



徽商银行股份有限公司

Huishang Bank Corporation Limited

2023 Results Announcement

(Stock code: 3698.HK)

April 2024

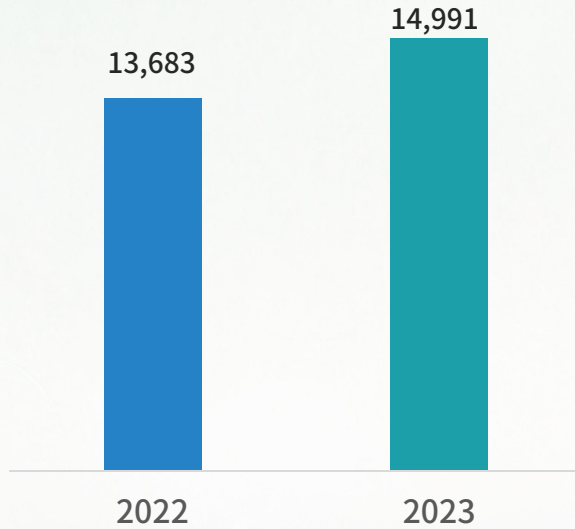
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Notes: Increase/decrease and percentage figures are derived based on financials rounded to RMB millions

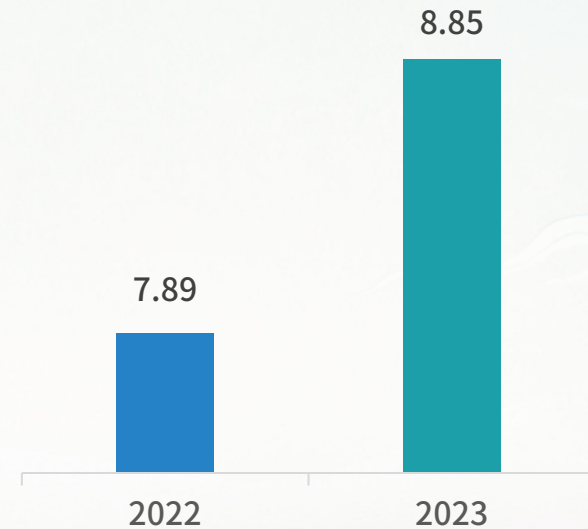
Stable Core Profitability

(RMB mm)



Net Profit

(RMB yuan)



