



中国农业银行
AGRICULTURAL BANK OF CHINA



2022 ABC Annual Results Presentation

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March, 2023 Beijing/Hong Kong

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Solid Steps toward High-quality Development



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In 2022, the Agricultural Bank of China earnestly implemented the decisions and arrangements of the CPC Central Committee and The State Council, adhered to the original mission of serving the real economy and people's livelihood, coordinated business operation and reform and innovation, firmly held the bottom line of risk, and made new steps in the Chinese path to modernization.

1

Main Business
Indicators Created a
Record High



2

Serving The Real
Economy Showed Our
New Actions



3

A New Step in Serving
The Agricultural Power



4

New Achievements in
Expanding Domestic
Demand and Promoting
Consumption



5

New Progress in Real
Estate Financial
Services



6

Significant achievements
in Digital Transformation



7

Continuous Increase in
Internal Growth Drivers



8

Steady Improvement in
Asset Quality





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1

Main Business Indicators

Created a Record High

Main Business Indicators Created a Record High

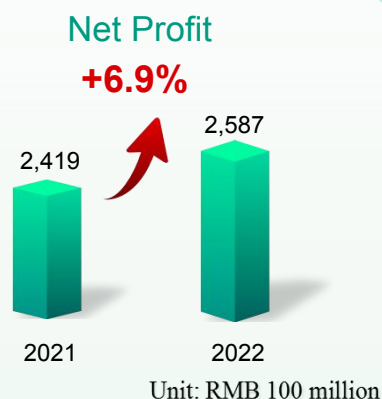


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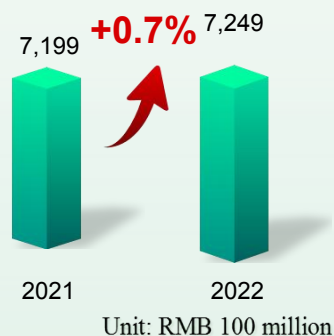


Remained Resilient of Business Operation

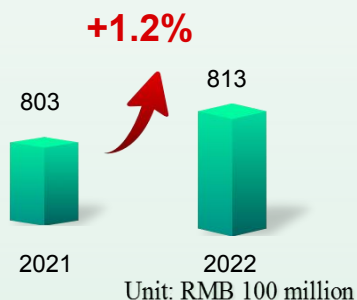
The growth rate of net profit, operating income, and net fee and commission income continued to be stable



Operating Income



Net fee and Commission Income



A-share : 7.56%

H-share: 9.28%

Dividend yield

11.28%

ROAE

RMB 2.222 (tax inclusive)

(The Board of Directors proposed)

Dividends for each ten shares

0.82%

ROAA

1.9%

NIM

Main Business Indicators Created a Record High



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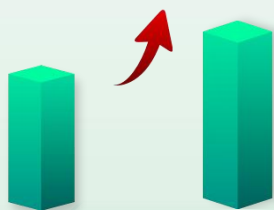
The Increase in Credit and Financing Reached a Historical High

Total Loans

Sum : RMB **19.8** Trillion

Increase : RMB **2.59** Trillion

+15.1%



2021 2022

Corporate Loans

Balance : RMB **10.7** Trillion

Increase : RMB **1.57** Trillion

+ RMB 1.57 Trillion



2021 2022

Bond investments

Balance : RMB **9.32** Trillion

Increase : RMB **1.3** Trillion

+ RMB 1.3 Trillion



2021 2022

Significant Enhancement of the Customer Money-Management Ability

Total Deposits

Balance : RMB **28.2** Trillion

Increase : RMB **4.2** Trillion

+ 17.7%



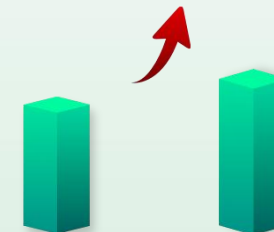
2021 2022

Corporate Deposits

Balance : RMB **9.0** Trillion

The increment **reached a record high**

+ RMB 1.03 Trillion



2021 2022

Retail deposits

Balance : RMB **15.0** Trillion

The increment **reached a record high**

+ Over RMB 2.0 Trillion



2021 2022

Main Business Indicators Created a Record High



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Continuously Improve the Brand Image



MPA

Assessment

Obtained **"A rating"** in four consecutive quarters in the central bank's MPA assessment in 2022



Rural

Revitalization

Rural revitalization financial services have been rated as **"Excellent"**, the highest rating in the evaluation of the annual financial institutions for two consecutive years



Retail

Banking

Ranked Third in "2022 Global Banking Brand Value Top 500 Rankings" of "Banker" magazine
Ranked First in the list of "Global Retail Bank Brand Value in 2022"
"China Annual Bank" **award**



