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招商銀行股份有限公司

CHINA MERCHANTS BANK CO., LTD.

(A joint stock company incorporated in the People's Republic of China with limited liability)

(H Share Stock Code: 03968)

(Preference Share Stock Code: 04614)

PRELIMINARY FINANCIAL DATA FOR THE ANNUAL RESULTS OF 2017

This announcement is made by China Merchants Bank Co., Ltd. (the “Company”) pursuant to the requirements of Rule 13.09(2) of the Rules Governing the Listing of Securities on The Stock Exchange of Hong Kong Limited (the “Listing Rules”) and the Inside Information Provisions under Part XIVA of the Securities and Futures Ordinance (Cap.571, the Laws of Hong Kong) to provide shareholders of the Company and the public with the financial information of the Company. This announcement is disseminated on the Shanghai Stock Exchange, and is also published in accordance with Rule 13.10B of the Listing Rules.

The 2017 major financial data set out in this announcement are prepared with the preliminary data of the Group by the Company and have not been audited by an auditing firm. Therefore, the specific financial data shall be subject to the final information disclosed in the annual report of the Company for 2017. Investors are hereby reminded to exercise caution when dealing in the shares of the Company.

The Board of Directors of the Company and all directors hereby warrant that the contents of this announcement do not contain any false representation, misleading statement nor is there any material omission, and accept full responsibility, individually and jointly, for the truthfulness, accuracy and completeness of the information contained in this announcement.

1. MAJOR FINANCIAL DATA AND INDICATORS FOR 2017

(in millions of RMB unless otherwise specified)

Major financial data	2017	2016 (restated)¹	Increase/ decrease over last year (%)
Operating income	221,024	209,710	5.40
Of which: Net non-interest income	76,158	75,115	1.39
Operating profit	90,530	78,403	15.47
Total profit	90,668	78,963	14.82
Net profit attributable to shareholders of the parent company	70,150	62,081	13.00
Net profit attributable to shareholders of the parent company net of non-recurring gain or loss	69,819	61,433	13.65
Basic earnings per share attributable to ordinary shareholders of the parent company (RMB) ²	2.78	2.46	13.01
Weighted average return on net assets attributable to ordinary shareholders of the parent company (%) ²	16.54	16.27	Increase by 0.27 percentage point
Major financial data	As at 31 December 2017	As at 31 December 2016	Increase/ decrease over last year (%)
Total assets	6,292,005	5,942,311	5.88
Of which: Total loans and advances to customers	3,565,044	3,261,681	9.30
Total liabilities	5,808,908	5,538,949	4.87
Of which: Total deposits from customers	4,062,042	3,802,049	6.84
Total equity attributable to shareholders of the parent company	479,917	402,350	19.28
Total share capital of ordinary shares	25,220	25,220	–
Net assets per share attributable to ordinary shareholders of the parent company (RMB) ³	17.68	15.95	10.85
Non-performing loan ratio (%)	1.61	1.87	Decrease by 0.26 percentage point

Notes: 1. In accordance with the “Notice on the Revision of the Format for Issuing General Enterprise Financial Statements” (Cai Kuai [2017] No.30) issued by the Ministry of Finance on 25 December 2017, the Company and its subsidiaries (the “Group”) included the relevant gains or losses on the disposal of assets, which were originally included in “Non-Operating Income” and “Non-Operating Expenses”, in “Gains on Disposal of Assets” under “Other Operating Income”. Meanwhile, rental income from investment properties was adjusted from “Non-Operating Income” to “Other Operating Income” in the current period. The data for 2016 have been restated in accordance with the above adjustments, which has no effect on the total profit and net profit of the Group.

2. Basic earnings per share and weighted average return on net assets are calculated in accordance with the “Compilation Rules for Information Disclosure by Companies which Offer Securities to the Public No. 9 – Calculation and Disclosure of the Return on Net Assets and Earnings per Share”. The Company did not distribute dividends for preference shares in 2017. Therefore, in calculating the basic earnings per share and the weighted average return on net assets for 2017, no dividends for preference shares will be deducted from the “Net Profit Attributable to Shareholders of the Parent Company” whereas preference shares were deducted from the “Weighted Average Net Assets”.
3. Net assets per share attributable to ordinary shareholders of the parent company is calculated by dividing the “Total Equity Attributable to Shareholders of the Parent Company” (after deducting for preference shares) by the total share capital of ordinary shares as at the end of the period.

2. DETAILS OF THE OPERATING RESULTS AND FINANCIAL POSITION

In 2017, the Group achieved steady improvement in every business segment and the overall operation was satisfactory. The capability of risks and losses prevention has continued to enhance. In 2017, the Group achieved operating income of RMB221.024 billion, representing an increase by 5.40% of RMB11.314 billion over the same period of last year (on the same statistical calibre basis); total profit amounted to RMB90.668 billion, representing an increase by 14.82% of RMB11.705 billion over the same period of last year; net profit attributable to shareholders of the parent company amounted to RMB70.150 billion, representing an increase by 13.00% of RMB8.069 billion over the same period of last year. As at the end of 2017, the total assets of the Group amounted to RMB6,292.005 billion, representing an increase by 5.88% of RMB349.694 billion as compared to the end of the previous year; total liabilities amounted to RMB5,808.908 billion, representing an increase by 4.87% of RMB269.959 billion as compared to the end of the previous year. Non-performing loan ratio was 1.61%, representing a decrease of 0.26 percentage point as compared to the end of the previous year.

3. RISK WARNING

The major financial data for 2017 as set out in this announcement are preliminary financial data which may differ from those to be disclosed in the annual report of the Company for 2017. However, the above differences are not expected to exceed 10%. Investors are hereby reminded to exercise caution when dealing in the shares of the Company.

4. DOCUMENTS FOR INSPECTION

The balance sheets and income statements with comparative figures signed and sealed by the legal representative, President, Chief Financial Officer and the person in charge of Finance and Accounting Department of the Company

**The Board of Directors of
China Merchants Bank Co., Ltd.**

23 January 2018

As at the date of this announcement, the executive directors of the Company are Tian Huiyu and Li Hao; the non-executive directors of the Company are Li Jianhong, Sun Yueying, Fu Gangfeng, Hong Xiaoyuan, Su Min, Zhang Jian and Wang Daxiong; and the independent non-executive directors of the Company are Leung Kam Chung, Antony, Wong Kwai Lam, Pan Chengwei, Pan Yingli, Zhao Jun and Wong See Hong.