Closing net assets
attributable to
shareholders of the
Bank

Steady Expansion of Business Scale

Total Assets: RMB **1,806.14bn**

Growth: **14.30%YTD**

Total Loans and Advances to Customers

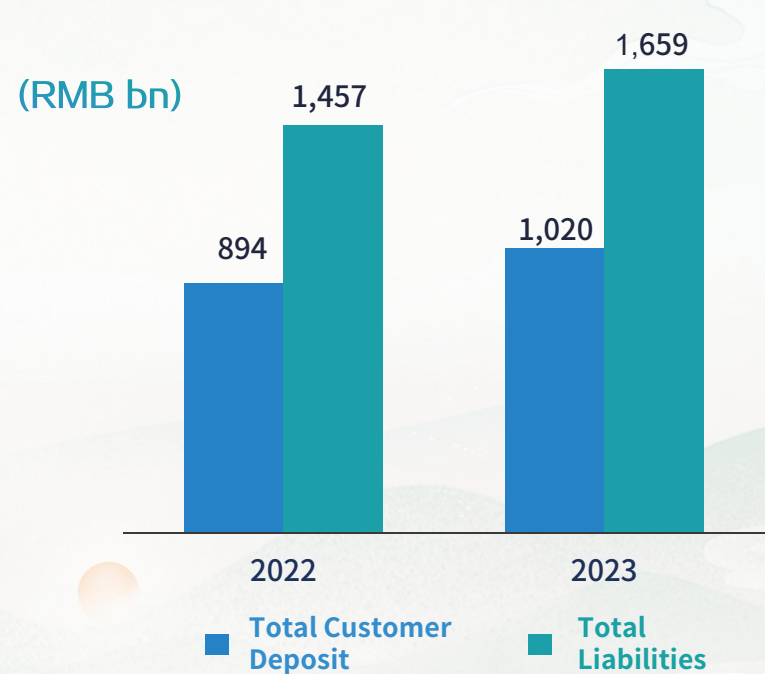
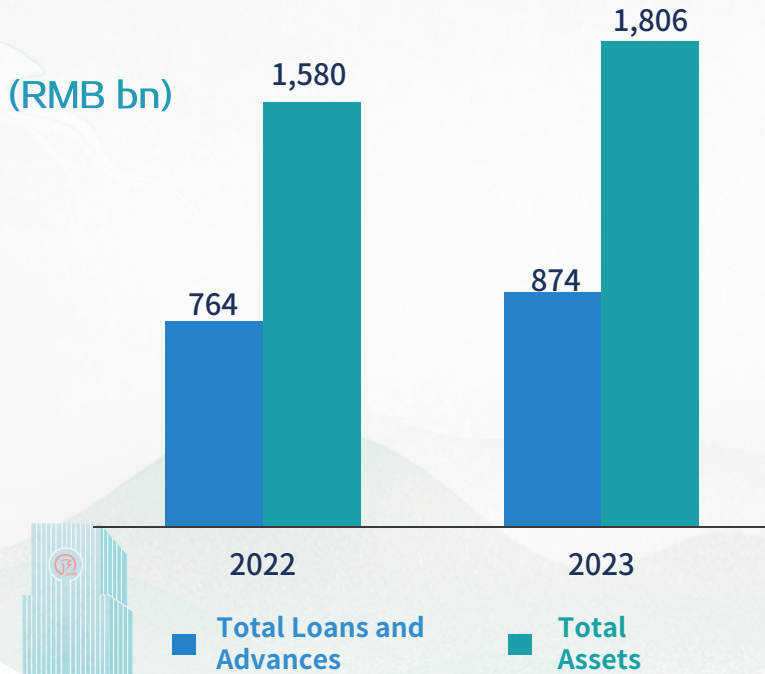
Growth: **14.38%YTD**

Total Liabilities: RMB **1,659.42bn**

Growth: **13.86%YTD**

Total Customer Deposits

Growth: **14.09%YTD**

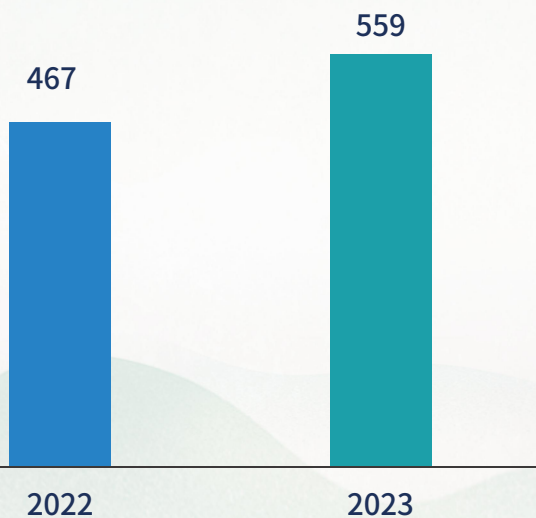


Rapid Growth of Corporate Banking Business

Total Corporate Loans: **558.51bn**

Growth: **19.67%YTD**

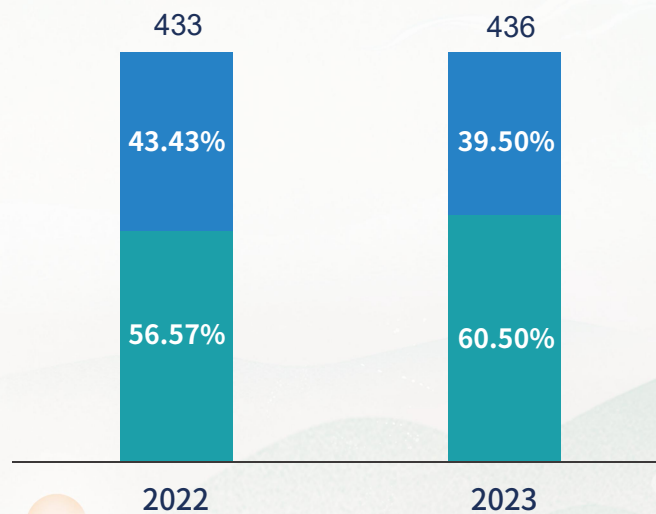
(RMB bn)



