in accordance with Hong Kong Accounting Standard 34 "Interim Financial Reporting".

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**PricewaterhouseCoopers** *Certified Public Accountants* Hong Kong, 23 August 2012



### Subsidiaries of the Company

The particulars of our subsidiaries are as follows:

|   | Place and                        | Issued and                            |               |                             |
|---|----------------------------------|---------------------------------------|---------------|-----------------------------|
|   | date of<br>incorporation/        | fully paid up<br>share capital/       |               |                             |
| Name of company   | operation/<br>registration       | registered capital/<br>units in issue | Interest held | Principal activities        |
| Directly held:  |                                  |                                       |               |                             |
| Bank of China (Hong Kong)<br>Limited                    | Hong Kong<br>16 October 1964     | Ordinary shares<br>HK\$43,042,840,858 | 100.00%       | Banking business            |
| BOC Group Life Assurance<br>Company Limited*            | Hong Kong<br>12 March 1997       | Ordinary shares<br>HK\$3,038,000,000  | 51.00%        | Life insurance<br>business  |
| BOCHK Asset Management<br>(Cayman) Limited*             | Cayman Islands<br>7 October 2010 | Ordinary shares<br>HK\$30,000,000     | 100.00%       | Investment holding          |
| Indirectly held:<br>Nanyang Commercial Bank,<br>Limited | Hong Kong<br>2 February 1948     | Ordinary shares<br>HK\$700,000,000    | 100.00%       | Banking business            |
| Chiyu Banking Corporation<br>Limited                    | Hong Kong<br>24 April 1947       | Ordinary shares<br>HK\$300,000,000    | 70.49%        | Banking business            |
| BOC Credit Card<br>(International) Limited              | Hong Kong<br>9 September 1980    | Ordinary shares<br>HK\$480,000,000    | 100.00%       | Credit card services        |
| Bank of China (Hong Kong)<br>Nominees Limited*          | Hong Kong<br>1 October 1985      | Ordinary shares<br>HK\$2              | 100.00%       | Nominee services            |
| Bank of China (Hong Kong)<br>Trustees Limited*          | Hong Kong<br>6 November 1987     | Ordinary shares<br>HK\$3,000,000      | 100.00%       | Trustee and agency services |
| BNPP Flexi III China Fund*                              | Luxembourg<br>15 December 2009   | Units in issue<br>HK\$2,686,606,239   | 51.00%        | Investment                  |
| BOC Group Trustee<br>Company Limited*                   | Hong Kong<br>1 December 1997     | Ordinary shares<br>HK\$200,000,000    | 64.20%        | Trustee services            |
| BOC Travel Services Limited*                            | Hong Kong<br>24 August 1982      | Ordinary shares<br>HK\$2,000,000      | 100.00%       | Travel services             |
| BOCG Life Aggressive<br>Growth Fund*                    | Hong Kong<br>8 November 2002     | Units in issue<br>US\$1,870,000       | 51.00%        | Investment                  |
| BOCG Life Moderate Growth<br>Fund*                      | Hong Kong<br>8 November 2002     | Units in issue<br>US\$1,400,000       | 51.00%        | Investment                  |
| BOCG Life Stable Growth<br>Fund*                        | Hong Kong<br>8 November 2002     | Units in issue<br>US\$200,000         | 51.00%        | Investment                  |

