



Progress Made While Maintaining Stable Performance Momentum Obtained by Consolidating Foundation

2021 Results Announcement

Disclaimer:

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2021 Performance Review

2021 Performance Review



Total assets

RMB **6.95** trillion



Operating income

RMB **168,804** million



Net profit attributable to holders of equity shares of the Bank

RMB **34,381** million

Improved asset structure

Proportion of loans to total assets

↑ 2.7 pp



Consolidated liability structure

Proportion of deposits in total liabilities

↑ 1.1 pp



Optimised operating income structure

Retail business

Proportion in total assets ↑ 2.5pp



Proportion in operating income ↑ 3.2pp



Proportion in total profits ↑ 19.5pp



Reform measures and major achievements in 2021

Supported the real economy, significantly optimised business structure

Returned to banking business origins

Increased proportions of deposits and loans



Proportion of loans

↑ **2.7** pp

Increased for 5 consecutive years



Proportion of deposits

↑ **1.1** pp

Steady increase in core liabilities



Daily average balance of core liabilities

↑ **16.0%**



Structured deposits

RMB **44.4** billion

↓ **73.9%** from the end of the previous year



Deposit cost rate

2.18%

↓ **0.08** pp

Healthy and compliant investment business



Daily average non-standard investments

↓ RMB **245.9** billion YoY



Completion rate of returning wealth management to balance sheet

100%

Supported the real economy, significantly optimised business structure

Breakthroughs in retail business

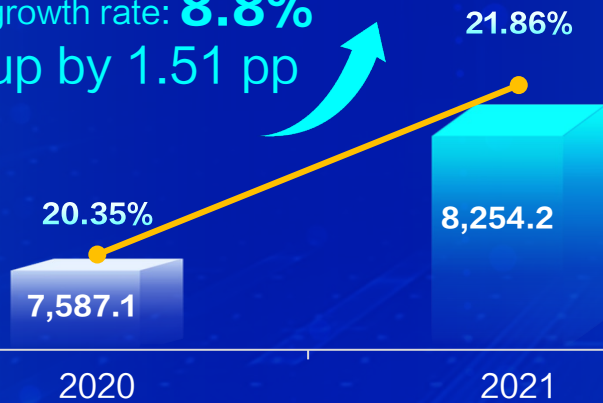
Positioning: Prioritising long-term and fundamental strategic businesses