Continue to Maintain

Its Leading Position in Corporate Deposits within Anhui Province

(RMB bn)



■ Demand Deposits ■ Time Deposits

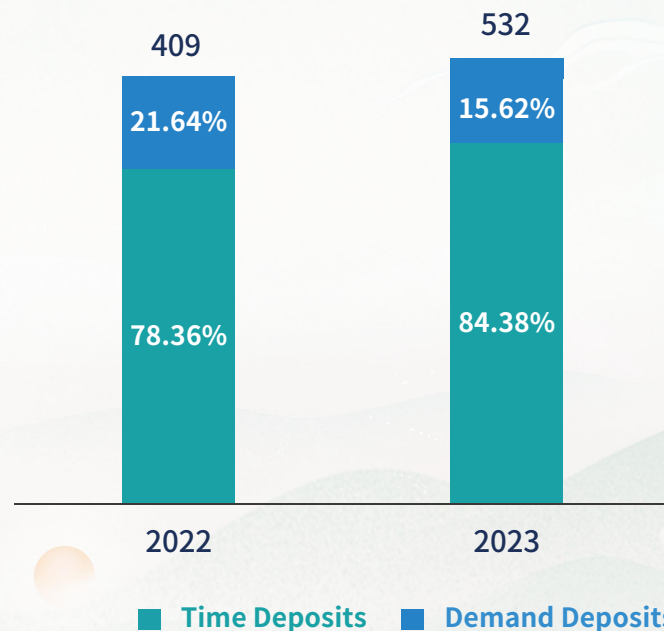
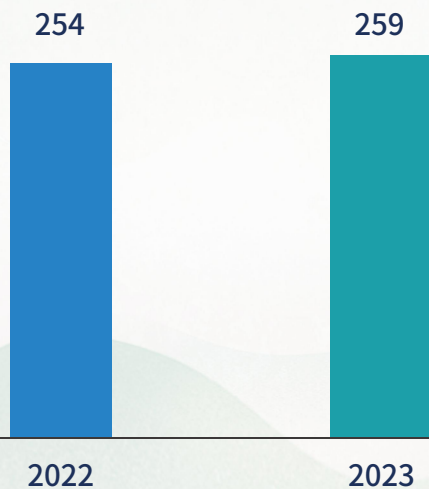
Rapid Growth of Retail Banking Business

 Retail Loan Growth **2.07%YTD**

 Retail Deposit Growth: **30.16%YTD**

(RMB bn)

(RMB bn)



 Time Deposits  Demand Deposits

Development of Other Businesses

Transaction banking

The Bank closely working on industrial chain scenarios of the real economy, accelerate digital transformation and provide a full course of follow-up services for upstream and downstream customers, with the depth and breadth of its supply chain services further enhanced. As of the end of the Reporting Period, the number of core corporate customers of the Bank increased by 110% YTD and the number of upstream and downstream customers increased by 146% YTD. In 2023, the Bank signed contracts with 10,908 customers on cash management, representing an increase of 26.06% YTD; the annual transaction amount of the cash management business reached RMB6.4 trillion, representing an increase of 28.26% YTD.

Investment bank

The Bank vigorously promoted the underwriting business of debt financing instruments. The Bank completed the registration of 95 debt financing instruments, with a total registered amount of RMB204,563 million; and completed the issuance of 135 debt financing instruments with an underwriting amount of RMB54,126 million, increasing by 130% YTD. In 2023, the Bank continued to make breakthroughs in the asset securitization and financing debts business, successfully implementing the lead underwriting business of multiple asset securitization products and financial bonds. It also achieved rapid growth in the sector of M&A loan business and further satisfied the diversified corporate financing needs.