ESG

China Listed Companies Association "2022 A-Share listed company ESG **Best** Practice Case"



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2

Serving The Real Economy

Showed Our New Actions



Stable Economic Market Showed New Achievements

Support the Construction of modern industrial system

- The balance of manufacturing loans (regulatory criteria) was RMB **2.3** trillion, with a growth rate of **31.8%**
- Medium and long-term loans in manufacturing industry increased by **52.8%**



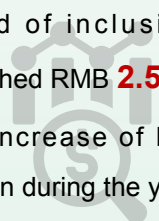
Support the Development of Strategic Emerging Industries

- The balance of Strategic Emerging Industry Loans was RMB **1.24** trillion, with a growth rate of **44.6%**
- In-depth cooperation was carried out with more than **two thirds** of the national specialized and sophisticated "little giant" enterprises



Support Inclusive Finance Development

- Continuously increased the support for inclusive small and micro customers such as small and micro enterprises, self-employed individuals, and farmers
- The balance of inclusive finance loans (according to the PBOC standards) in the field of inclusive finance reached RMB **2.57** trillion, with an increase of RMB **564.6** billion during the year



Support the Development of Private Enterprises

- The loan balance of private enterprises was RMB **3.04** trillion, with an increase of RMB **573.3** billion and a growth rate of **23.2%**



Focus on Supporting Financing with Policy and Development Financial Instruments

- Realized the **first order** financing of national commercial banks
- Both the number of projects and the amount of projects were **in the forefront of the industry**





New Breakthroughs in The Development of Green Finance

Loan to Green Credit Business

The balance of green credit business was RMB **2.7** trillion

With an increase over RMB **700** billion



Self-Operated Green Bonds Investment

The balance of self operated green bonds investment was RMB **121.6** billion

Representing an increase of **37.8%**



Underwritten and Issued Green Bonds

Underwritten and issued green bonds **56** times

Raised funds RMB **66.6** billion



Issued Carbon-Reduction Loans

Accumulated issued carbon-reduction loans of RMB **104.8** billion

Driving the reduction of carbon emissions by **23.72** million tons

Representing Industry-leading Level



Green Brand Image

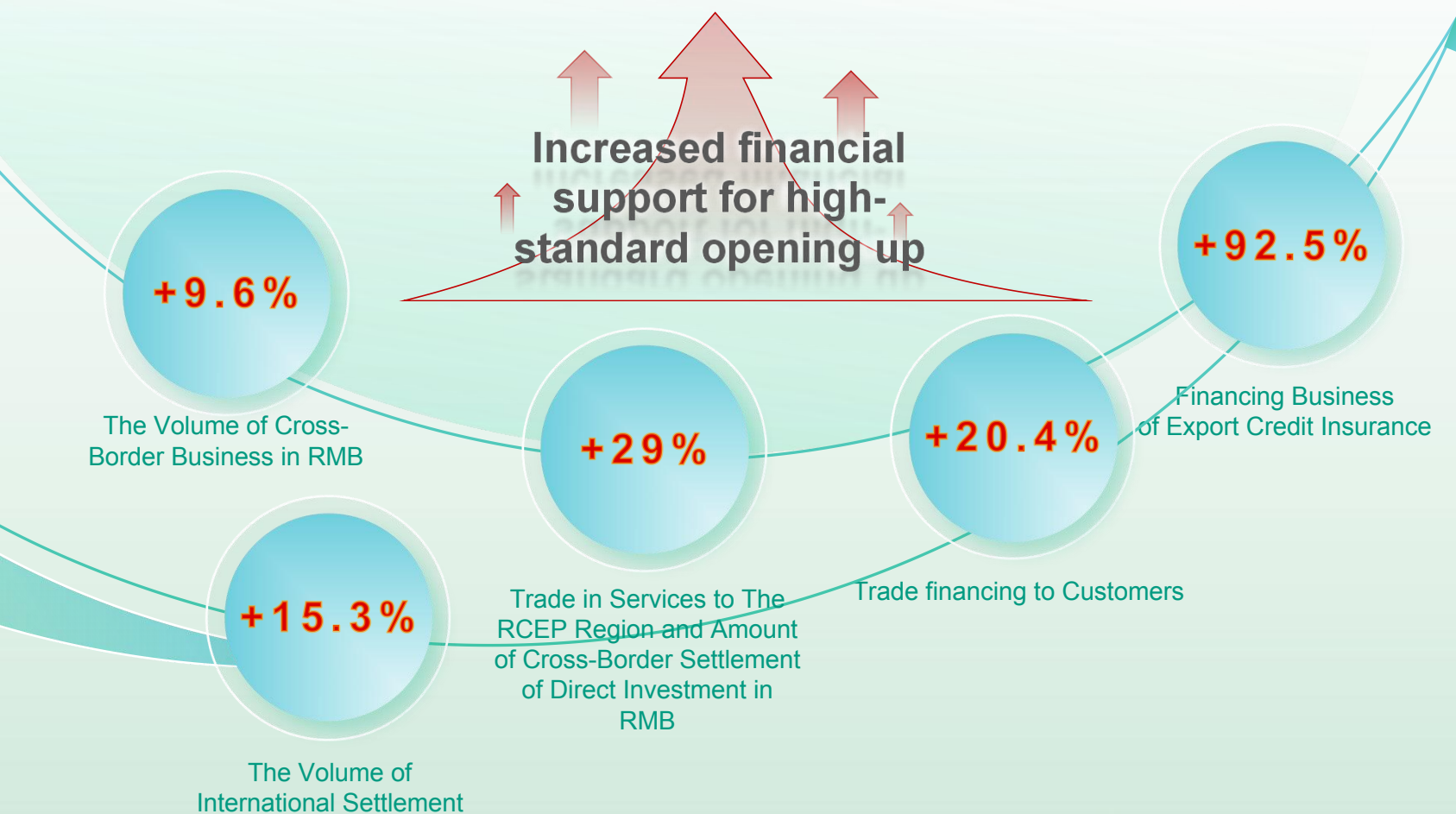
MSCI ESG rating upgraded to **"A"** level