Increased proportion of retail deposits

Increased proportion of retail loans

Unit: RMB 100 million

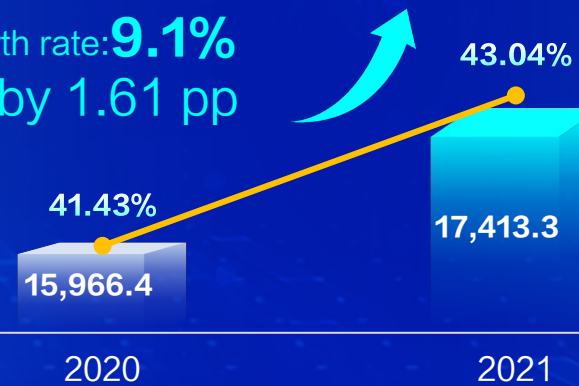
growth rate: **8.8%**
up by 1.51 pp



Scale Proportion

Unit: RMB 100 million

growth rate: **9.1%**
up by 1.61 pp



Scale Proportion

Supported the real economy, significantly optimised business structure

Breakthroughs in retail business

Positioning: Prioritising long-term and fundamental strategic businesses

Retail AUM exceeded RMB 2 trillion

Rapid increase in mortgage loans

Unit:RMB 100 million



AUM of new customers up by **18.8%**

Unit:RMB 100 million



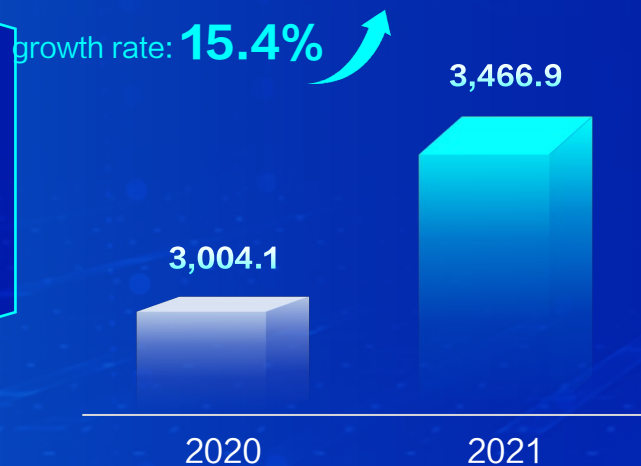
*The growth took the lead among joint-stock commercial banks, the NPL ratio was 0.26%.

Supported the real economy, significantly optimised business structure

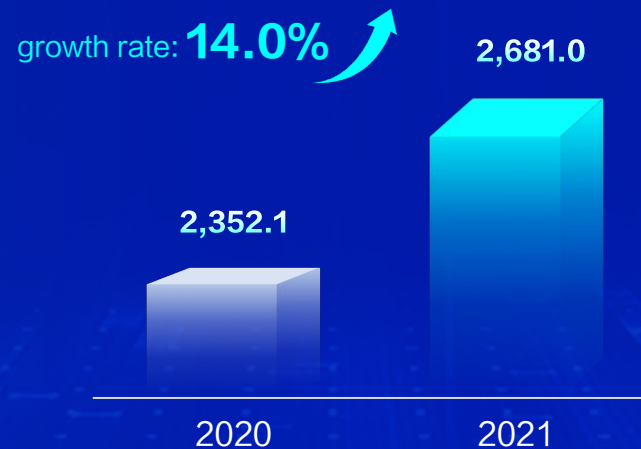
Focused on high-quality development strategy

Supported “the strategy of building China into a manufacturer of quality”, focused on the replacement of old growth drivers of the manufacturing industry with new ones

Balance of loans to the manufacturing industry



Balance of mid- to long-term loans to the manufacturing industry



Balance of credit loans to the manufacturing industry



Unit: RMB 100 million
Standard of the Bank

Supported the real economy, significantly optimised business structure

Focused on high-quality development strategy

Proactively deployed carbon finance market



The first to engage the "National Carbon Trading Registration System"



The first carbon neutrality asset-backed bills in the market



The first carbon emission right-secured business



Balance of green credit up by **103.8%** to RMB **107.3** billion



Supported customers to issue green bonds of RMB **11.06** billion

21st Century Business Herald
Low-Carbon Bank Award

Financial Times
Best Bank for Green Finance Services

Supported the real economy, significantly optimised business structure

Supported common prosperity



Supported small businesses



Balance of loans to small businesses exceeded

RMB **600** billion

↑ 14.7%



Inclusive small business loans

RMB **504.82** billion

↑ RMB 56.46 billion



Focused on “agriculture, rural areas and farmers”



