



Consolidating Business Foundation
Advancing Innovation
Pursuing Steady and Sustainable Development

2022 Annual Results Announcement

This announcement is based on the 2022 Annual Report. In order to fully understand the operating results, financial position and future development plans of the Company, please read the full report carefully at the Investor Relations section of the website of the Company or the website of Shanghai Stock Exchange.

This report contains forward-looking statements that may involve risks and uncertainties. These statements are generally indicated by the use of forward-looking terminology such as believe, expect, anticipate, estimate, plan, forecast, goal, may, will or other similar words that express indication of actions or results of actions that may or are expected to occur in the future. You should not place undue reliance on these forward-looking statements, which apply only as of the date of this report. These forward-looking statements are based on information of the Company and information from other sources the Company believes to be reliable. Such forward-looking statements are related to future events or the Company's future financial, business or other performance and are subject to a number of unclear factors that could cause material difference in actual results.

Notes:

1. Unless otherwise stated, the financial indicators in this report are based on information of the Group and the business indicators are based on information of the Bank.
2. Unless otherwise stated, all data in this report are based on the Chinese Accounting Standards and the currency is RMB.

PART
I

Consolidate Foundations

Performance indicators remain stable
with growth momentum



PART
II

Change with the Times

Growth impetus continues to gather



PART
III

Ride on the Tide

New stage of high-quality development initiates





Consolidate Foundations

Performance indicators remain stable
with growth momentum



Total assets

RMB7.26
trillion

 4.4%



