

# Deepen New Finance Initiative to Promote High-quality Development

2023 Interim Results Announcement

China Construction Bank  
August 2023 | Hong Kong, Beijing



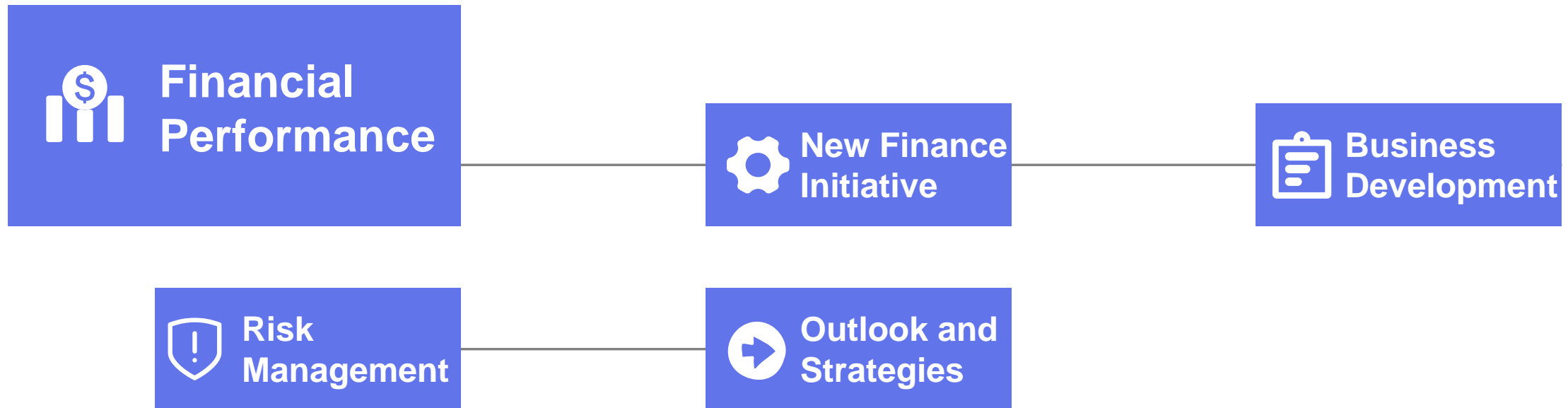


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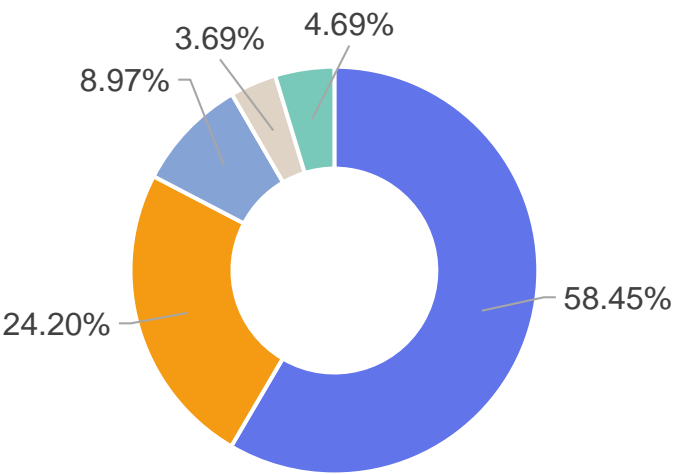
# Sound and Balanced Core Indicators

(RMB Billion)	30/6/2023	31/12/2022	Change	
Total assets	38,254.7	34,600.7	10.56%	↑
Net loans and advances to customers	22,360.5	20,493.0	9.11%	↑
Total liabilities	35,298.5	31,724.5	11.27%	↑
Deposits from customers	27,628.5	25,020.8	10.42%	↑
NPL ratio	1.37%	1.38%	-0.01ppt	↓
	1-6/2023	1-6/2022	Change	
Net interest income	312.2	317.7	-1.73%	↓
Net fee and commission income	70.6	70.2	0.50%	↑
Operating expenses	96.0	94.0	2.07%	↑
Net profit	167.3	162.2	3.12%	↑
Annualised return on average assets (ROA)	0.92%	1.01%	-0.09ppt	↓
Annualised return on average equity (ROE)	11.95%	12.62%	-0.67ppt	↓
Net interest margin	1.79%	2.09%	-0.30ppt	↓

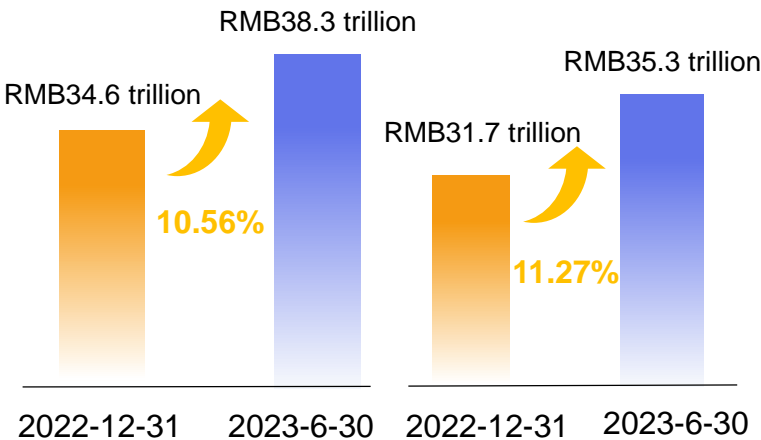


# Stable Growth of Assets and Liabilities

Assets Structure (2023-6-30)



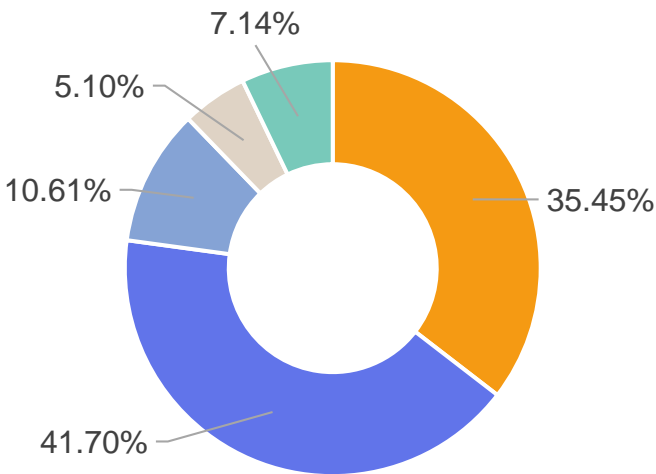
- Net loans and advances to customers
- Financial investments
- Cash and deposits with central banks
- Financial assets held under asset agreements
- Other assets



Total assets

Total liabilities

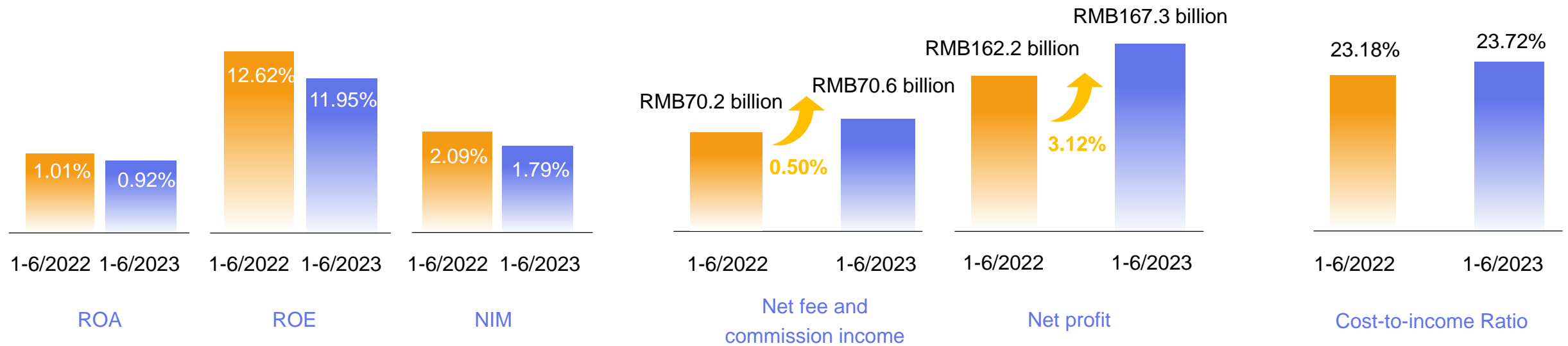
Liabilities Structure (2023-6-30)



- Corporate deposits
- Personal deposits
- Deposits and placements from banks and non-bank financial institutions
- Debt securities issued
- Other liabilities