Balance of RMB loans related to agriculture, rural areas and farmers

RMB **316.42** billion



Supported customers to issue rural revitalisation bonds

RMB **7.36** billion



Expanded wealth management



Scale of wealth management products exceeded

RMB **1** trillion

↑ 17.6%

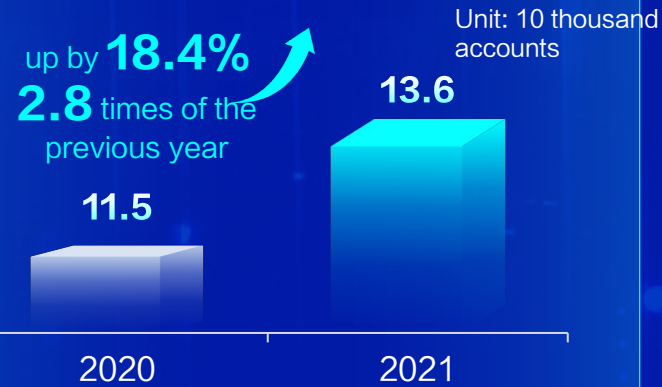


Proportion of net-worth wealth management products

97.0%

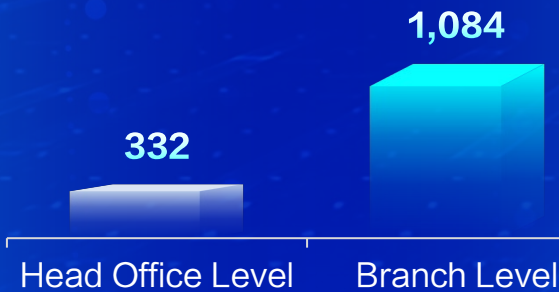
Improved customer base with initial achievements in financial ecosystem

Effective corporate customers

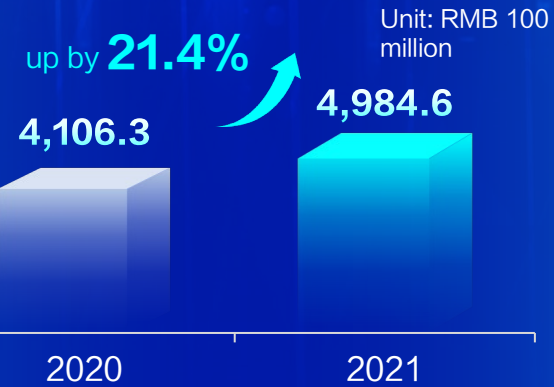


Strategic customers

Unit: account



Retail small business financial assets

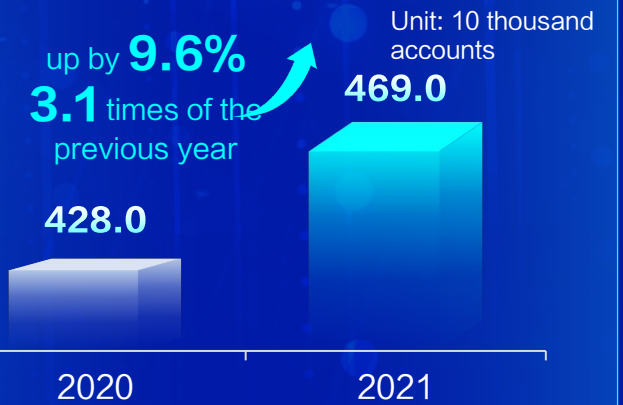


Personal deposits of small business customers

Unit: RMB 100 million



Effective and above retail customers



Growth of VIP Customer

Growth of eligible private banking customers

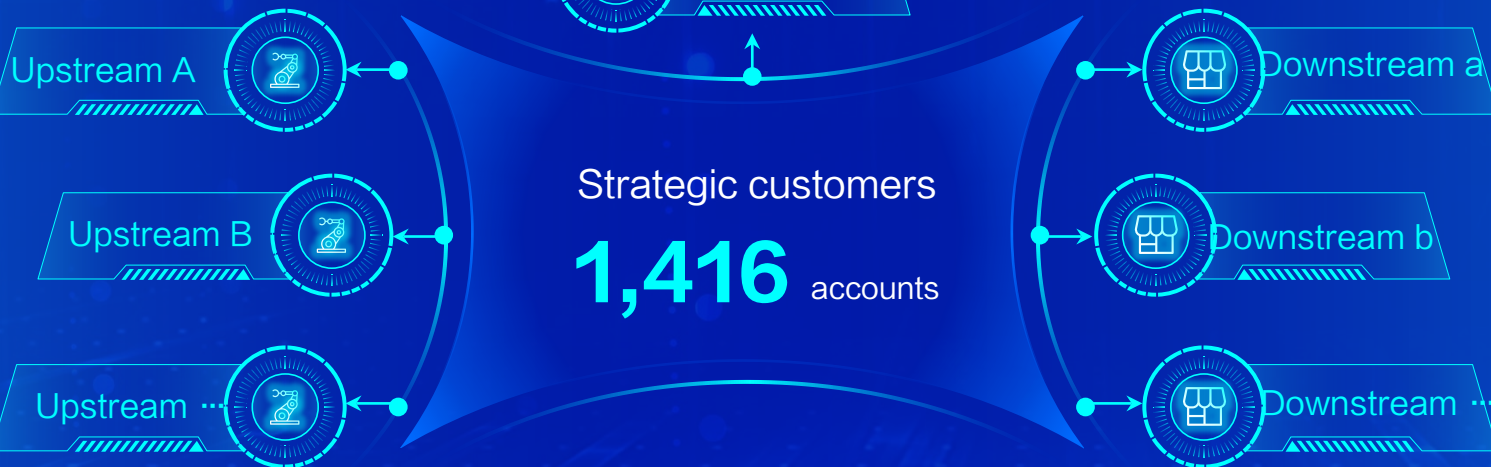
Improved customer base with initial achievements in financial ecosystem