The **highest ranking** of domestic listed banks currently



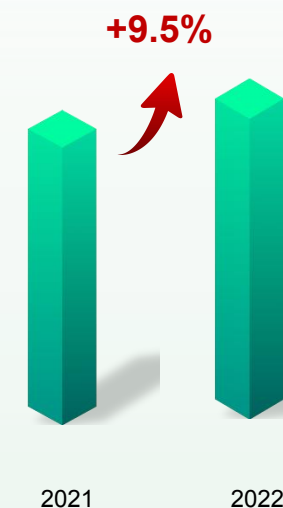


New Progress in Internationalization and Integration



The total assets of the subsidiaries of integrated operations increased steadily

The total assets of the subsidiaries of integrated operations





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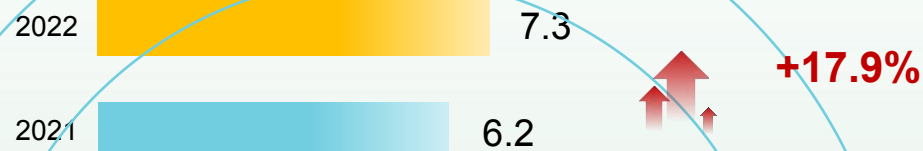
3 *A New Step in Serving The Agricultural Power*



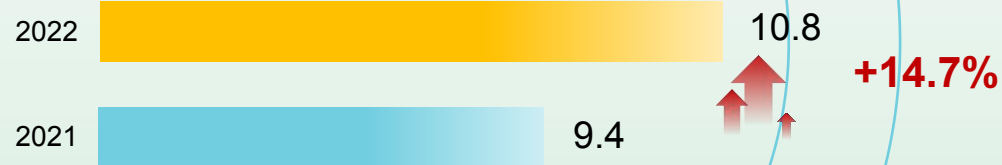


Rated **"Excellent"** in The Regulator's Assessment of Serving Rural Revitalization for Two Consecutive Years

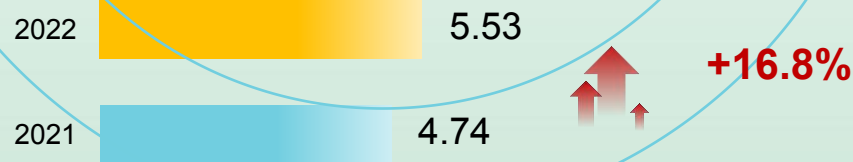
The Balance of Loans in County Areas / RMB Trillion



The Balance of Deposits in County Areas / RMB Trillion



The Balance of Loans Related to Agriculture / RMB Trillion



Continue to Consolidate and Expand the Achievements in Poverty Alleviation

Loan Balance of 832 Poverty Relief Counties
Amounted to
RMB **1.69** Trillion



Loan Balance of 160 National Poverty Alleviation Key Counties
Amounted to
RMB **314.9** Billion