# Balanced and Stable Core Performance Indicators

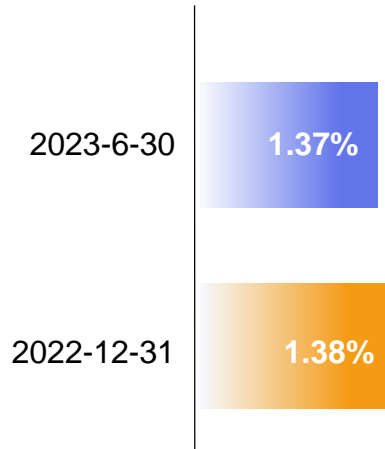




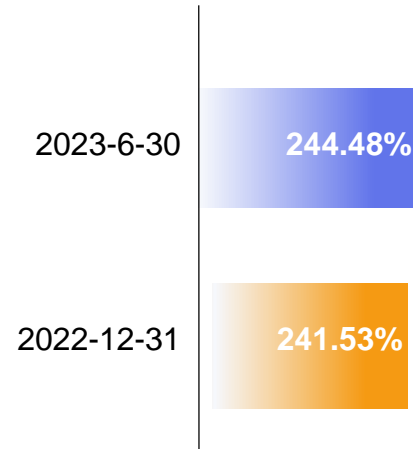


# Stable Asset Quality and Adequate Risk Mitigation

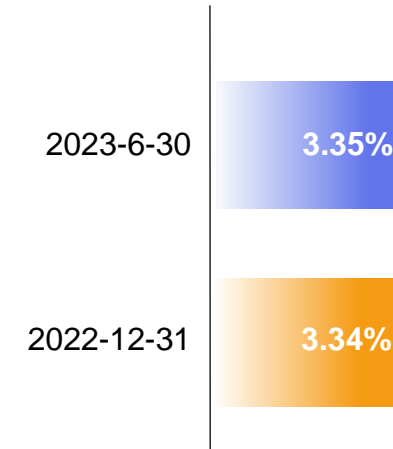
**NPL ratio remained stable**



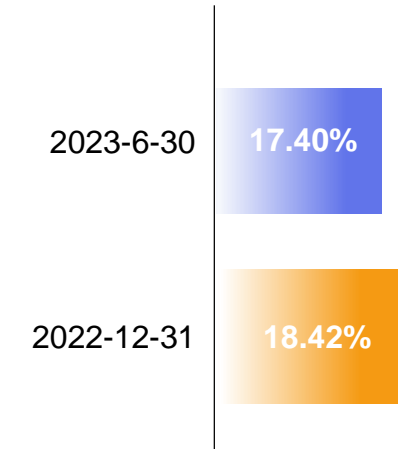
**Provision coverage increased steadily**



**Provision to loan ratio remained at high level**



**Capital adequacy ratio continued to meet regulatory requirements**



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# Served the Real Economy with Precision



Total loan balance increased by **RMB1.94 trillion**

## Actively pushed forward the key regional strategies and the coordinated regional development strategies

- The proportion of new corporate loans in Beijing-Tianjin-Hebei region, Yangtze River Delta region and the Greater Bay Area reached more than **50%**
- Loans in the Central, Western and Northeast regions increased by **RMB708.1 billion**

## Continued to increase loan issuance to the manufacturing industry

- Loans to the manufacturing industry amounted to **RMB2.73 trillion**, an increase of **21.40%**
- The balance of medium and long-term loans to the manufacturing industry was **RMB1.36 trillion**, an increase of **36.23%**

## Effectively supported infrastructure construction

- The balance of loans to the infrastructure industry was **RMB6.51 trillion**, an increase of **14.13%**
- The balance of loans to customers serving new infrastructure increased **53.6%**
- Supported financing of infrastructure fund, amounting to **RMB58 billion**



Bond investment increased by **RMB717.5 billion**

Proportion of government bond subscription was in the forefront of the market

## Enhanced quality of service to science and technology innovation enterprises

- The balance of loans to the technology industry was **RMB1.50 trillion**, an increase of **21.57%**
- The balance of loans to strategic emerging industries was **RMB1.99 trillion**, an increase of **35.26%**

## Steady development of supply chain finance business

- The balance of supply chain "CCB e-Credit" was **RMB585 billion**, an increase of **19.71%**
- Provided supply chain financing support of **RMB552 billion** to **98,500** customers in **4,689** core enterprises industry chains

## Supported development of private enterprises

- Balance of loans to private enterprises was **RMB5.22 trillion**, an increase of **17.33%**





# Broader Expansion in Inclusive Finance

## Continuous innovation and upgrade of products and services

Focus on key customers in inclusive finance

- SMEs
- Individual businesses
- Agricultural clients
- Upstream and downstream customers of supply chain
- Science and technology innovation enterprises
- Import and export trade enterprises

## Tailor-made credit products

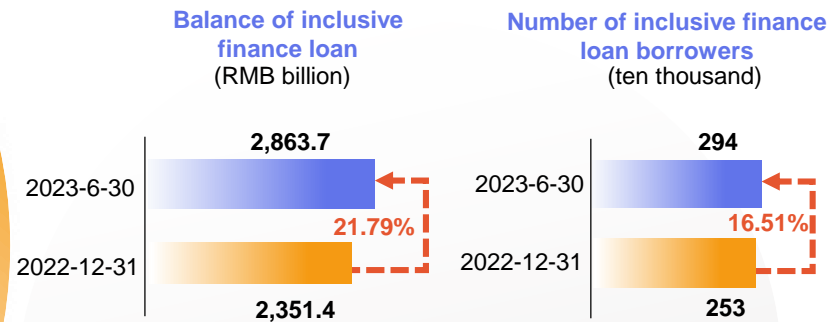
- Quick Loan for SMEs
- Quick Loan for Personal Business
- Yunong Quick Loan
- Shandai for SMEs
- Quick Loan for Transactions
- Cross-border Quick Loan

.....

## Enhanced financing support for technology companies

- Promoted products such as "Shanxin Loan" and "Shanke Loan"
- "CCB Start-up Station" provided comprehensive support for science and technology innovation enterprises in credit financing, industry connection, counseling and training; with credit support of **RMB52.5 billion** for **33,000** enterprises

## Largest financial institution in aggregated supply of inclusive finance



## Upgraded "CCB Huidongni" platform

- Expanded investment and wealth management, deployed functions such as paying wages/taxes on behalf of others
- Introduced scenarios such as enterprise start-up, financial and tax management, logistics services, and legal services

## Expanded integrated services

- Launched innovative package services, offering various entitlements, information and other value-added services
- Expanded service channels, and advanced the construction of daily living service and consumer finance scenarios
- Built in-depth management platforms for merchants, and provided services such as customer acquisition, transaction and settlement, and wealth management

## Took advantage of network channels

- 14,000** outlets were able to provide inclusive financial services
- Allocated **19,000** inclusive finance specialists
- Established an accumulated total of **246** inclusive finance service centres
- 2,509** outlets for inclusive finance in operation



APP visits

Over **250 million**



Amount of signed contracts

Over **RMB2 trillion**



Downloads

Over **31 million times**



Number of certified corporate customers

**10.53 million**



# Deepened Implementation of House Rental Service

## Two-pronged house rental development model

Financial services as the core, with dual support from market and government affairs services



### Government affairs side

Supported government departments to enhance information management capabilities

Created a government affairs service system for house rental

**Public rental housing APP**  
Government-subsidised rental housing APP

158 cities      234 cities



### Transaction side

Enriched the supply of house rental products and services

Established CCB house rental services subsidiary

**Rental platform**  
Number of long-term rental communities

47.19 million individual users      272



### Finance side

Provided diversified financial products

Formed a full-cycle financial service system covering investment, fundraising, management and exit

#### House Rental Fund

Invested projects      Acquired assets of  
20      nearly RMB10 billion

Expected to provide 14,500 long-term rental apartments

Established eight sub-funds totalling RMB29.5 billion

#### Corporate house rental loans

Loan balance of RMB306.5 billion

Over 1,600 credit customers

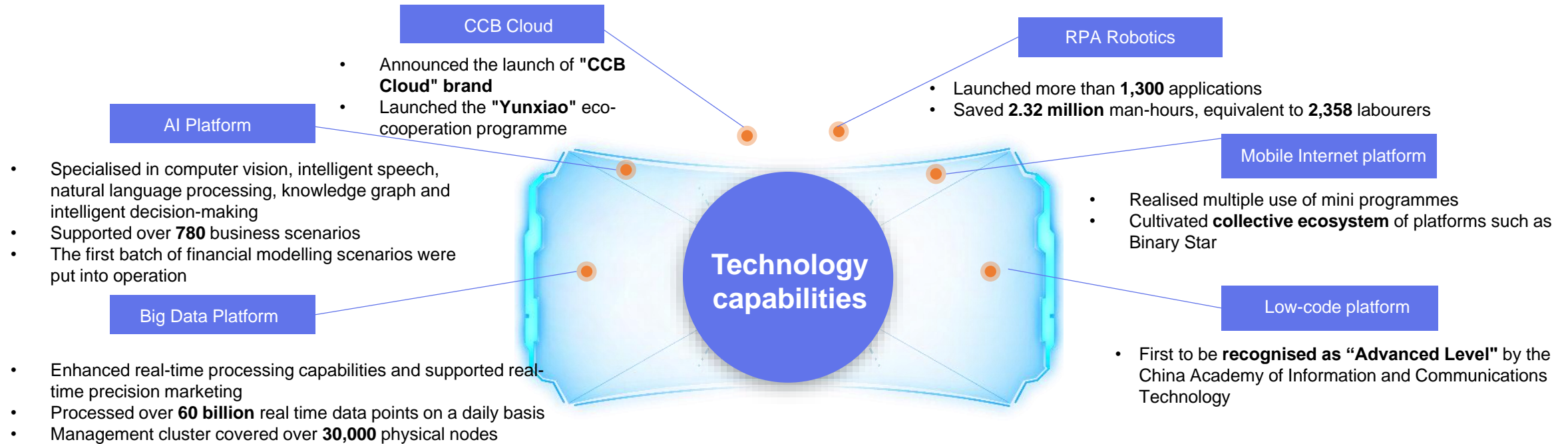


# Internal and External Empowerment of Fintech Capabilities

Strengthened R&D foundation management and improved the ability to respond to business needs in an agile manner