Ecosystem of strategic customer group

Brought over **15** thousand upstream and downstream customers



Brought **135** thousand new personal customers
425.6 thousand newly issued co-branded credit cards



Daily average deposits: RMB1,006,190 million, up by **14.8%**
Balance of loans: RMB888,590 million, up by **19.9%**

Institutional platform ecosystem



Number of customers up by **8.9%**
Daily average deposits up by **11.7%**

Improved customer base with initial achievements in financial ecosystem

Cumulative loans placed exceeded RMB 5 trillion since 2008

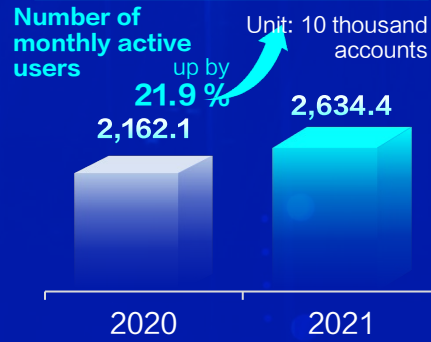
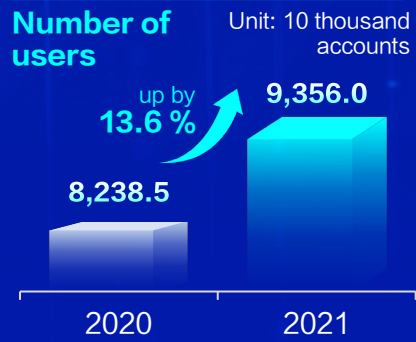