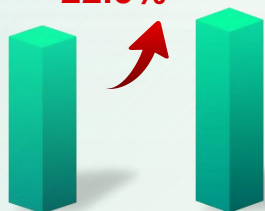




The Growth Rate of Credit Supply in Key Areas Reached a Higher Level

Loans for Grain in Key Areas

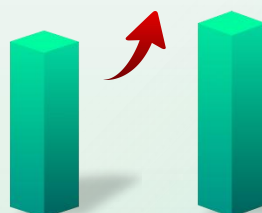
+22.5%



2021 2022

Loans to Industries in Rural Areas

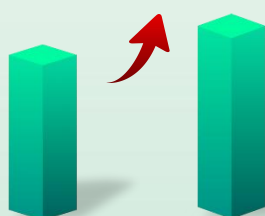
+22.4%



2021 2022

Loans for Rural Construction

+21.6%



2021 2022

Development in Integration of Fintech and Service Channels

- ④ The balance of the online farmers' loan "Huinong E-loan" was RMB **747.7** billion, with a growth rate of **37.3%**, accumulatively serving more than **15** million farmers
- ④ The platform for the management of rural collective funds, resources, and assets was launched in **1,488** counties
- ④ The number of customers in county areas for mobile banking amounted to **207** million, the number of monthly active customers for the "rural version" mobile banking amounted to **17.44** million
- ④ Provided over **15** thousand financial scenarios with agriculture-related features like smart animal husbandry , smart recruitment & investment and smart grain depots



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4 *New Achievements in Expanding Domestic Demand and Promoting Consumption*



New Achievements in Expanding Domestic Demand and Promoting Consumption



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Retail Loans

Loan balance amounted to RMB **7.55** trillion
RMB **428.1** billion increased
Increment maintained **leading position** in
the industry for three consecutive years

Residential Mortgage Loans

Loan balance amounted to RMB **5.35** trillion
RMB **104.3** billion increased
Increment maintained **leading position** in
the industry

Personal Consumption Loans

Loan balance amounted to RMB **841.4** billion
RMB **38.9** billion increased

Credit Card Loans

Loan balance amounted to RMB **647.7** billion
RMB **20.9** billion increased
Increment maintained **leading position** in the
industry



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5 *New Progress in*

Real Estate Financial Services



Supported and cooperated with local governments in “guaranteeing the delivery of property, people’s livelihood and stability”

177 projects were resumed,
91 projects were completed
and delivered



Supported outstanding real estate enterprises in optimizing the balance sheet

More than RMB **230** billion in
real estate development
loans was supplied



Focused on supporting the construction of affordable housing and rental housing

Affordable housing loan increment amounted to RMB **50** billion, maintained **leading position** in the industry





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6 Significant Achievements in Digital Transformation





Continuously deepen the application data

- Adhered to the main line of "data", and accelerated the construction of ten project frameworks as well as the application in key areas. The application effect of data products constantly emerged, and the accuracy of accurate risk recognition was improved
- Online loans supported by big data and fin-tech increased by RMB 904.5 billion
- The conversion rate of potential customers of small and micro businesses by precise identification exceeded 30%
- The smart anti-fraud platform monitored more than 300 million transactions in daily average.

The ability to online financial service system was improved continuously

ABC E-Loan
Balance : RMB 3 trillion



Internet high-frequency scene

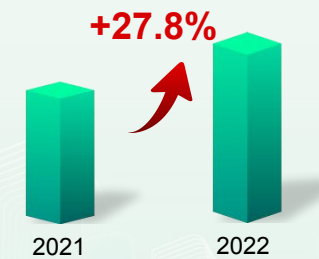


- The number of Monthly Active Customers for Mobile Banking reached **172** million, and its stock and increment both remained ahead of the industry

The Number of Monthly Active Customers for Corporate Online Banking Reached **6.679** million



The Number of Monthly Active Customers for Corporate Mobile Banking Reached **2.925** million





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7

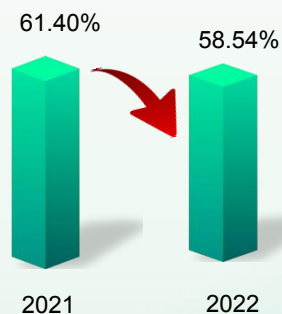
Continuous Increase in

Internal Growth Drivers



Adhered to the road of capital saving

The proportion of risk-weighted assets in total assets decreased by **2.86** percentage points

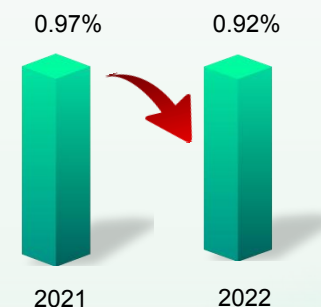


Capital adequacy ratio **+7** BP

17.20%

Deepened the reform of credit approval mechanism

The formation rate of Non-performing loans decreased by **0.05** percentage point