Accepted 7,970 business requirements Put 30,197 required items into operation Average implementation cycle of 54 days

Supported a number of key projects for operation, including **digital account manager, SOEs treasury management, retail credit, enterprise-level risk management, outlet empowerment and burden reduction, and smart funding**



## Honours

### Patents

Granted a total of 1,777 patents, including 1,026 invention patents

### CCB Cloud

The Asian Banker-Financial Technology Innovation Awards 2023  
**"Best Cloud Computing Program"** in Asia

### AI

Winner of the **Seal and Text Detection** award of the global AI document & image analysis and recognition competition

The Asian Banker-Financial Technology Innovation Awards 2023

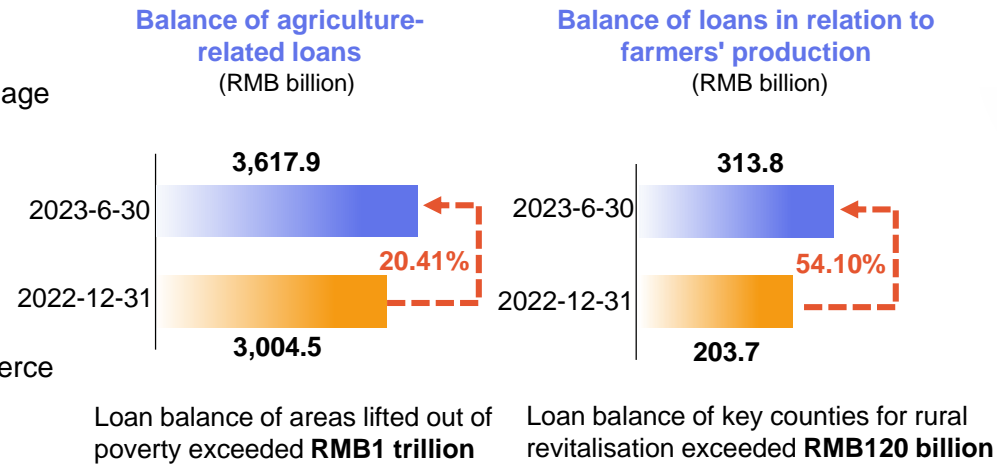
**"Best AI Technology"** in Asia

### Green data centre

Beijing Daoxianghu Centre and Wuhan Nanhu were selected as **National Green Data Centre**



# Acceleration of Rural Revitalisation Strategy



## Yunong industries

- Established a full-chain service pattern covering all scenarios and customer groups
- Enriched ecological scenarios of full industrial chains such as food safety, fruit planting, smart vegetable, dairy industry revitalisation, livestock breeding and flower industry

## Industrial chain scenarios



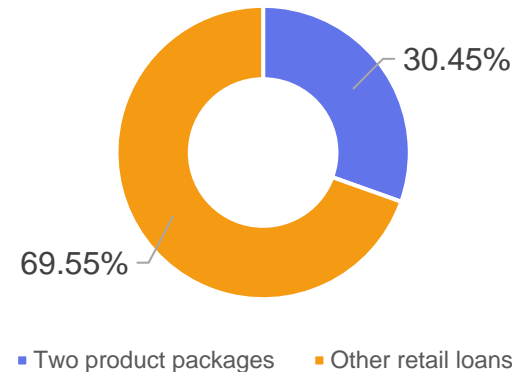
## Yunong Market

- Balance of related loans was **RMB16.58 billion**, an increase of nearly **50%**
- New individual accounts accumulated reached **72,700**, corporate accounts **7,900**, merchants **33,500**
- Integrated service platform launched on **31** agricultural wholesales markets

## "Yunongtong" data (as at 2023-6-30)

Service points	370,000
Registered APP users	10.24 million
Accumulated number of served farmers	Over 58 million
WeChat Official Account followers	6.27 million
Yunong School	3,167
Rural Revitalisation•Yunongtong Cards issued	27.33 million
Yunongtong cards cdeposits	Over RMB160 billion
Number of third-party quick card added	19.17 million

## Contribution of two product packages "Yunong Quick Loan" and "Yunong Loan " in total retail loan growth





# Coordinated and Stable Promotion of "Binary Star" Platform—"CCB Lifestyle"

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## Customer (C) Community

- "CCB Lifestyle" platform aggregates the entitlements and resources of the bank to provide affordable and convenient "lifestyle + finance" services
- Launched a series of customer-friendly activities such as "717 Good Life Event" "Thursday Brand Day" "Discounts with Bonus Points" and "Payment with Bonus Points"



## Business (B) Community

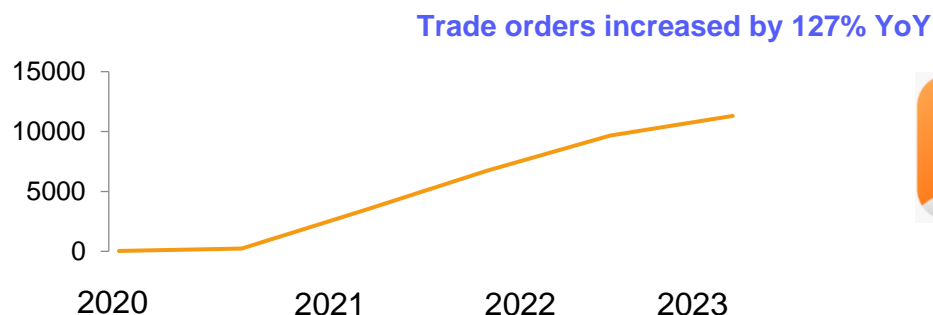
- "CCB Lifestyle" provided commission-free online business services for 360,000 merchant stores
- Continued to launch core product functions such as "CCB stores" and consumption voucher, number of merchant stores independently issued coupons in the first half of the year was 65,000



## Government (G) Community

- "CCB Lifestyle" processed government consumption voucher, provided national digital economy infrastructure for local governments to drive consumption
- "CCB Lifestyle" became the main platform for local governments to drive local consumption, processed RMB1.16 billion of government consumption voucher funds from more than 168 cities, boosting consumption by nearly RMB4 billion

### User scale grew rapidly (unit: 10,000)



### Lifestyle scenarios have increasingly improved and become more abundant

#### Financial services integrated into scenarios



#### Increasingly abundant scenarios for lifestyle



### Results of platform financial value creation began to show



- New customers acquired outside of CCB accumulated to 3.71 million, an increase of 680,000 from the beginning of the year
- Spot deposit reached RMB12.2 billion as at the end of June



- Activated 9.93 million zero-asset customers, an increase of 3.22 million from the beginning of the year
- Spot deposit reached RMB102.4 billion as at the end of June



- 215,000 accumulated merchants with payments
- Spot deposit was RMB26.3 billion as at the end of June



- 5.61 million new CCB Lifestyle cards
- Issued 984,000 new cards in 1H2023



- 17.53 million Type I and II e-CNY wallets were opened
- Increased by 5.79 million in 1H2023



# Coordinated and Stable Promotion of "Binary Star" Platform---Mobile banking

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Adhered to putting user experience first

Continued to improve the ability to "serve the people"



**450 million**

Mobile banking users

**131 million**

Customers with financial transactions during the year

**15**

scenarios of 10-million-level MAU

Daily average of **over 20 million** people interacted with CCB via mobile banking



## Wealth Companionship

Constantly upgraded functions including funds, wealth management products, personal loans, foreign exchange, comprehensively improved financial service experience and value transformation



## Content Companionship

Cooperated with Xinhua News Agency to improve information segment on mobile banking, provided users with professional and comprehensive financial information and services



## Entitlements Companionship

Launched Carbon Ledger, urban wallet and abundant membership activities, provided users with interesting interactions and benefits





# Green Finance Enlightened Ecosystem

- MSCI ESG rating remained at the A level for three consecutive years

- Won "Global Green Finance Award - Annual Award" from IFF



## Green credit

- Balance of green loans stood at **RMB3.48 trillion**, an increase of **26.39%**
- Green credit concentrated on the green upgrading of infrastructure and clean energy, with a respective loan balance of **49.33%** and **23.36%**
- Issued a total of **RMB123.8 billion** for special carbon emission reduction loans, and **RMB20.4 billion** of specialised re-lending for clean and efficient utilisation of coal
- Continuously optimised the green credit whitelist mechanism and issued a total of **RMB512.3 billion** in green loans to whitelisted clients during the year



## Green bonds

- Issued **RMB10 billion** domestic green financial bonds
- Issued dual-themed "Biodiversity" and "Belt and Road" green bonds overseas, raising a total of **USD780 million**
- Participated in underwriting 29 domestic and overseas green bonds, totalling **RMB107.1 billion**
- Balance of foreign currency green bond portfolio increased by over **32%** compared with the beginning of the year
- Balance of local currency green bond portfolio increased by **48%** compared with the beginning of the year
- Actively offered green bonds consulting service to clients