Effective small business customers exceeded 1,460 thousand in 2021

Improved customer base with initial achievements in financial ecosystem

Retail customers

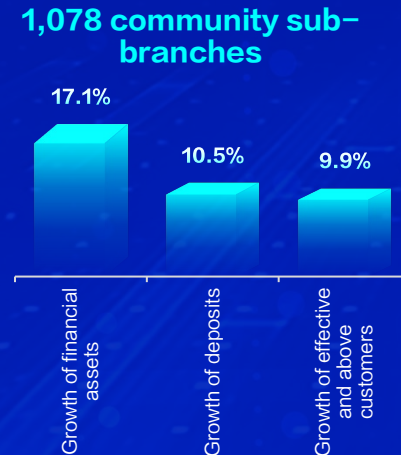
Retail online platform



Daily Life App

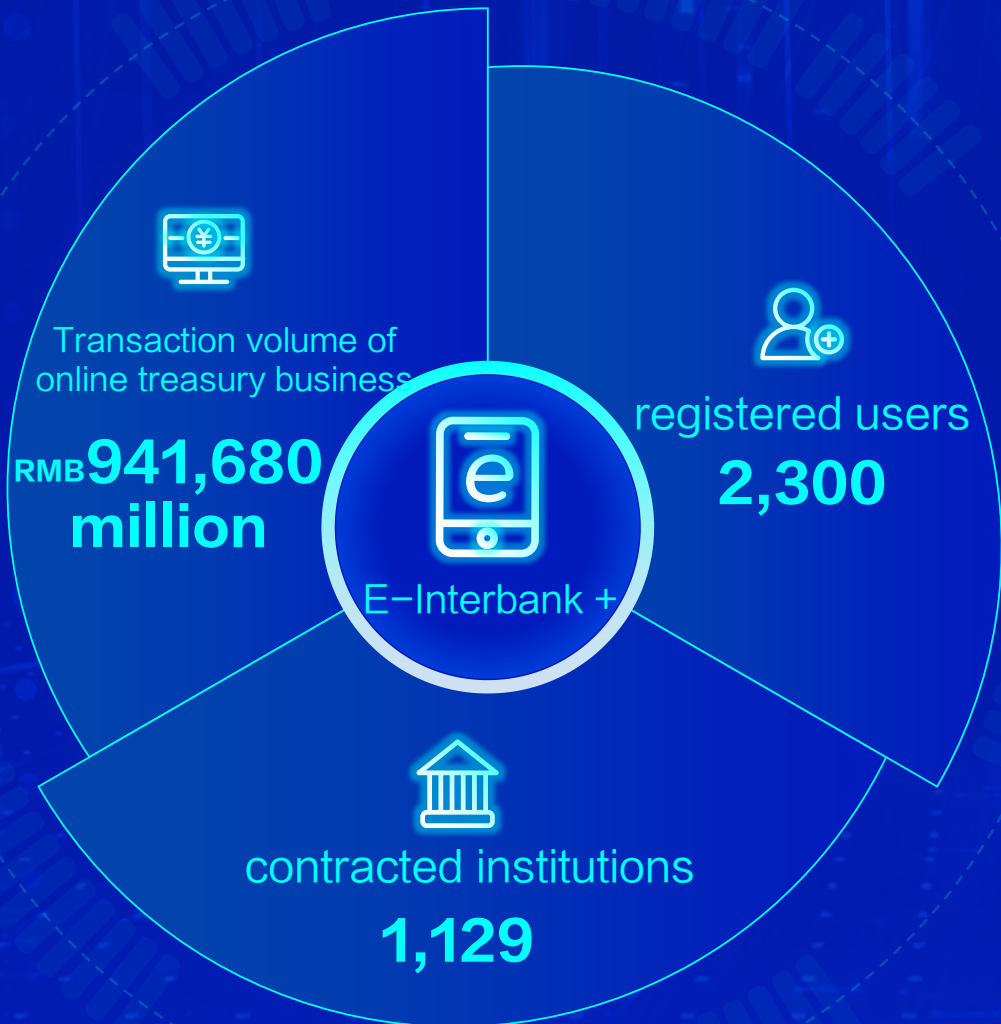


Community sub-branches



Improved customer base with initial achievements in financial ecosystem

Financial institution customers



Publicly offered funds under custody: RMB 1.1 trillion, up by 45%



Sold China's first structured deposit product tied to ESG-themed indices

Shanghai Gold Exchange

Top 10 interbank traders

China Securities Journal

Wealth Management Bank

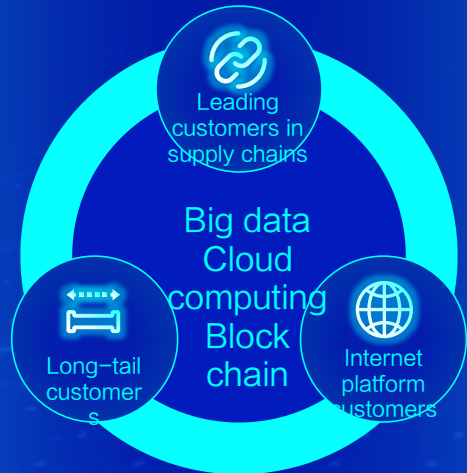
Golden Bull Award

Empowered by digital finance, comprehensively upgraded products and services

Customised products



Financial ecosystem projects



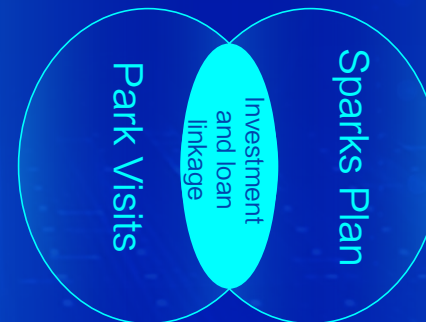
Green finance

“Carbon Peak and Carbon Neutral” product series focused on four major demands of investment, financing, supply chain and operation



SME customer group

Comprehensive services of “commercial banking + investment banking” for customer groups including industrial parks and sci-tech innovation



Inclusive small business finance



Empowered by digital finance, comprehensively upgraded products and services



Star credit cards

More distinctive customer services

**Visa Olympic Card,
Culture-Themed Card,
Minsheng Yangtze River
Delta Exclusive UnionPay
Digital Credit Card**



Remote banking

Daily average number of customer served by remote and telephone banking: **42 thousand**, customer satisfaction continued to take the lead.



E-Account Opening

Solved the difficulties of enterprises in opening accounts

One-click application

One-time-visit to the counter

One-stop service



Automatic loan placement

Loan placement within seconds for supply chain customers

Convenient process

Restructured risk control system, asset quality maintained stable with growth momentum



The Mesoscopic Concentration Risk and Portfolio Limit Management Project of China Minsheng Bank won

“China Regulatory Technology Implementation” Award

亚洲银行家
THE ASIAN BANKER

Restructured risk control system, maintained stable asset quality with growth momentum

Continuously optimised asset quality indicators, significantly improved retail loan quality