### **APPENDIX**

### Subsidiaries of the Company (continued)

|  | Diaco and  | Issued and   |               |                                    |
|--|--|--|---------------|------------------------------------|
| Name of company  | Place and<br>date of<br>incorporation/<br>operation/<br>registration | fully paid up<br>share capital/<br>registered capital/<br>units in issue | Interest held | Principal activities               |
| BOCG Life Money Market<br>Fund*                              | Hong Kong<br>8 November 2002   | Units in issue<br>US\$2,270,000  | 51.00%        | Investment                         |
| BOCHK Asset Management<br>Limited*                           | Hong Kong<br>28 October 2010   | Ordinary shares<br>HK\$29,500,000  | 100.00%       | Asset management                   |
| BOCHK Financial Products<br>(Cayman) Limited                 | Cayman Islands<br>10 November 2006                                   | Ordinary shares<br>US\$50,000  | 100.00%       | lssuing structured<br>notes        |
| BOCHK Information<br>Technology (Shenzhen)<br>Co., Ltd.*     | PRC<br>16 April 1990   | Registered capital<br>HK\$70,000,000                                     | 100.00%       | Property holding and investment    |
| BOCHK Information<br>Technology Services<br>(Shenzhen) Ltd.* | PRC<br>26 May 1993   | Registered capital<br>HK\$40,000,000                                     | 100.00%       | Information<br>technology services |
| BOCI-Prudential Trustee<br>Limited*                          | Hong Kong<br>11 October 1999   | Ordinary shares<br>HK\$300,000,000                                       | 41.10%        | Trustee services                   |
| Che Hsing (Nominees)<br>Limited*                             | Hong Kong<br>23 April 1980   | Ordinary shares<br>HK\$10,000  | 100.00%       | Nominee services                   |
| Chiyu Banking Corporation<br>(Nominees) Limited*             | Hong Kong<br>3 November 1981   | Ordinary shares<br>HK\$100,000   | 70.49%        | Investment holding                 |
| Chung Chiat Company<br>Limited                               | Hong Kong<br>9 April 1980  | Ordinary shares<br>HK\$200   | 100.00%       | Property holding and investment    |
| Dwell Bay Limited*   | Hong Kong<br>19 December 1980  | Ordinary shares<br>HK\$100,000   | 100.00%       | Property holding and investment    |
| Grace Charter Limited*                                       | Hong Kong<br>4 May 2001  | Ordinary shares<br>HK\$2   | 70.49%        | Investment holding                 |
| G.Z.Y. Microfilm Technology<br>(Shenzhen) Co., Ltd.*         | PRC<br>24 September 1993   | Registered capital<br>HK\$40,000,000                                     | 100.00%       | Property holding and investment    |
| Kincheng Finance (H.K.)<br>Limited                           | Hong Kong<br>30 March 1979   | Ordinary shares<br>HK\$100   | 100.00%       | Loan financing                     |
| Kincheng Investments &<br>Developments (H.K.)<br>Limited     | Hong Kong<br>15 May 1981   | Ordinary shares<br>HK\$6,000   | 100.00%       | Property holding and investment    |