## Other green finance business

- Built multiple investment frameworks through CCB Principal Asset Management including ESG stock rating model, the total scale of ESG-themed products reached **RMB5.592 billion**
- Green leasing investment reached **RMB8.967 billion** through CCB Financial Leasing, an increase of **36.5%** YoY
- CCB Life provided exclusive insurance service for employees working for green industries
- CCB P&C Insurance underwrote **RMB5.4 billion** for the wind power industry and **RMB2.7 billion** for the green building and infrastructure insurance business
- CCB Futures relies on the brokerage business to strengthen the green product industry chain services. The margin by green futures transaction was **RMB1.766 billion**.
- CCB Consulting cooperated with its parent bank to create a "green finance + consulting" service model, developing green building pre-assessment consulting services
- Green investment of CCB Investment reached **RMB21.5 billion**, involving photovoltaic, wind power, hydropower, lithium power, environmental protection
- CCB Pension Management increased its financing support to the green financial sector, realising an increase in both the balance and percentage of green assets under investment management



# Smart Government Affairs Served Digital Government

Promoted the new financial digital ecosystem featuring government, business and customer integration driven by technology, data, scenarios, and services

Empowered government decision-making with scientific method, precise social governance, and efficient public services

## Technology Empowered the Development of a Digital Government

- Established partnerships with **29** provincial governments
- Built "Internet + government affairs services" and "Internet + supervision" platforms, and application scenarios for **14** provinces and **13** cities
- Number of registered smart government affairs platform users reached **259 million**
- Cumulative number of business transactions reached **4.4 billion**

## Made Government Affairs Services Accessible for the Public

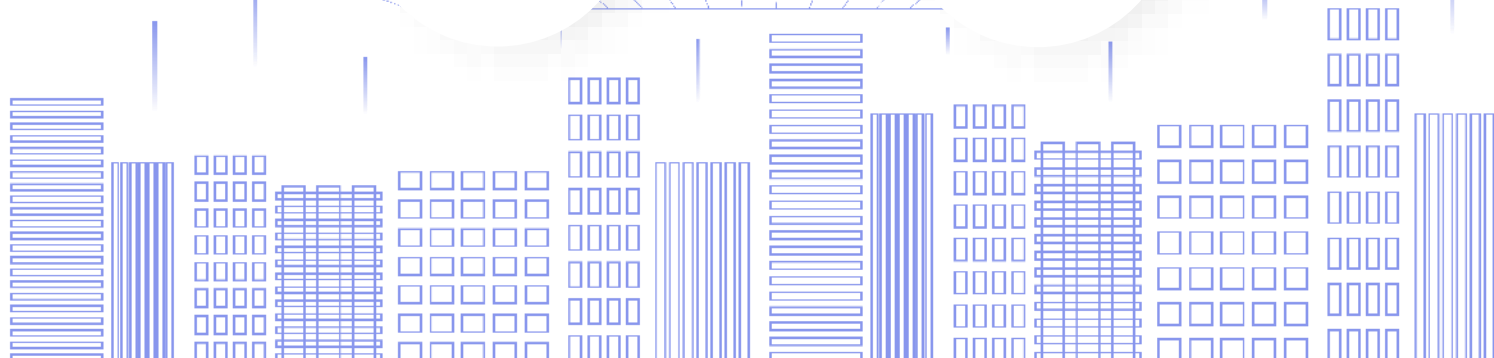
- Installed smart ATMs throughout more than **14,000** CCB outlets to provide intelligent government affairs services
- Offered over **9,400** government services including handling, booking and enquiries of social security, education, and transportation services
- Completed 90 million service orders, benefiting over **35 million** users
- Achieved full coverage of interprovincial government affairs service in 31 provinces, autonomous regions and direct-controlled municipalities
- Strongly supported multiple local governments in creating a "15-minute Government Service Circle"

## Government Affairs Service Promoted Digitalisation of fundamental governance

- Supervision of capital, asset and resources of rural areas and property rights transaction platform served **1,038** clients from the counties (districts) agriculture and rural affairs bureaus
- The smart village affairs platform has served over **110,000** village committee clients nationwide, with registered villagers exceeding **13.69 million**, contributing to common prosperity in rural areas

## Promoted the Integrated Development of "Government + Finance"

- The "government affairs services payment system" covered social security pension, provident housing fund, property and housing maintenance fund, and other transaction scenarios. It has enabled over **17,000** online payments, with cumulative payment amounts surpassing **RMB 250 billion**
- Created the first loan products for "collective capital, assets and resources" in the industry, serving over **4,300** rural collective economic organisations. The loan balance exceeds **tens of billions yuan**.





# Shared Resources to Promote Society Progress



**Worker's  
Harbour**

**Upgraded Traditional  
Service Outlets**



Made **13,898** "Worker's Harbour" outlets available to the public

Deepened the "Worker's Harbour +" model to further expand functions such as elderly care, comprehensive governance, and barrier-free services in collaboration with **2,530** third-party organisations

Conducted over **220,000** public welfare activities such as "Small Classes in the Harbour", free medical consultation services and "Learn from Lei Feng Volunteer Service Month"

**77** "Worker's Harbours" outlets were awarded the "Best Outdoor Trade Union Worker Service Station 2022" by the All-China Federation of Trade Unions



**CCBU**

**Deepened Integration of  
Industry, Education and R&D**



**Serving strategies:** fully leveraged education and training to support business units, focusing on strengthening, integration and empowerment of important strategies and key businesses

**Empowering employees:** enhanced corporate knowledge management, improved employee career training, and provided high-quality learning products

**Benefitting the society:** implemented the "Jinzhì Huimin" project with **71,000** training sessions attended by **6.07 million** people, established **3,167** "Yunong School" in rural areas; and organised rural practice and educational exchanges for **45,000** college students

Hosted **612** offline training sessions, attracting **61,000** participants

CCB's Learning Platform accumulated **1.213 billion** visits and **210 million** online participants



**CCB Start-up  
Station**

**Created a One-stop Integrated  
Service Platform**



Collaborated with government departments, venture capital firms, core enterprises, research institutions, and business incubators

Provided comprehensive support for relevant SMEs, including funding, market access, and intelligence

Offered "finance + incubation + industry + education" services

Services have been expanded to **26** provinces, autonomous regions and municipalities

Provided credit support of **RMB52.5 billion** to **33,000** companies in the CCB Start-up Station

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Financial  
Performance



New Finance  
Initiative



Business  
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Risk  
Management



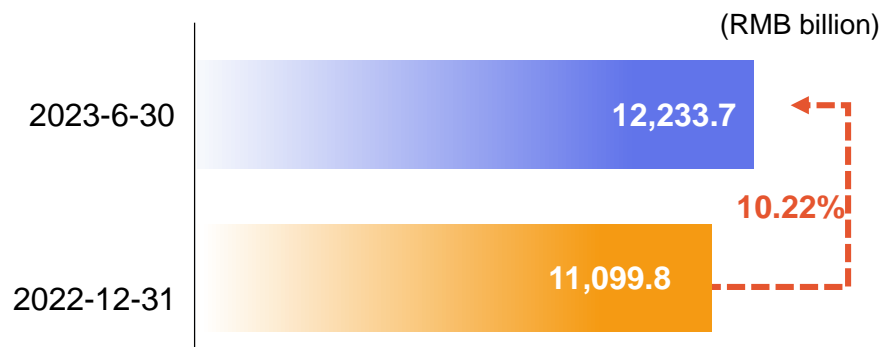
Outlook and  
Strategies



# Comprehensive Improvement in Corporate Finance Business Indicators

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## Steady growth in corporate deposits

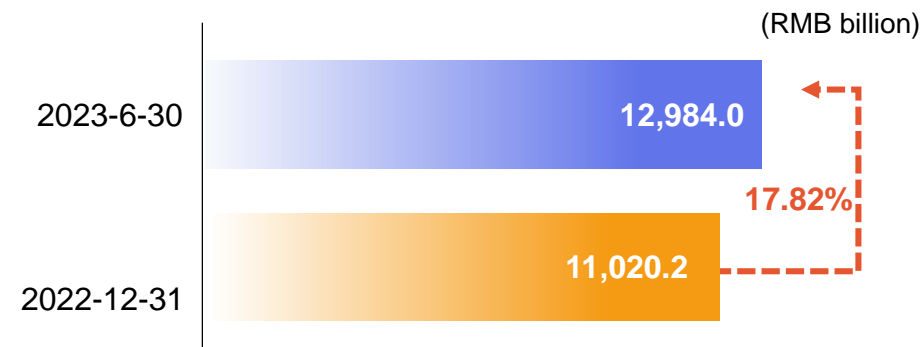


Number of corporate and institutional customers reached **10.16 million**



Number of RMB Settlement Accounts Reached **14.18 million**

## Increased support for the real economy with rapid growth in corporate loans



### Institutional business



### Investment banking business



### International business



### Settlement and cash management business

- Provided integrated application services for **8,000** central fiscal budget units, with a payment amount of **RMB224.9 billion**
- "Jianronghuixue" platform cooperated with **812** universities, more than **47,000** schools, and educational institutions
- "Jianrongzhiyi" platform provided "Finance + Technology" services, including comprehensive medical services and online diagnosis, to **1,103** hospitals
- Utilised the "Zhihuizhengfa" platform to support intelligent construction in the political and legal sectors, collaborating with **29** provincial-level political and legal units