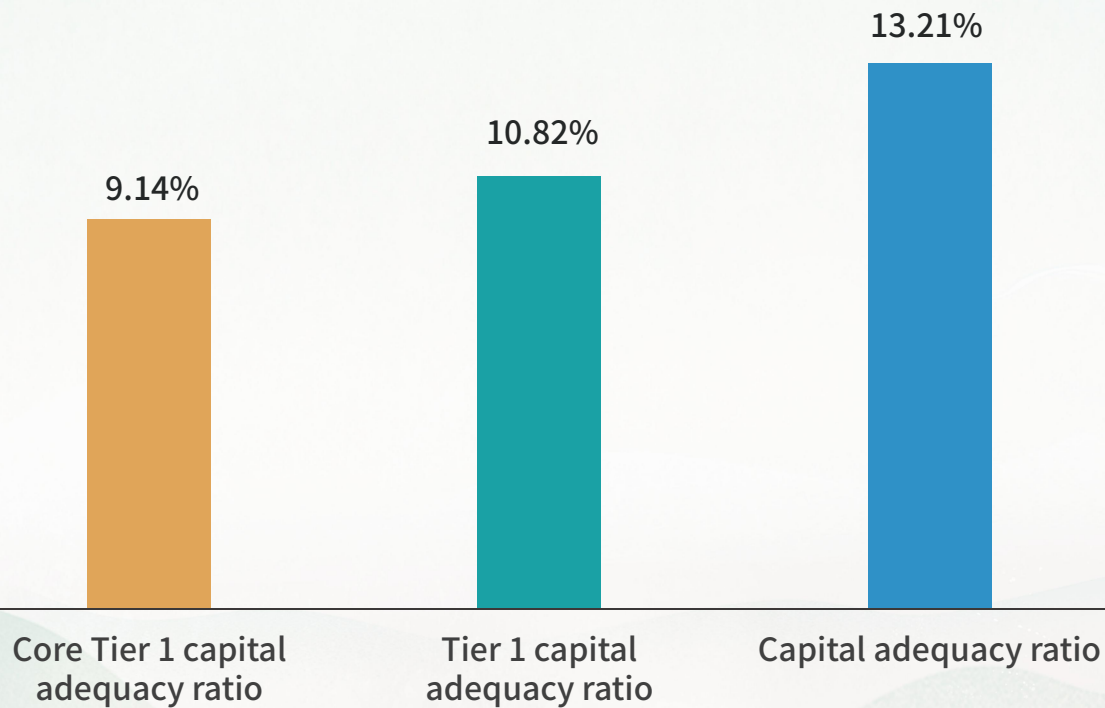
Fintech business

The Bank adheres to the spirit of the Central Financial Work Conference on the development of science and technology financial events, deeply implements the work deployment and requirements of the Anhui Provincial Party Committee and the provincial government on the reform of science and technology finance, helps with the construction of an innovative province, and builds the brand of science and technology finance for Huishang Bank. As of the end of 2023, the balance of loans to technology-based enterprises amounted to RMB76,442 million, representing a net increase of RMB17,912 million or 30.6% YTD. The number of technology-based enterprise loan customers amounted to 6,617, representing an increase of 53.7%. As of the end of 2023, online credit loans of RMB7.85 billion were provided to 2,772 science and technology enterprises.