Net profit attributable to
holders of equity
shares of the Bank

RMB35,269
million

 2.6%



NPL ratio

1.68%

 0.11 pp



Core tier-1 CAR

9.17%

 0.13 pp

Precise loan placement to fully support the real economy



Total loans of
the Group
RMB4.14 trillion

 2.4%



Balance of loans to
the manufacturing industry

RMB394,510 million  13.8%




Balance of loans to SMEs

RMB685,460 million  11.9%



Balance of green credit

RMB179,910 million  67.7%



Balance of loans related to agriculture,
rural areas and farmers

RMB331,610 million  4.3%

Optimised liability structure with significantly increased high-quality deposits

Total deposits of the Group

RMB3.99 trillion

 5.8%

The growth of deposits was the highest in recent three years

Daily average balance of general deposits of corporate settlement customers

RMB1.1 trillion

 18.6%



Daily average balance of deposits of strategic clients

RMB1.2 trillion

 18.5%



Demand deposits of financial institutions

RMB449,650 million

 28.6%



Total personal loans of the Group

RMB1,020,540 million

accounting for 25.6%

 3.7 pp



Bettering asset quality with decreased overdue loans and NPLs

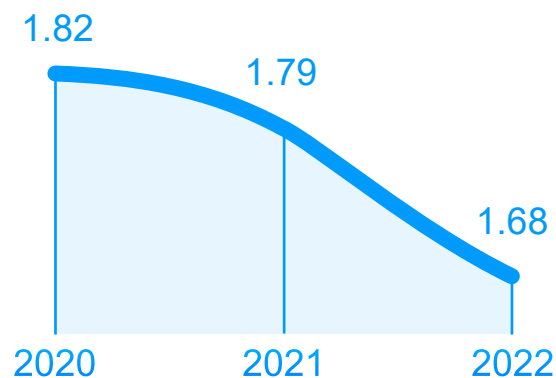
Total NPLs

RMB69,387
million

 RMB2,950
million

NPL ratio

1.68%  0.11 pp



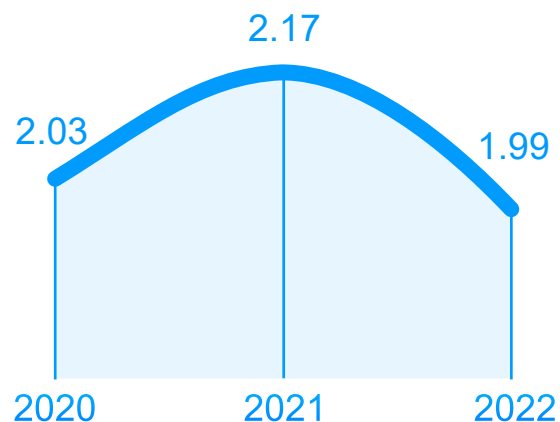
Total overdue loans

RMB82,361
million

 RMB5,360
million

Overdue loan ratio

1.99%  0.18 pp



Allowance to NPLs

142.49%

Allowance to total loans

2.39%

Remained in reasonable range

Non-performing assets disposed

RMB101,044 million

Write-off assets recovered

RMB8,259 million  37.0%

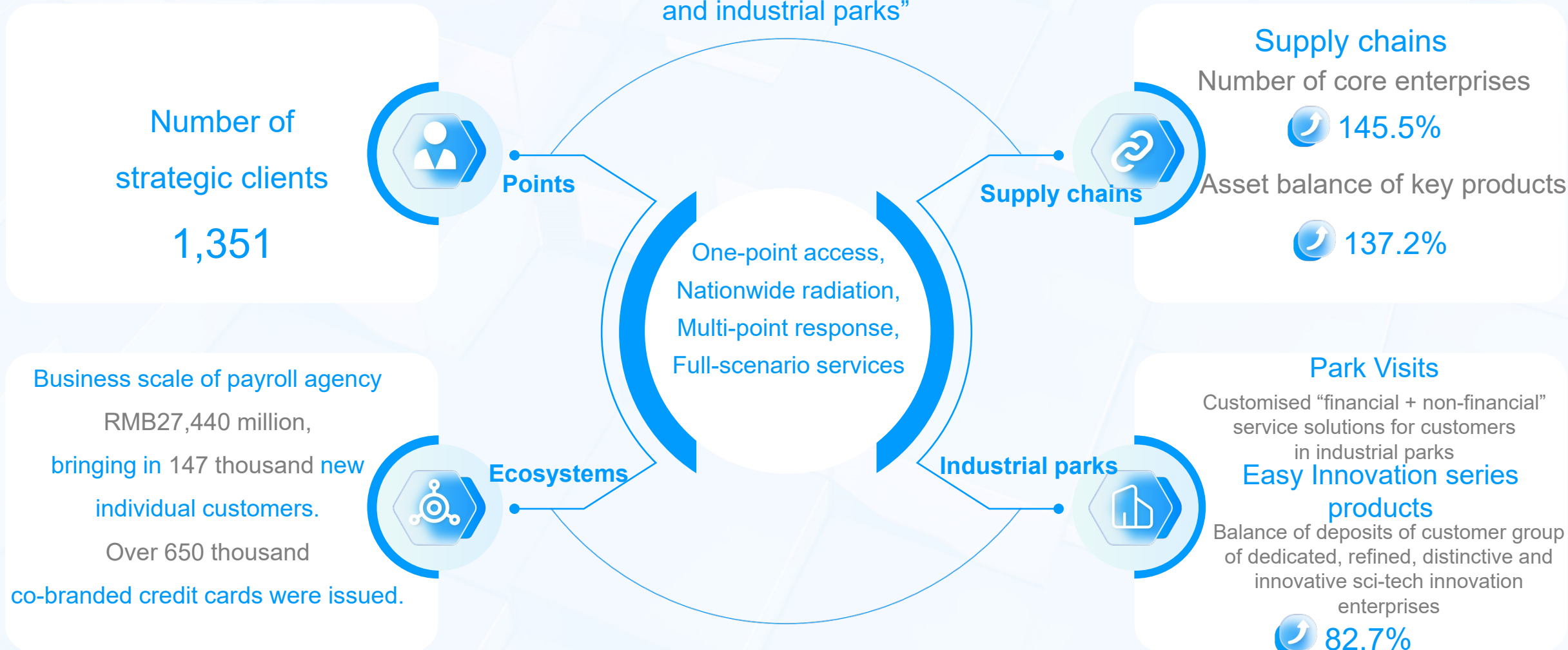


Change with the Times

Growth impetus continues to gather

Corporate business: improved “new model” of coordinated marketing (1)

Integrated development of micro, small, medium and large enterprises and coordinated development of “points, supply chains, ecosystems and industrial parks”



Corporate business: improved “new model” of coordinated marketing (2)