NPL ratio

Unit: %

↓ **0.03** pp



2020/12/31 2021/6/30 2021/12/31

Allowance to NPLs

Unit: %

↑ **5.92** pp



2020/12/31 2021/6/30 2021/12/31

Allowance-to-loan ratio

Unit: %

↑ **0.07** pp



2020/12/31 2021/6/30 2021/12/31

Retail NPL ratio

Unit: %

↓ **0.31** pp



2020/12/31 2021/12/31

NPLs of small business personal loans

Unit: %

↓ **0.69** pp



2020/12/31 2021/12/31

NPL ratio of credit cards

Unit: %

↓ **0.33** pp



2020/12/31 2021/12/31

Shouldered mission and responsibility, attached equal importance to operation and duty performance



Financial assistance

Set up 29 rural banks, with loan balance of RMB 24,451 million. Financial assistance covered over 500 villages, districts and streets.



Paired assistance

Provided RMB 36.03 million free assistance funds, directly purchased RMB 30.24 million agricultural products, and helped sell RMB 15.9 million agricultural products for Hua County and Fengqiu County in Henan Province.



Public welfare actions

Donated RMB 14.7 million and organised the 7th session of the “Power of Minsheng's Love – ME Charity Innovation Funding Scheme” . Donated RMB 5 million and carried out the “Medical Care Programme for Children with Congenital Heart Disease” for 9 consecutive years.

No. 1 in the banking industry in “Social Responsibility Development Index of Chinese Enterprises” by Chinese Academy of Social Sciences

Outlook for 2022

In 2022, tackling new challenges with new development model



Development goals and paths



Eco-partner for strategic customers

- Strengthening business with strategic customers
- Expanding business with institutional platforms
- Refining transaction banking
- Specialising investment banking
- Optimising green finance



Host bank for medium, small and micro customers

- Making breakthroughs in customer acquisition models
- Innovating distinctive product system
- Enhancing inclusive finance
- Establishing investment and finance ecosystem for sci-tech innovation enterprises
- Reshaping management pattern



Wealth management butler for retail customers

- Expanding business with segmented customer groups
- Enriching product and service systems
- Empowering digitalisation transformation with technology
- Building strong capacity of Head Office
- Strengthening consumer rights protection