### **APPENDIX**

### Subsidiaries of the Company (continued)

| Name of company  | Place and<br>date of<br>incorporation/<br>operation/<br>registration | lssued and<br>fully paid up<br>share capital/<br>registered capital/<br>units in issue | Interest held | Principal activities                   |
|--|--|--|---------------|--|
| Kincheng (Nominees)<br>Limited*                              | Hong Kong<br>12 December 1980  | Ordinary shares<br>HK\$100,000   | 100.00%       | Nominee services                       |
| Kiu Nam Investment<br>Corporation Limited                    | Hong Kong<br>9 November 1963   | Ordinary shares<br>HK\$2,000,000   | 100.00%       | Property holding and investment        |
| Kwong Li Nam Investment<br>Agency Limited*                   | Hong Kong<br>25 May 1984   | Ordinary shares<br>HK\$3,050,000   | 100.00%       | Investment agency                      |
| Nanyang Commercial Bank<br>(China), Limited                  | PRC<br>14 December 2007  | Registered capital<br>RMB6,500,000,000   | 100.00%       | Banking business                       |
| Nanyang Commercial Bank<br>(Nominees) Limited*               | Hong Kong<br>22 August 1980  | Ordinary shares<br>HK\$50,000  | 100.00%       | Nominee services                       |
| Nanyang Commercial Bank<br>Trustee Limited*                  | Hong Kong<br>22 October 1976   | Ordinary shares<br>HK\$3,000,000   | 100.00%       | Trustee services                       |
| Perento Limited*   | Hong Kong<br>27 September 1983                                       | Ordinary shares<br>HK\$10,000  | 100.00%       | Property holding and investment        |
| Po Hay Enterprises Limited                                   | Hong Kong<br>2 October 1979  | Ordinary shares<br>HK\$100,000   | 100.00%       | Property holding and investment        |
| Po Sang Financial Investment<br>Services Company<br>Limited* | Hong Kong<br>23 September 1980                                       | Ordinary shares<br>HK\$95,000,000  | 100.00%       | Gold trading and<br>investment holding |
| Po Sang Futures Limited*                                     | Hong Kong<br>19 October 1993   | Ordinary shares<br>HK\$95,000,000  | 100.00%       | Securities and futures<br>brokerage    |
| Seng Sun Development<br>Company, Limited*                    | Hong Kong<br>11 December 1961  | Ordinary shares<br>HK\$2,800,000   | 70.49%        | Investment holding                     |
| Shenstone Limited*   | Hong Kong<br>4 September 1979  | Ordinary shares<br>HK\$2   | 100.00%       | Property holding and investment        |
| Sin Chiao Enterprises<br>Corporation, Limited*               | Hong Kong<br>13 September 1961                                       | Ordinary shares<br>HK\$3,000,000   | 100.00%       | Property holding and investment        |
| Sin Hua Trustee Limited*                                     | Hong Kong<br>27 October 1978   | Ordinary shares<br>HK\$3,000,000   | 100.00%       | Trustee services                       |
| Sin Mei (Nominee) Limited*                                   | Hong Kong<br>27 April 1982   | Ordinary shares<br>HK\$100,000   | 100.00%       | Nominee services                       |

### **APPENDIX**

### Subsidiaries of the Company (continued)

| Name of company  | Place and<br>date of<br>incorporation/<br>operation/<br>registration | Issued and<br>fully paid up<br>share capital/<br>registered capital/<br>units in issue | Interest held | Principal activities            |
|--|--|--|---------------|---------------------------------|
| Sin Yeh Shing Company<br>Limited                       | Hong Kong<br>28 November 1980  | Ordinary shares<br>HK\$100,000   | 100.00%       | Property holding and investment |
| Sino Information Services<br>Company Limited*          | Hong Kong<br>11 February 1993  | Ordinary shares<br>HK\$7,000,000   | 100.00%       | Information services            |
| The China-South Sea<br>(Nominees) Services<br>Limited* | Hong Kong<br>13 February 1981  | Ordinary shares<br>HK\$100,000   | 100.00%       | Nominee services                |
| Track Link Investment<br>Limited                       | Hong Kong<br>8 February 1994   | Ordinary shares<br>HK\$2   | 100.00%       | Property holding and investment |

Sin Mei (Nominee) Limited, Kincheng (Nominees) Limited, Sin Yeh Shing Company Limited and Track Link Investment Limited commenced members' voluntary winding up on 31 October 2011.

Po Hay Enterprises Limited, Chung Chiat Company Limited and Kiu Nam Investment Corporation Limited commenced members' voluntary winding up on 21 November 2011.

The China-South Sea (Nominees) Services Limited commenced members' voluntary winding up on 28 November 2011.

G.Z.Y. Microfilm Technology (Shenzhen) Co., Ltd. commenced winding up on 26 December 2011.

Nanyang Finance Company Limited and Nan Song Company, Limited were dissolved on 16 February 2012.

Patson (HK) Limited was dissolved on 19 March 2012.

Kincheng Finance (H.K.) Limited commenced members' voluntary winding up on 31 May 2012.

Dwell Bay Limited and Shenstone Limited have been dissolved on 17 July 2012.

Perento Limited has been dissolved on 27 July 2012.