Effective corporate customers
300 thousand  12.3%




Strategic
clients

Balance of loans  19.7%

Daily average deposits  18.5%



Institutional
customer
groups

Number of institutional customers  10.8%


Daily average deposits of
administrative institution platforms  13.1%


Daily average corporate deposits
RMB3,143,080 million  3.2%

Balance of general corporate loans
RMB2,149,810  6.5%



Transaction
banking


Daily average balance of general deposits
of settlement customers  18.6%

Business volume of
cross-border RMB settlements  24.4%



Investment
banking

Balance of M&A loans  19.8%

Balance of domestic syndicated
loans  28.1%

Small business: promoted “new changes” in inclusive finance



Balance of small business loans
RMB683,440 million

 13.8%



Small business customers
with loan balances 649 thousand
Users registered for Minsheng Small Business App
exceeded 1,030 thousand in the first year after launch

 81.1%




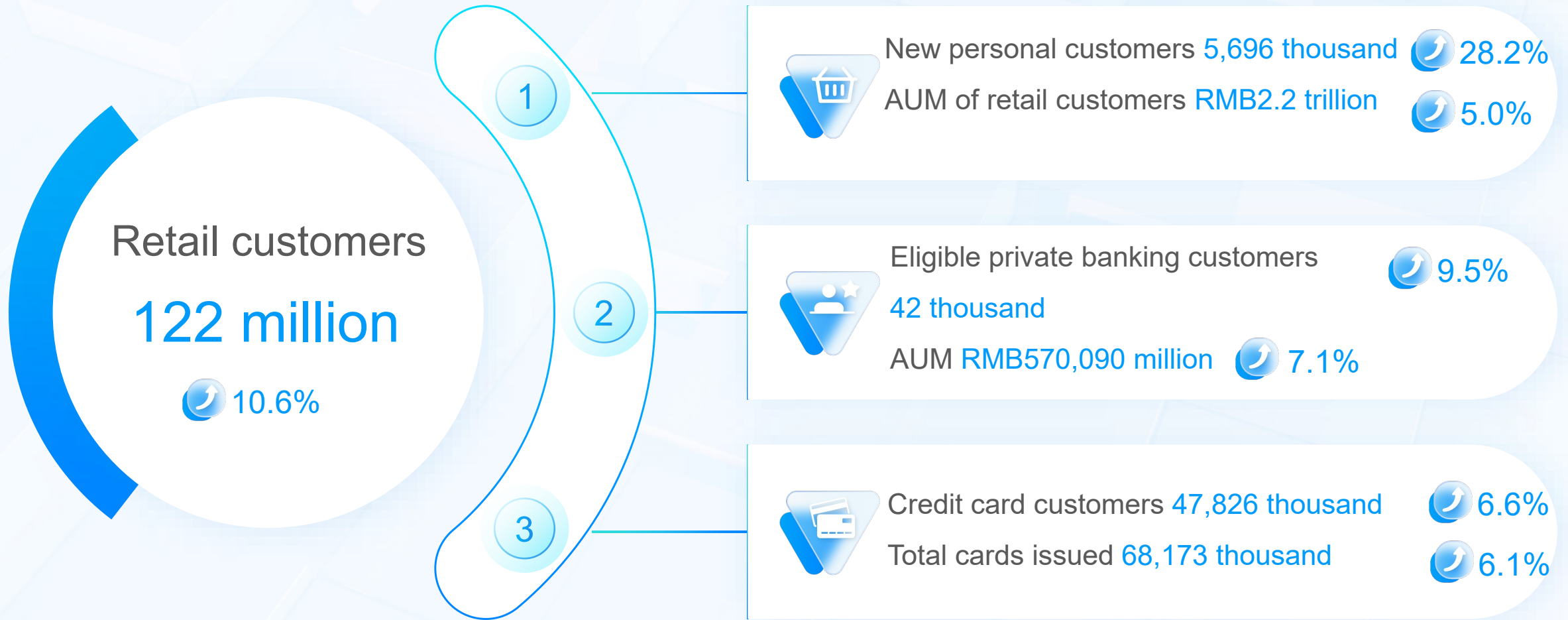
Balance of inclusive small business loans
RMB549,050 million