- Total number of investment banking clients exceeded **230,000**
- Provided direct financing for real enterprises with a new scale of **RMB194.2 billion**, participated in merger and acquisition transactions with total amount of **RMB251.9 billion**
- Number of new registered users of "FITS e+" investor alliance platform reached 31,200, an increase of **170.78%** YoY
- "FITS e Zhi" promoted the digital upgrade of the financial advisory business, empowering **73,300** new clients
- "Intelligent Investment Banking Ecosystem 4.0" covered multiple products and services, serving over **850,000** clients

- Amount of trade financing was **RMB 1.09 trillion**, an increase of **15%** YoY; international settlement amounted to **USD753.5 billion**, an increase of **12%** YoY
- The "Cross-border Quick Loan" series provided over **RMB27 billion** credit funds to small and micro foreign trade enterprises
- "CCB Match Plus" platform held **over 250** digital exhibitions and matchmaking events in **36** countries and regions
- Cross-border RMB settlement reached **RMB1.86 trillion**, an increase of **48.27%** YoY
- Signed a MoU with the Budapest Stock Exchange to facilitate participations in China's capital market by Hungarian and Central European financial institutions

- Number of cash management clients reached **367,000**, an increase of **28,900**
- Strived to become the core and most professional treasury construction service provider for SOEs, and have reached treasury service cooperation intentions with **69** SOEs in 1H2023
- "Yudao-Caizi Cloud" platform enabled centralised management of banks and domestic and foreign financial resources
- Continued to promote standardised scenario marketing for third party collection and payment service, with **436,800** active third party collection and payment customers, an increase of **9.47%**
- Actively connected with the monitoring platforms for the wage payments of migrant workers at various government levels. In 1H2023, payroll agency service for migrant workers reached **RMB 181.754 billion**

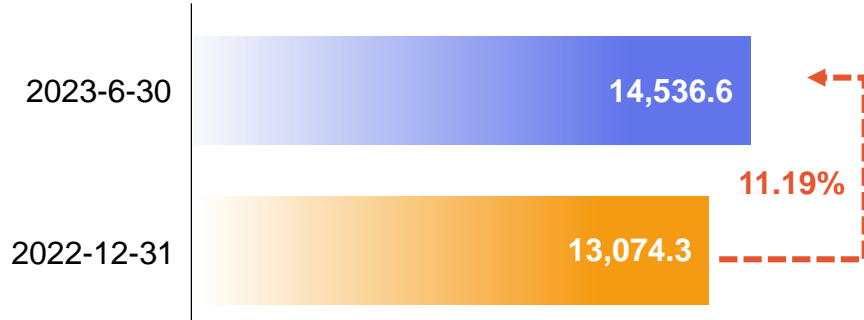




# Solid Performance in Personal Finance Business

Increase in personal deposits  
hit record high

(RMB billion)



Strengthened the "layered, grouped and graded" customer management system



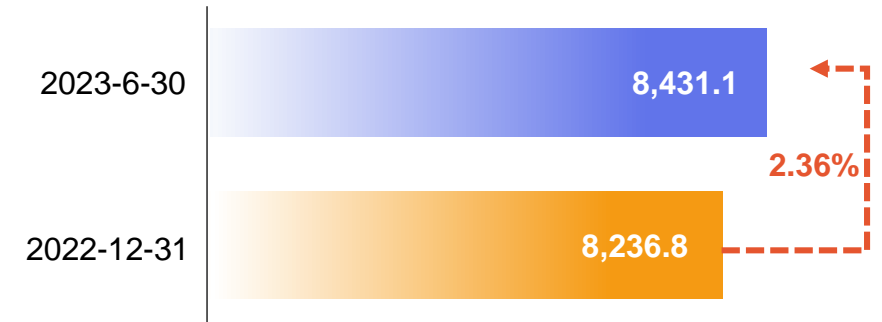
Number of personal customers  
747 million



Financial assets of individual customers under management exceeded **RMB18.14 trillion**

Maintained status of the leading bank  
in retail loan

(RMB billion)



Interest rate on personal deposits amounted to 1.76%, a decrease of 0.10 percentage points from the same period last year



## Personal loan business

- Personal mortgage balance of **RMB 6.41 trillion**, promoting integrated services for "Transfer with Mortgage" of personal housing without repaying the loan in advance
- Credit card loan balance reached **RMB 939.596 billion**, increased efforts in promoting innovative credit card installment products and services
- Personal business loan balance of **RMB608.865 billion**, increased by **46.59%**
- The balance of personal consumption loans was **RMB368.802 billion**, an increase of **24.83%**



## Personal payment service

- Number of acquiring merchants reached **5.42 million**, with a total transaction amount of **RMB2.05 trillion**, an increase of **8.86%** YoY
- Number of personal settlement accounts reached **1.391 billion**
- Number of debit cards issued exceeded **1.284 billion**, consumer transaction volume reached **RMB13.10 trillion**, an increase of **11.93%** YoY
- Credit card consumer transaction volume reached **RMB1.43 trillion**, with cumulative issuance of **137 million** credit cards; Number of credit card customers reached **106 million**, leading the industry



## Wealth management and private banking business

- Number of wealth management clients increased by **15.51%** from the end of the previous year
- Strengthened the construction of the integrated family wealth management service system featuring "People, Family, Enterprise and Society"
- Established a one stop online and offline wealth management platform
- Financial assets of private banking clients reached **RMB2.41 trillion**, increased by **7.51%**, Number of private banking customers was **213,300**, an increase of **10.12%**
- Actual capital of family trust advisory business reached **RMB95.074 billion**, an increase of **6.82%**



## Entrusted housing financial business

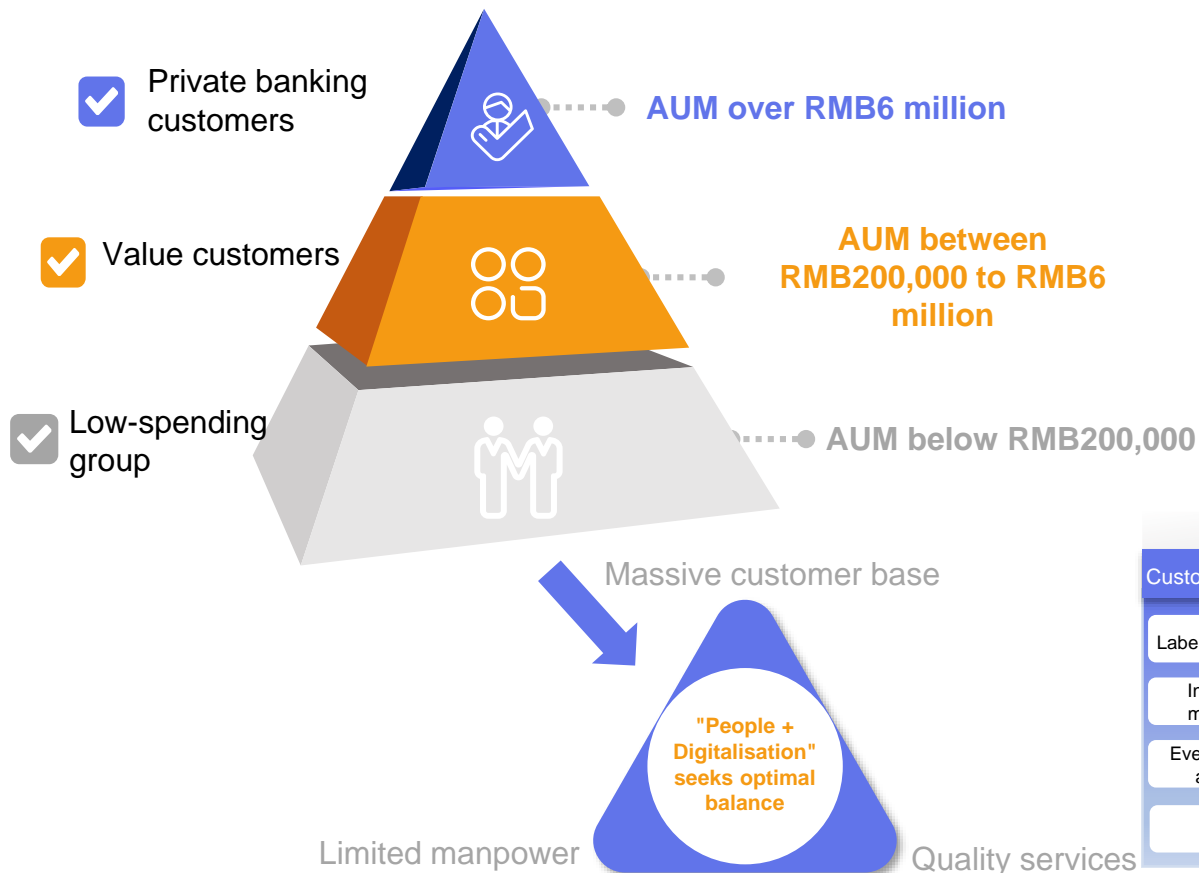
- Provided provident housing fund services for flexible workers in pilot cities
- Introduced e-CNY provident housing fund service channels
- Optimised the business process of commercial mortgage loans combined with provident housing fund support
- Enabled online provident housing fund withdrawal for rent payment through system development
- Balance of housing fund deposit was **RMB 1.33 trillion**, personal mortgage loan balance of provident housing fund was **RMB 2.97 trillion**