Remarks:

Name of subsidiaries which are not included in the consolidation group for regulatory purposes in respect of capital adequacy is marked with \* in the above table. BOCHK and its subsidiaries specified by the HKMA form the basis of consolidation for its regulatory purposes in accordance with the Banking (Capital) Rules. For accounting purposes, subsidiaries are consolidated in accordance with the accounting standards issued by the HKICPA pursuant to section 18A of the Professional Accountants Ordinance.

In this Interim Report, unless the context otherwise requires, the following terms shall have the meanings set out below:

| Terms                           | Meanings  |
|---------------------------------|---|
| "ABS"                           | Asset-backed securities   |
| "ADR"                           | American Depositary Receipt   |
| "ALCO"                          | the Asset and Liability Management Committee  |
| "ATM"                           | Automated Teller Machine  |
| "BOC"                           | Bank of China Limited, a joint stock commercial bank with limited liability<br>established under the laws of the PRC, the H shares and A shares of which are<br>listed on the Hong Kong Stock Exchange and the Shanghai Stock Exchange<br>respectively  |
| "BOC (BVI)"                     | BOC Hong Kong (BVI) Limited, a company incorporated under the laws of the British Virgin Islands and a wholly-owned subsidiary of BOCHKG  |
| "BOCHKG"                        | BOC Hong Kong (Group) Limited, a company incorporated under the laws of<br>Hong Kong and a wholly-owned subsidiary of BOC   |
| "BOCHK" or "the Bank"           | Bank of China (Hong Kong) Limited, a company incorporated under the laws of<br>Hong Kong and a wholly-owned subsidiary of the Company   |
| "BOCI"                          | BOC International Holdings Limited, a company incorporated under the laws of<br>Hong Kong and a wholly-owned subsidiary of BOC  |
| "BOC Insurance"                 | Bank of China Group Insurance Company Limited, a company incorporated<br>under the laws of Hong Kong and a wholly-owned subsidiary of BOC   |
| "BOCI-Prudential Manager"       | BOCI-Prudential Asset Management Limited, a company incorporated under the<br>laws of Hong Kong, in which BOCI Asset Management Limited, a wholly-owned<br>subsidiary of BOC International Holdings Limited, and Prudential Corporation<br>Holdings Limited hold equity interests of 64% and 36% respectively |
| "BOCI-Prudential Trustee"       | BOCI-Prudential Trustee Limited, a company incorporated under the laws of<br>Hong Kong, in which BOC Group Trustee Company Limited and Prudential<br>Corporation Holdings Limited hold equity interests of 64% and 36% respectively   |
| "BOC Life"                      | BOC Group Life Assurance Company Limited, a company incorporated under<br>the laws of Hong Kong, in which the Group and BOC Insurance hold equity<br>interests of 51% and 49% respectively  |
| "Board" or "Board of Directors" | the Board of Directors of the Company   |
| "CAR"                           | Capital Adequacy Ratio, computed on the consolidated basis that comprises<br>the positions of BOCHK and certain subsidiaries specified by the HKMA for its<br>regulatory purposes and in accordance with the Banking (Capital) Rules  |
| "CAS"                           | China Accounting Standards for Business Enterprises   |
| "CE"                            | Chief Executive   |
| "CFO"                           | Chief Financial Officer   |