 8.8%

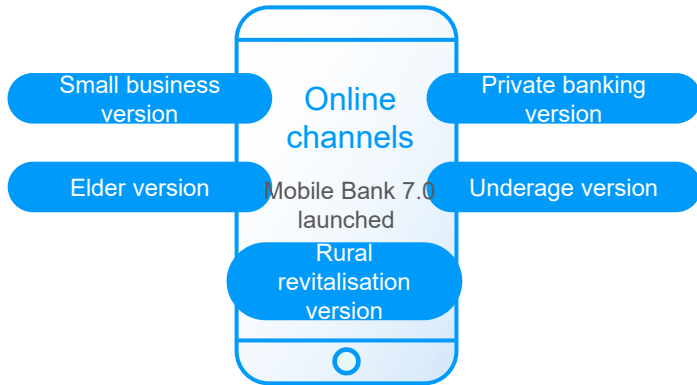


Inclusive loans to micro and small enterprises
NPL ratio 1.70%

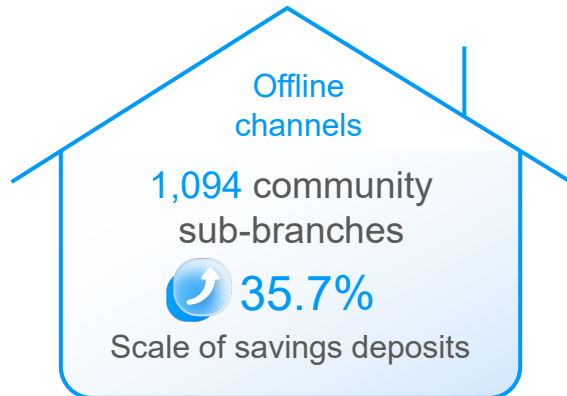
 0.59 pp



Full coverage of service channels



“Best Personal Mobile Bank Award” in 2022



Distinctive benefits system

V+会员

V+Members

Covering all retail customer groups
Serving 27,230 thousand customers

民生非凡礼遇
MINSHENG APEX PRIVILEGE

Covering VIP customer groups
Providing 32 high-end benefits

民生
慧管家
企业家的贴身管家

Providing entrepreneur customer groups
with fully customised expert services

Brands of wealth management

Publicly-offered funds

民生磐石

Minsheng
Bedrock

民生智远

Minsheng
Wisdom

逆向优选

Reverse
Selection

Wealth management products

Current Deposit Management	Assured Wealth Management
Sound Selection	Yield Advancement

Number of newly-increased individual pension accounts
395 thousand



Upgrading E-Interbank+ Platform 3.0

1,268 institutions contracted to the Platform, and the transaction amount of sales agency business on the Platform amounted to RMB44,070 million