Green finance business

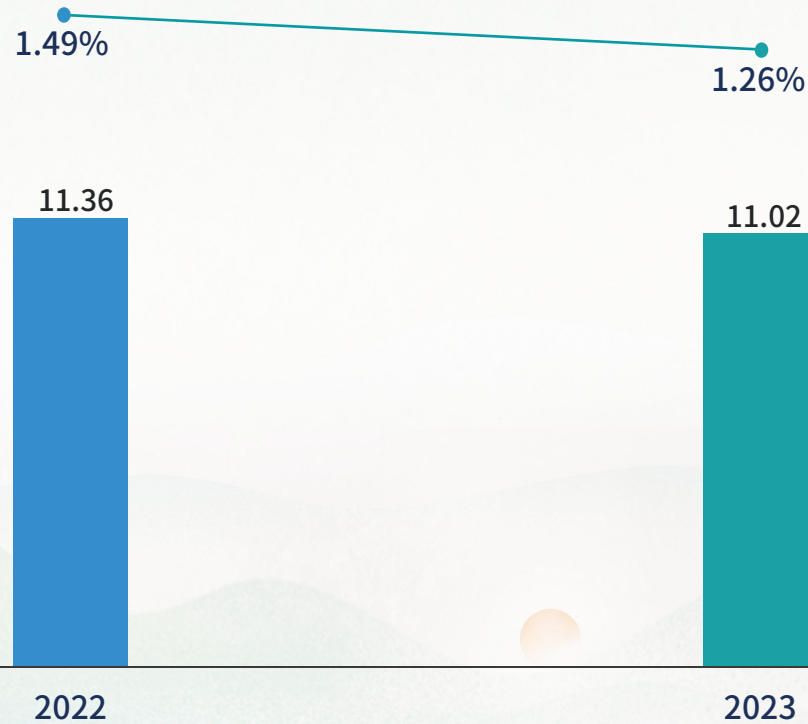
As of the end of 2023, the green loan balance of the Bank amounted to RMB82.404 billion in total, representing an increase of RMB27.827 billion or 50.99% YTD. Among which, the green loan balance in Anhui Province amounted to RMB75.013 billion in total, representing an increase of RMB24.804 billion or 49.40% YTD. The balance of corporate green loans accounted for 9.06% of the balance of loans of the Bank in domestic and foreign currencies, representing an increase of 2.08 percentage points as compared with the end of 2022.

Capital Adequacy Ratios Continuously Comply with Regulatory Requirements



Significant Decrease in NPL Ratio

(RMB bn, percentage excluded)



■ ■ Total NPL

— NPL Ratio

• 2024 Outlook •

In 2024, the Bank will leverage the leading role of Party building and focus on implementation of projects in nine major areas, the Bank will focus on enhancing our professional capabilities in all respects, expedite reform and innovation, deepen transformation and development, strive to do a good job of developing technology finance, green finance, inclusive finance, pension finance and digital finance, make strides in building an outstanding local mainstream bank, and compete for becoming a benchmark for the banking industry in serving the highquality development of Anhui Province in the new era.



Serving the real economy in all respects



Continuously deepening transformation and development



Accelerating the development of professional capabilities



Strengthening the management of risk control and internal control

Summary Financials

RMB in millions, percentage excluded	2023年	2022年		Change
Total assets	1,806,144	1,580,236	↗	14.30%
Total loans and advances	874,223	764,309	↗	14.38%
Total liabilities	1,659,417	1,457,414	↗	13.86%
Total customer deposits	1,020,158	894,156	↗	14.09%
Equity attributable to shareholders of the bank	142,983	119,608	↗	19.54%
Core Tier 1 capital adequacy ratio	9.14%	8.60%	↗	0.54PPT
Capital adequacy ratio	13.21%	12.02%	↗	1.19PPT
NPL ratio	1.26%	1.49%	↘	0.23PPT
Allowance to NPL ratio	271.94%	276.57%	↘	4.63PPT
Allowance to loans ratio	3.43%	4.11%	↘	0.68PPT

Summary Financials (Cont' d)

RMB in millions, percentage excluded	2023年	2022年		Change
Net interest income	28,720	28,705	↗	0.05%
Net fee and commission income	2,805	4,180	↘	32.89%
Operating income	36,365	36,230	↗	0.37%
Profit before tax	17,657	17,315	↗	1.98%
Net profit	14,991	13,683	↗	9.56%
Earnings per share (RMB Yuan)	1.00	0.93	↗	7.53%
Net interest margin (NIM)	1.88%	2.11%	↘	0.23PPT
Cost-to-income ratio	28.05%	26.15%	↗	1.90PPT
Return on average assets	0.89%	0.92%	↘	0.03PPT
Return on average net asset	12.52%	12.77%	↘	0.25PPT



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Thank you!