# Personal Customer Direct Sales Driven Common Prosperity

Explored the implementation of direct sales to low-spending group, strived to tackle the challenge of ultra-large-scale customer service

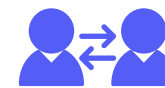
Pushed forward the New Finance Initiative of "serving the majority"



Created intensified business model of "People + Digitalisation"

"People": Customer + Digitalisation

"Place": Staff + Digitalisation



"Product": Service + Digitalisation

Business opportunity database

Label database

Product database

Activity database

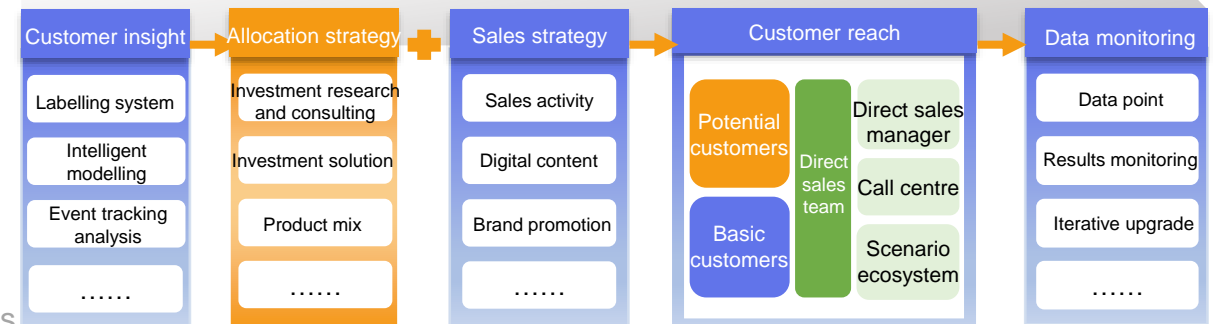
Knowledge database

Word database

Information database

Poster database

"Insight-Matching-Delivery" closed-loop digital operation





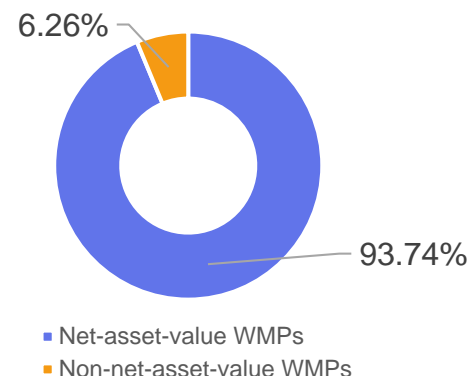
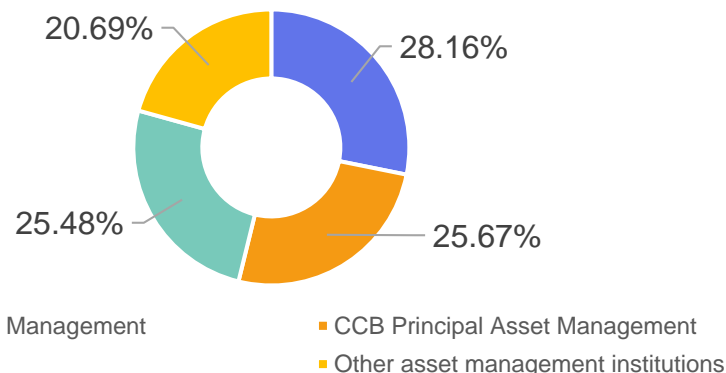


# Steady Growth and Enhanced Quality of Funds and Asset Management Business

2023 Interim Results Announcement

AUM of CCB totalled RMB 5.22 trillion

WMPs of CCB totalled RMB 1.57 trillion



## WMPs of CCB Wealth Management

- Closed-end products accounted for **27.26%**, and open-end products accounted for **72.74%**
- Supported the real economy directly by investing in capital market bonds, stocks, debt financing and equity investment
- Significantly adjusted and optimised asset structure, comprehensively improved asset's credit rating with over **90%** of credit bonds rated AA+ or above
- Increased the allocation to highly liquid assets such as bank deposits, interbank negotiable certificates of deposit and interest rate bonds
- Issued a total of **2,688** wealth management products, covering all maturity structures, subscription and redemption methods

Asset management business

### Currency market business

- RMB currency market transaction volume exceeded **RMB80 trillion**
- Foreign currency borrowing and repo trading volume remained the highest in domestic interbank market

### Bond business

- Supported construction of major infrastructure projects and provision of services to ensure people's wellbeing
- Underwriting volume of treasury bonds, local government bonds and policy financial bonds reached **RMB1 trillion**
- An annualised yield of the Group's RMB bond investment remains at the forefront of the market

### Trading business

- "Quick Loan for SMEs" provided fast and efficient hedging services
- Foreign exchange hedging ratio increased to **23.6%**
- Global trading networks in Beijing, London and New York met customers' 24-hour financial needs

### Precious metals and commodities business

- The first commercial bank in China to implement specialized commodities business
- Global trading networks in Shanghai, London and New York met customers' 24-hour financial needs
- Domestic precious metal assets reached **RMB202.718 billion**

### Pension finance business

- Pillar 1: Social security card accounts increased significantly YoY
- Pillar 2: Enterprise annuity volume increased by over **RMB10 billion**, driven by sales and marketing campaign for "Hassle-free Eldercare" annuity
- Pillar 3: Scale of individual pension accounts led the industry, strengthened evaluation of pension products and optimised pension service for corporate customers
- Accumulative loans of over **RMB10 billion** to the core areas of the elderly care industry

### Financial institutional business

- Recorded over **650,000** visits to the interbank platform, with a total investment of **RMB6.87 trillion**
- Won **14** awards including "Excellent Clearing Member" and "Excellent Settlement Member" from Shanghai Clearing House
- Outperformed peers with third-party security custody services in terms of number of customers and amount of funds
- Domestic interbank liabilities (including deposits of insurance companies) were **RMB2.92 trillion**, and interbank assets were **RMB573.867 billion**

### Asset custody services

- Assets under custody exceeded **RMB20 trillion**, leading the market in terms of scale and growth of assets
- Successful marketing and sales of Guoxin ETF, covering all three major CSI Guoxin Central-SOEs indices
- Signed comprehensive strategic cooperation agreements with four leading fund management companies

Financial market business



# Characteristic Business Development of Subsidiaries

## Corporate Finance Business

### CCB Financial Leasing

Highlighting advantages in asset financing, promoting green leasing, inclusive leasing and digital transformation. Established an aviation and shipping subsidiary in Hong Kong

### CCB P&C Insurance

Total premium income of **RMB425 million**, non-automotive insurance premium income accounted for 96% with adequate solvency

### CCB Consulting

Cooperating with the parent company to strengthen the dual functional servicing capabilities of "Finance + Consulting" to provide customers with integrated consulting service solutions. Profit increased by 65.7% YoY

### CCB Investment

The cumulative amount of framework agreement signed for market-oriented debt-for-equity business was **RMB979.2 billion**, with an amount of **RMB426.4 billion** materialising

### CCB PE

Sub-funds of strategic emerging industry funds and direct investment projects totalled **RMB17.843 billion**

### CCB International

Ranked second in number of IPOs completed as a bookrunner among the investment banking units of Chinese banks

## Personal Finance Business

### Sino-German Bausparkasse

Characteristic competitive advantage with "constant and low interest rate" for housing savings business, promoting product portfolio innovation, peak-cutting and diversion, and financial services for new citizens

### CCB Life

Realised premium scale, premium from new policies and original premium income ranked first among the top five banks

### CCB Housing

Registered users of the "CCB Home" platform exceeded **47 million** and the market-oriented and operable houses reached **2.35 million** units/room

### CCB Consumer Finance

Jointly established by CCB, Beijing State-owned Assets Management and Wangfujing Group, with a registered capital of **RMB7.2 billion**



## Funds and Asset Management Business

### CCB Principal Asset Management

Total assets under management reached **RMB1.34 trillion**, serving over **70 million** types of wealth management needs for customers

### CCB Trust

Ranked first in terms of both cumulative issuance size and legacy size of credit asset securitisation

### CCB Futures

Transaction amount from futures brokerage was **RMB1.87 trillion**, asset management product renewal was **RMB7.9 billion**

### CCB Pension Management

Assets under management reached **RMB510.3 billion**. Ranked third in the market in weighted average rate of return of occupational annuities

### CCB Wealth Management

The Company's main performance indicators including operating income, management fee income, net profit, ROE, total assets, and net assets are leading among the top four banks

### CCB Housing Rental

Established eight sub-funds, covering major cities of the Yangtze River Delta, Pearl River Delta, Beijing-Tianjin-Hebei, and Chengdu-Chongqing metropolitan area, with a total subscription of **RMB 29.5 billion**

## CCB Fintech

With total assets of **RMB 6.197 billion**, it is the first and largest bank-affiliated fintech company among state-owned commercial banks, and has become the Group's "technology engine" and "ecological connection"