Demand deposits of financial institutions

 28.6%


Total assets of financial institutions business

 6.5%



Building full-scenario custodian bank

Assets under custody RMB11.9 trillion  7.7%

Income from custody fees of publicly-offered funds RMB900 million  26.7%

Corporate annuity under custody RMB50,310 million

 10.5%

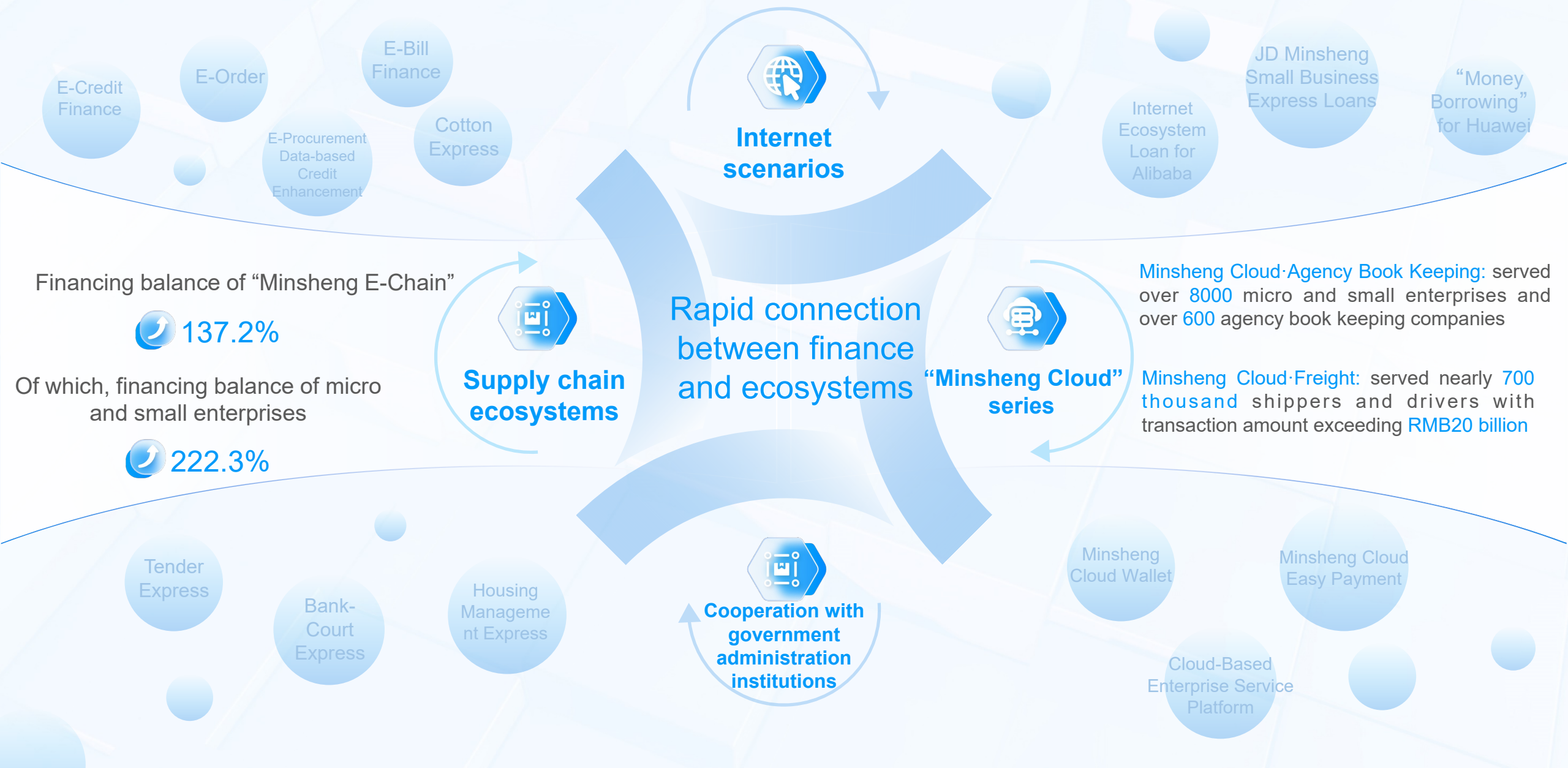


CMBC Wealth Management Co., Ltd. officially opened

The size of wealth management products of the Bank and CMBC Wealth Management amounted to RMB883,980 million, of which, net-worth wealth management products accounted for 99.5%

“Wealth Management Bank Golden Bull Award” and “Bank Wealth Management Product Golden Bull Award” by China Securities Journal

Eco-finance: open and integrated “new ecosystems” (1)



Eco-finance: open and integrated “new ecosystems” (2)

Digital products and services



Significantly simplified operation procedures of account opening, account, bills, etc.
The first in the industry to launch **8 e-CNY applications**

Digital marketing



Enriched **over 1,800** customer group-related indicators
Provided full-journey **smart customer companion**

Digital risk control



Smart loan assessment system featuring man-machine coordination
“AI + B”-based panoramic view of risks
Effective risk identification rate increased by nearly **100%**

Deep integration between finance and technology



Digital operation



Secured a **leading role** in the industry in remote bank
Newly opened **4** intelligent bank experience stores

Digital channels



Number of users of online retail platform  **10.7%**
Transaction volume of online corporate platform  **9.6%**

IT input
RMB4,710 million  **22.5%**

Number of IT personnel
4,053  **32.4%**

Social responsibilities: “new practices” in finance serving public welfare

ESG governance

Integrated ESG into the duties of Strategic Development and Consumer Rights Protection Committee under the Board

Environmental responsibilities

Green finance brand of “Peak and Neutrality”
“Enchanting Scenery” series activities for the new energy industries

The green credit projects saved 3,190 thousand tons of standard coal and reduced emissions of 4,660 thousand tons of carbon dioxide equivalent

Social responsibilities

Rural revitalisation: granted RMB41.2 billion loans to state-level counties lifted out of poverty

Charity and public welfare: donated RMB100 million fund in 2022, benefiting 2.26 million persons

Cultural public welfare: “The Trace of Civilisation·The Great Art of Dunhuang”

Awards

Forbes China
2022 ESG50

China Banking Association
Advanced Unit in Green Bank
Evaluation

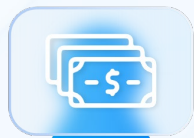
Typical Cases in “Briefing on Targeted
Assistance for Rural Revitalisation” by
the PBOC