| Terms                          | Meanings  |
|--------------------------------|---|
| "CIC"                          | China Investment Corporation  |
| "CRO"                          | Chief Risk Officer  |
| "Central Huijin"               | Central Huijin Investment Ltd.  |
| "Chiyu"                        | Chiyu Banking Corporation Limited, a company incorporated under the laws of<br>Hong Kong, in which BOCHK holds an equity interest of 70.49% |
| "DCE"                          | Deputy Chief Executive  |
| "EURIBOR"                      | Euro Interbank Offered Rate   |
| "FIRB"                         | Foundation Internal Ratings-Based   |
| "Fitch"                        | Fitch Ratings   |
| "GDP"                          | Gross Domestic Product  |
| "HIBOR"                        | Hong Kong Interbank Offered Rate  |
| "HKAS(s)"                      | Hong Kong Accounting Standard(s)  |
| "HKFRS(s)"                     | Hong Kong Financial Reporting Standard(s)   |
| "НК БААР"                      | Generally Accepted Accounting Principles in Hong Kong   |
| "НКІСРА"                       | Hong Kong Institute of Certified Public Accountants   |
| "HKMA"                         | Hong Kong Monetary Authority  |
| "Hong Kong" or "Hong Kong SAR" | Hong Kong Special Administrative Region   |
| "ICAAP"                        | Internal Capital Adequacy Assessment Process  |
| "IFRS"                         | International Financial Reporting Standards   |
| "IRB"                          | Internal Ratings-Based  |
| "IT"                           | Information Technology  |
| "LSC"                          | Legal Services Centre   |
| "Listing Rules"                | the Rules Governing the Listing of Securities on The Stock Exchange of Hong<br>Kong Limited   |
| "MBS"                          | Mortgage-backed securities  |
| "MC"                           | the Management Committee  |
| "MPF"                          | Mandatory Provident Fund  |
| "MPF Schemes Ordinance"        | the Mandatory Provident Fund Schemes Ordinance, Chapter 485 of the Laws of Hong Kong, as amended  |

| Terms                          | Meanings  |
|--------------------------------|---|
| "MSCI Index"                   | Morgan Stanley Capital International Index  |
| "Mainland" or "Mainland China" | the mainland of the PRC   |
| "Medium Term Note Programme"   | the medium term note programme was established by BOCHK on 2 September 2011   |
| "Moody's"                      | Moody's Investors Service   |
| "NCB (China)"                  | Nanyang Commercial Bank (China), Limited, a company incorporated under the laws of the PRC and a wholly-owned subsidiary of Nanyang |
| "Nanyang"                      | Nanyang Commercial Bank, Limited, a company incorporated under the laws of<br>Hong Kong and a wholly-owned subsidiary of BOCHK      |
| "OR&CD"                        | the Operational Risk & Compliance Department  |
| "ORSO schemes"                 | the Occupational Retirement Schemes under Occupational Retirement Schemes<br>Ordinance, Chapter 426 of the Laws of Hong Kong        |
| "PBOC"                         | People's Bank of China  |
| "PRC"                          | the People's Republic of China  |
| "QDIIs"                        | Qualified Domestic Institutional Investors  |
| "RC"                           | the Risk Committee  |
| "RMB" or "Renminbi"            | Renminbi, the lawful currency of the PRC  |
| "RMB RTGS"                     | RMB Real Time Gross Settlement  |
| "RMD"                          | the Risk Management Department  |
| "RQFII(s)"                     | Renminbi Qualified Foreign Institutional Investor(s)  |
| "SFO"                          | the Securities and Futures Ordinance, Chapter 571 of the Laws of Hong Kong  |
| "SME(s)"                       | Small and medium-sized enterprise(s)  |
| "STC"                          | Standardised (Credit Risk)  |
| "STM"                          | Standardised (Market Risk)  |
| "STO"                          | Standardised (Operational Risk)   |
| "Share Option Scheme"          | the Share Option Scheme conditionally approved and adopted by the shareholders of the Company on 10 July 2002                       |
| "Sharesave Plan"               | the Sharesave Plan conditionally approved and adopted by the shareholders of the Company on 10 July 2002                            |
| "Standard & Poor's"            | Standard & Poor's Ratings Services  |

| Terms   | Meanings   |
|---|--|
| "Stock Exchange" or<br>"Hong Kong Stock Exchange" or<br>"Stock Exchange of Hong Kong" | The Stock Exchange of Hong Kong Limited  |
| "the Company"   | BOC Hong Kong (Holdings) Limited, a company incorporated under the laws of Hong Kong |
| "the Group"   | the Company and its subsidiaries collectively referred as the Group                  |
| "US"  | the United States of America   |
| "VAR"   | Value at Risk  |



52/F Bank of China Tower, 1 Garden Road, Hong Kong Website: www.bochk.com