# Contents



 Financial  
Performance

 New Finance  
Initiative

 Business  
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 Risk  
Management

 Outlook and  
Strategies



# Improved Modernised Risk Management System

Upheld the concept of "comprehensive areas, whole-process, all-staff participation, full awareness, global vision, and Group-level governance"

Continued to improve comprehensive, proactive, intelligent and modern risk management system

Strengthened and unified credit risk management

Promoted the implementation of financial asset classification measures

Steadily implementing Basel III standard

Systemic Bank management meets regulatory requirements



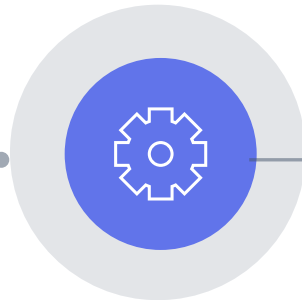
Optimised "three lines of defence" and coordination mechanism

Further consolidated the all-around risk governance framework



Promoted intelligent risk control systems for expansion and upgrade

"Blue Core" platform won the tier-one prize of Fintech Development of the PBoC



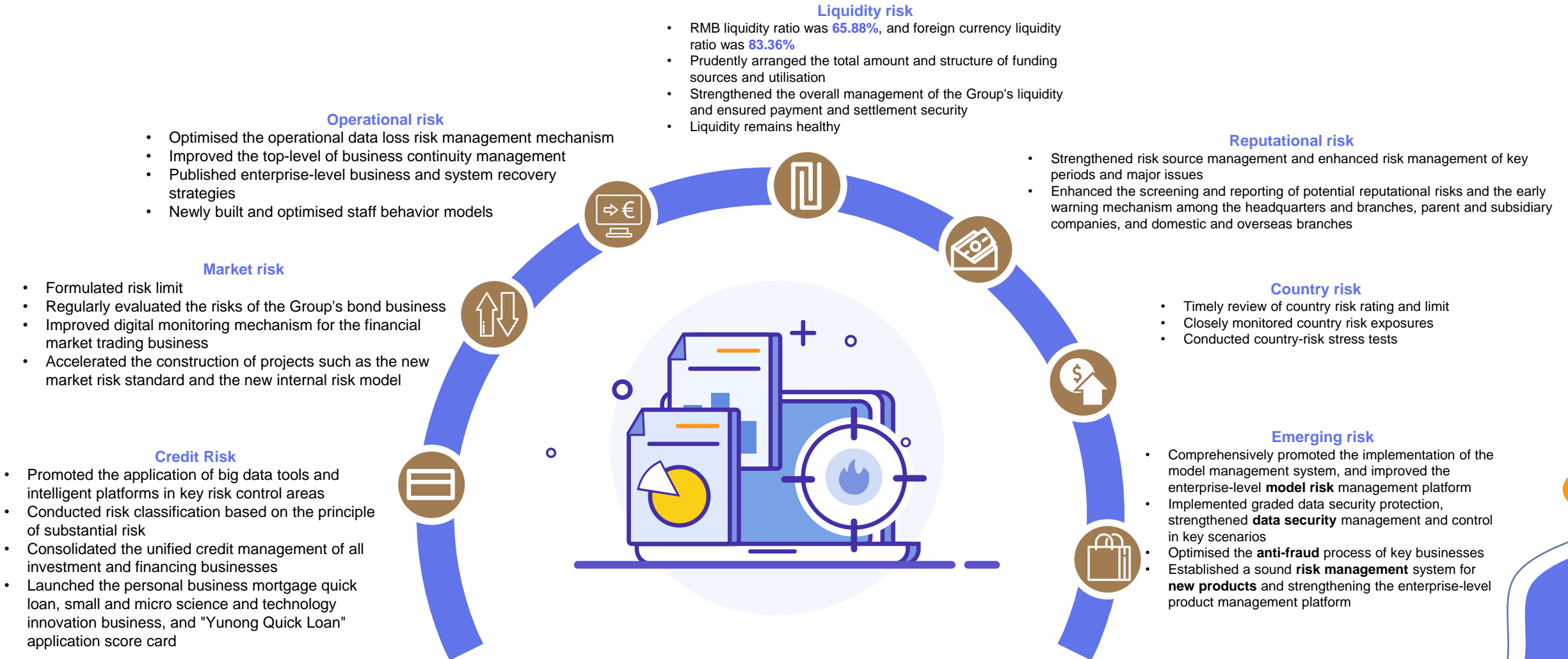
Strengthened the risk management of domestic institutions, overseas institutions and subsidiaries

Enhanced the mechanisms for joint risk control between domestic and overseas organisations, parent company and subsidiaries



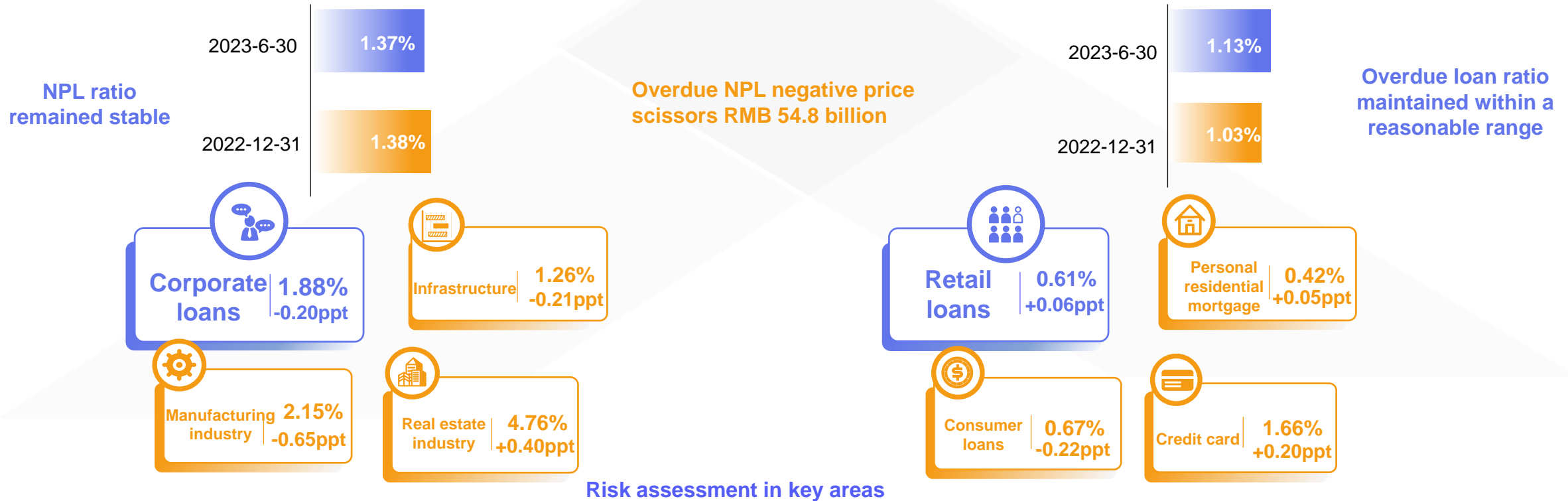


# Enhanced Capability of Financial Risk Defense





# Continued to Strengthen Credit Risk Control



## Real estate

- The real estate market is expected to gradually stabilise as the economy recovers and policies to the real estate market become effective
- The overall risk of the real estate industry is manageable

## Local Government Debt

- Continued to strengthen the policy direction of resolutely curbing new hidden debts of local governments
- Formulated debt resolutions on "enterprise-specific" mechanism to prevent deterioration of asset quality
- Balancing lending with risk prevention and control
- The risk of local government debt is generally manageable

## Small and Medium-sized Financial Institutions

- Clearly followed the credit admission bottom line and differentiated control requirements to conduct business with financial institution clients
- Regularly investigated the potential risks of small and medium-sized financial institutions
- CCB's financial institution clients are qualified with good asset quality





# Integrated ESG Concepts into Operations and Management

## Strengthened top-level design of ESG governance

### 1. Board of Directors

Assume ultimate responsibility for the development and implementation of the Group's ESG strategies. Monitor and evaluate the effectiveness and progress of the implementation

### 2.Special committees of the Board of Directors

Responsible for supervising and guiding the overall progress of ESG, including green finance, inclusive finance, and climate risks and opportunities

### 3. Board of Supervisors

Responsible for the construction and operation of ESG governance system, and includes ESG management work matters in the scope of supervision

### 4.Management

Established the leading group for carbon peaking and carbon neutrality, the ESG promotion committee, and the green finance committee, to supervise the implementation of ESG-related goals and key tasks

## Promoted the implementation of ESG-related objectives

### 1. Developed and issued the ESG strategic plan

Developed and issued the *China Construction Bank Environmental, Social and Governance Plan (2023-2025)*, which clarifies the Group's ESG governance objectives and draws a blueprint for related promotional work

### 2. Promoted strategic environment-related objectives

Made a full and concerted effort to promote the *Strategic Plan for Green Finance Development (2022-2025)* and the *Action Plan for Carbon Peaking and Carbon Neutrality* in responding to the "dual carbon" strategy