Continuously optimized operation system and mechanism

Cost-to-income ratio remained stable

31.63%



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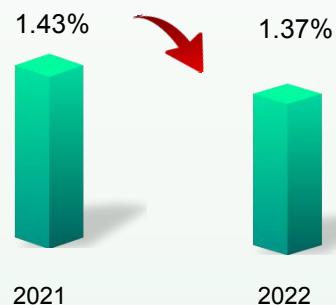
8 *Steady Improvement in Asset Quality*



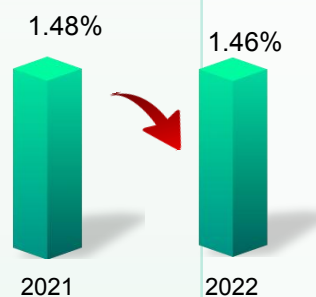


Asset Quality Remained Stable

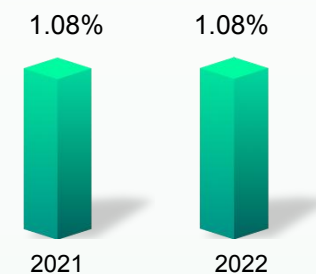
Non-performing loan ratio
decreased by **0.06** percentage point



The ratio of special-mentioned loans
decreased by **0.02** percentage point



The ratio of overdue loans
remained stable



Allowance to non-performing loans was **302.60%**, Maintained Strong Ability to Resist Risks



Continuously Improved The Capabilities to Guarantee Business Continuity

The Capability to Overall Risk Management Continued to Improve

- Continuously strengthened the comprehensive risk management system, improved the risk governance structure, optimized the risk management policies and systems, and further strengthened the integration of the group's risk management
- Carried out system-wide risk investigations, formulated risk prevention measures, and continuously enhanced the ability to predict, respond to and deal with major risks
- Reviewed and updated the Group's risk preference and comprehensive risk management strategy to guide business operations and risk management effectively
- Carried out customer risk modeling for housing-related credit, local government-related credit business, and large-value credit group, accurately identified risks in key areas to achieve early warning, early intervention, and early disposal

Significantly Enhanced the Capability to Market Risk Control

- The market risk management platform was put into operation, and the digital and intelligent transformation of risk control was deepened continuously
- In response to the sharp fluctuations in the financial market caused by changes in the external situation, we strengthened risk scanning and early warning and penetration monitoring to effectively control risk exposure
- The default rate of self-invested bonds was **Zero**. The overall market risk was stable and controllable

Significantly Enhanced the Capability to IT and Cyber-security Risks Control

- Paid close attention to cyber and information security management, promoted the construction of disaster recovery.
- The dual-active construction of **90** systems/modules such as quick payment system, personal online banking and personal mobile banking were completed
- The deployment for disaster recovery of **537** key information systems/modules were completed

Promoting high-quality economic development with high-quality financial services , making greater contributions to Chinese modernization !

1

Lead the way in serving the real economy

- ◆ Fully support new drivers and new fields in economic development
- ◆ Actively support the healthy development of private and small & micro enterprises
- ◆ Focus on financial services for consumption and people's livelihood
- ◆ Take solid steps toward real estate financial services

2

Specialize in financial services for rural revitalization

- ◆ Continue to prioritize increasing financial supply for county and rural areas
- ◆ Strengthen product and service model innovation in key areas
- ◆ Continue to consolidate and expand achievements in poverty alleviation
- ◆ Optimize digital rural financial services

3

Strengthen customer construction and business development

- ◆ Consolidate the leading position of retail deposits
- ◆ Maintain the steady growth trend of corporate deposits
- ◆ Tap the potential of deposits in county areas
- ◆ Further optimize the structure of liabilities

4

Improve the capability of value creation

- ◆ Optimize the allocation of non-credit large categories of assets
- ◆ Improve the quality of integrated and international operation
- ◆ Establish and improve linkage mechanisms for key businesses
- ◆ Improve resource input-output efficiency

5

Accelerate digital transformation

- ◆ Continue and progress accurately identified applications
- ◆ Continue to strengthen data support
- ◆ Optimize the operation mode of the outlets
- ◆ Promote omni-channel collaborative operation

6

Firmly uphold the bottom line of risk compliance

- ◆ Strictly prevent market risk and liquidity risk
- ◆ Strict adherence to case prevention and anti-money laundering compliance
- ◆ Make efforts to ensure IT and network data security
- ◆ Strengthen the protection of the rights of financial consumers



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Thanks