Top Ten NSOEs (Top 1 in the Banking Industry) in the
“Social Responsibility Development Index of Chinese
Enterprises 2022” by Chinese Academy of Social
Sciences



Ride on the Tide

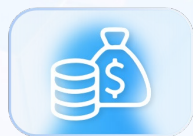
New stage of high-quality
development initiates



1 / Liability management

Optimising deposit settlement platform

Promot the growth of settlement-based low-cost demand deposits and realise “scale expansion and price decrease” of core liabilities



2 / Asset placement

Consolidating features of serving NSOEs

Accelerate ecosystem-based customer acquisition, strive to become the host bank for SMEs in the ecosystems and industry chains of core enterprises and featured industrial parks and realised high-quality batch customer acquisition



3 / High-quality development

Increasing income by integrated comprehensive services

Focus on customer demands, promote business coordination, enhance efficiency of “financial+ non-financial” operations and expand sources of non-interest income



4 / Risk prevention and control

Reinforcing the system of main accountable person for operation

Business departments and operating units will assume the primary responsibility for risks to significantly improve credit investigation quality

Strive to achieve high-quality development

Scientific and reasonable outlook on development

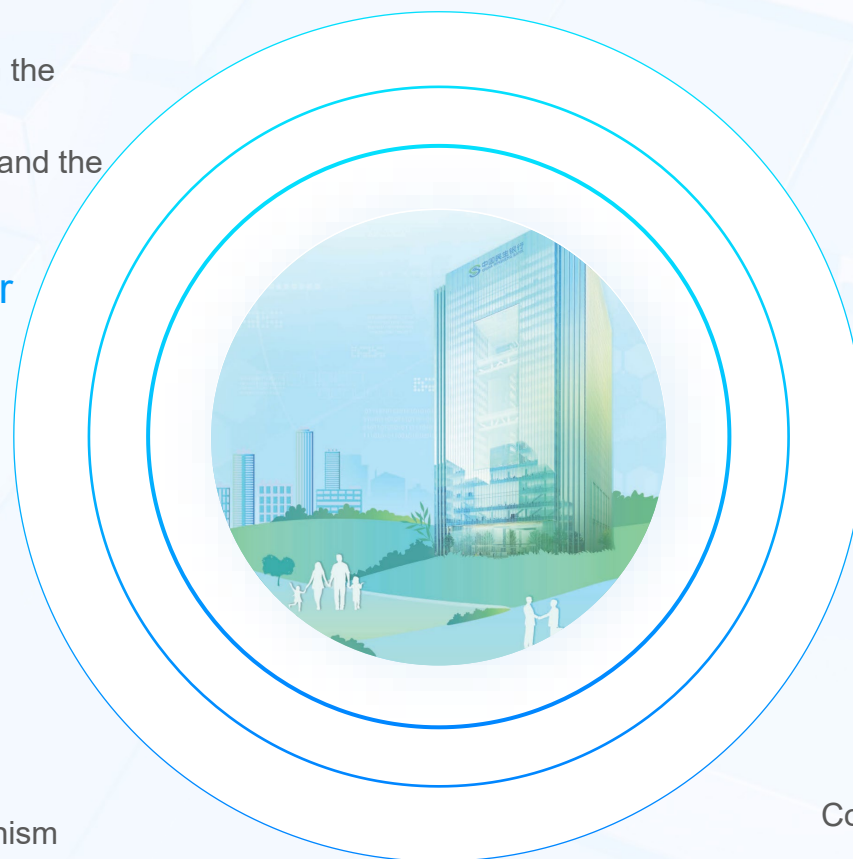
Make it steady in the transition from the “old to the new”
Understand the market, customers and the Bank itself in economic downturn

Comprehensive and proper outlook on risk management

Strike a balance between “risk management and business development”
Hold firmly the bottom lines and strengthen identification and monitoring of material risks

Elastic outlook on talents

Establish a market-oriented mechanism for talent selection and promotion
Adhere to the philosophy of talent-based advancement and deepen the reform of talent development



Prudent and steady outlook on compliance

Strike a balance between “steadiness and advancement”
Establish the philosophy that “compliant operation is the core competitiveness”

Quality-first outlook on profitability

Coordinate “long-term and short-term development”
Maintain long-term strategic focus despite short-term fluctuations in performance

Strategy-oriented outlook on resources

Coordinate “key areas and the Bank as a whole”
Allocate more precise and focused resources and emphasise on the consistency with business development