### 3. Enhanced ESG-related risk management

Incorporated ESG risks into the overall risk management system, formulated and issued ESG risk management measures for investment and financing businesses, and established a risk management and control system covering the entire process of investment and financing business

### 4. Built a sound system related to business ethics

Clarified the code of conduct in areas related to business ethics, effectively strengthened the supervision of business ethics issues, and established a healthy and favourable corporate culture

## Enhanced the "green" element in business

### 1. Addressed the green financing needs of enterprises

As of the end of June, balance of green loan stood at **RMB3.48 trillion**, an increase of **26.39%**

### 2. Promoted the green bond business

As of the end of June, underwrote **29** issues of domestic and overseas green bonds and carried out **more than 350** green bond investments and transactions

### 3. Expanded the scope of green financial services

Gave play to the advantages of the Group's license, and continued to enrich the variety of green financial products such as green funds, green leasing, and green insurance

### 4. Built an "Eco-friendly" bank

Integrated green and low-carbon concepts into production and operation activities, implemented green office and intelligent operation, and completed construction of **36** green outlets and put them into operation

## Built a multi-dimensional information disclosure system

### 1. Prepared and released the Group's first ESG report

Prepared based on the Bank's actual practice and with reference to the rating requirements of the mainstream ESG rating providers, systematically responding to the concerns of all parties

### 2. Prepared and released the Environmental Information Disclosure (TCFD) Report 2022

Complied with the TCFD disclosure framework proposal, demonstrating the advanced concepts and effectiveness of promoting the Group's green development

### 3. Prepared and published the social responsibility reports for 17 consecutive years

Fully demonstrated the Bank's effectiveness in fulfilling its social responsibility, providing a channel for stakeholders to access the Bank's non-financial information

### 4. Expanded ESG disclosure channels

Set up a separate ESG chapter in the annual report, added an ESG column on the homepage of the official website, and enhanced the transparency of ESG information disclosure through public channels such as CCB Today and the news media







# Comprehensive Social Responsibility Practices

## Continuously strengthened consumer rights protection



### 1. Conducted product and service consumer protection reviews

In 1H2023, the bank completed **84,100** consumer protection reviews and made **36,100** review comments

### 2. Improved consumer protection initiatives

Continuously promoted the implementation of the *Consumer Protection Work Plan of China Construction Bank (2023-2025)* and conducted regular consumer protection reviews

### 3. Organised innovative financial educational programmes

Launched the "3·15 Consumer Rights Protection Week" and "Financial education · Protect your wallet" activities, which reached more than **780 million** consumers

### 4. Responded to customers' feedback effectively

Committed to providing caring, efficient and timely financial services, **74,199** consumer complaints were filed in the first half of 2023, a significant decrease YoY

## Expanded the accessibility of financial services



### 1. The largest bank in the market in terms of credit supply in inclusive finance

At the end of June, the balance of inclusive financial loans amounted to **RMB 2.86 trillion**; the "Quick Loan for SMEs" had provided a total of **RMB 10.9 trillion** credit support to inclusive groups and served **4.15 million** households

### 2. Actively contributed to rural revitalisation and sustainable development

Built a financial service system for agriculture-related business scenarios. At the end of June, the balance of agriculture-related loans amounted to **RMB 3.62 trillion**, an increase of **20.41%**

### 3. Promoted the new model of housing finance services

Fully utilised financial means to promote housing rental services for the public, supporting over **1,600** housing rental enterprises and over **600** government-subsidised rental house units

### 4. Provided financial services with more warmth

Opened **13,898** "Workers' Harbour" stations to the public; **14,000** business outlets across the Bank have been equipped with service facilities such as courtesy seats, bifocals and magnifying glasses

## Advanced privacy and data protection



### 1. Continuously strengthened the institutional system

Organised the internal management rules on privacy protection that had been issued systematically, and specifically disclosed the provisions for safeguarding the right on personal information control

### 2. Continuously improved protection initiatives

Established a comprehensive data security technology protection system to "prevent external attack and theft, internal data leakage, and comprehensive security monitoring"

### 3. Organised of multilevel training effectively

Provided various training courses for all staff and professionals to improve the Bank's privacy and data protection capabilities

### 4. Continuously strengthened audit oversight

Regularly conducted internal and external audits on privacy and data security to strengthen the monitoring and assessment of privacy and data security

## Work with employees to develop mutually



### 1. Equal and diversified employment

Implemented the requirements of the employment priority strategy, and positively contributed to stabilising employment expectations as well as providing employment facilities

### 2. Empowered employees' development

Continuously promoted the construction of a full-cycle training system for employee career development, and built a broad development platform for employees

### 3. Conducted employee care

Fully protected all employees' rights to rest and vacation, focused on care for special groups, and continuously improved the employee support system

### 4. Implemented democratic communication

Conducted employee satisfaction surveys, listened to the voices of employees, and continuously improved employees' experience

# External Recognition



**The Banker (UK)**  
Ranked 2nd in the  
"Top 1000 Global Banks"  
for 10th consecutive year

**FORTUNE**

**Forbes (US)**  
Ranked 29th in  
Fortune "Global 500"

亚洲银行家  
THE ASIAN BANKER

**The Asian Banker  
(Singapore)**  
Best Retail Bank in Asia Pacific  
Best Retail Bank in China  
Best Large-Scale  
Retail Bank in China



**The Chinese Banker**  
Best Financial Innovation Award



**Brand Finance**  
Ranked 2nd in the Brand Finance  
Global Banking 500



**Global Finance (US)**  
Best Investment Bank –  
China Market

中国经营报  
CHINA BUSINESS JOURNAL

**China Business Journal**  
Outstanding Performance Award  
for Listed Companies in the  
Financial Sector

搜狐财经

**Sohu Finance**  
Ranked 1st in the ESG Star Rating  
of Listed Banks in China

# Agenda



# Opportunities and Challenges

## Opportunities

- The national economy continues to recover with positive outlook, with strong resilience and enormous development potential in the long term
- Firmly push forward the high-quality development and enhancement of industrial upgrade
- The economic cycle has been unimpeded, consumption potential has been further enhanced
- New drivers such as new energy and high-tech services have grown
- Monetary, infrastructure investment, real estate and other policy effects continue to emerge

## Challenges

- Global political and economic situation remains complicated and severe
- Effect of current interest rate hikes in developed economies on global economy continues to reverberate, with higher volatility in international financial market
- Endogenous growth momentum of the domestic economy is not strong, demand drivers remain insufficient
- Unstable expectation on household income, consumption recovery is underway, and private investment confidence remains weak
- Difficulties persist for business operations, with hidden risks in key areas
- Increased pressure on local fiscal balance



# Key Focuses

2023 Interim Results Announcement

Strike a balance between volume, pricing and risk; strive to improve profitability capabilities, and realise high-quality development



## Continue to improve the capacity and capability of financial supply

### Stable total volume

Solid loan placement and recovery arrangements

### Solid project implementation

Accurately plan service programmes and strengthen the connection among banks, government and enterprises

### Precise pace

Improve the scientific and refined management of credit placement pace

### Optimised structure

Continuously enhance the retail credit support, and maintain the stability and continuity of support policies for all aspects of corporate credit



## Further enhance the implementation of strategies

### Deepen the promotion of the house rental strategies

- Further increase the supply of house rental funds
- Continue to promote multiple service innovation in house rental REITs

### Comprehensively strengthen the digital inclusion ecosystem

- Increase the expansion of credit customers for inclusive finance
- Strengthen the financial supply in key areas of county and rural areas

### Enhance support in fintech

- Accelerate research and market promotion of new technologies and basic technologies
- Promote the integration and traffic management of mobile banking and CCB Life



## Continue to strengthen the synergistic development of the three business segments

### On corporate finance business

- Expand and optimise the corporate customer base
- Increase services in key areas and emerging industries
- Expand settlement capital
- Accelerate the transition from financing to intelligent financing, from credit financing to diversified financing

### On personal finance business

- Focus on expansion of new customer and cultivation of existing ones
- Improve the franchise mechanism for value customers
- Enhance the effective contribution from retail credit

### On funds and asset management business

- Assist in realising capital-light and asset-light transformation
- Seize the total amount of bond investments and investment in key areas in a rational manner
- Actively utilise asset management products to serve clients' investment and financing needs



## Strengthen the foundation of refined management

### Deepen technology empowerment

- Comprehensively enhance the technology-driven businesses, as well as data support and development capabilities
- Continue to optimise network affairs to streamline operations
- Deepen the direct-selling capability of the "Binary Star" platform

### Strengthen the asset-liability management

- Adhere to the fundamental logic of business sustainability
- Differentiate and refine the deposit and loan business

### Continue to focus on total cost management

- Promote the integrated deployment, centralised operation and online migration of network affairs
- Reduce handling fees for key products
- Strengthen fixed asset management

### Comprehensively promote capital-intensive management

- Promote the deep integration of capital requirements and business operations
- Continue to optimise the internal assessment model
- Strengthen regulatory capital constraints



## Strictly adhere to the bottom line of risk compliance

- Adhere to business development within risk management limits
- Foster the integration of risk management and business operations
- Continue to improve the three-tier crime prevention mechanism
- Strengthen proactive control and management of key areas such as real estate, local government-type business, and small and medium-sized financial institutions in a forward looking manner
- Increase NPL disposals using innovative disposal methods