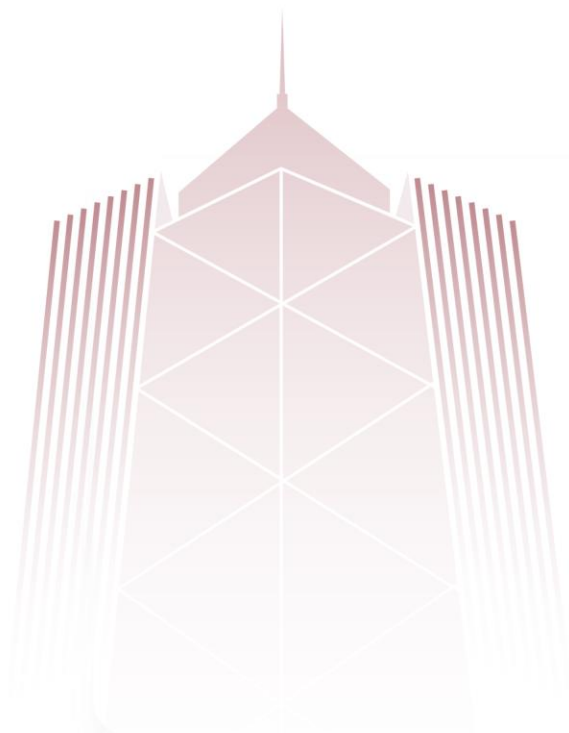


# 2024 Annual Results Release

26 March, 2025



This presentation and subsequent discussions may contain forward-looking statements that involve risks and uncertainties. These statements generally use the words “believe”, “expect”, “anticipate”, “estimate”, “plan”, “forecast”, “target”, “may”, “will” and other forward-looking terms. You should not place undue reliance on such forward-looking statements, which speak only as at the date of this presentation. These forward-looking statements are based on our own information and information from other sources that we deem as reliable. They are related to future events or the future financial, business or other performance of the Bank and are subjected to a number of uncertainties that could cause actual results to differ materially.



**2024 Operating Results**

Major Business Developments

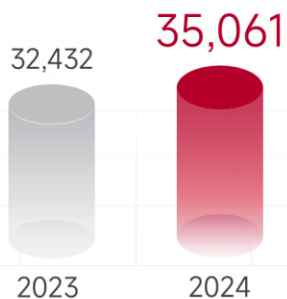
Outlook for the Next Stage

# ⊕ Assets and liabilities realised prudent growth

## Assets

RMB billion

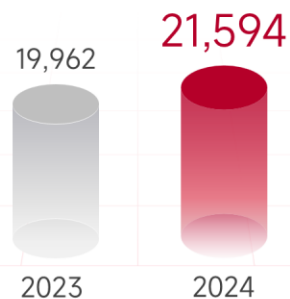
**+8.11%**



## Loans

RMB billion

**+8.18%**

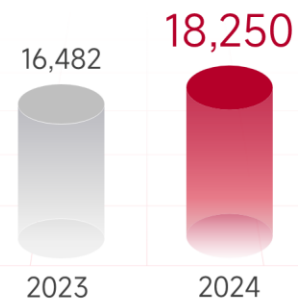


## Domestic RMB loans

(accrued interest excluded)

RMB billion

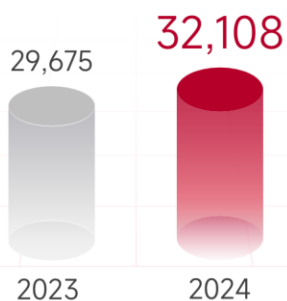
**+10.72%**



## Liabilities

RMB billion

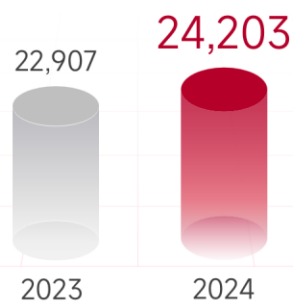
**+8.20%**



## Deposits

RMB billion

**+5.66%**

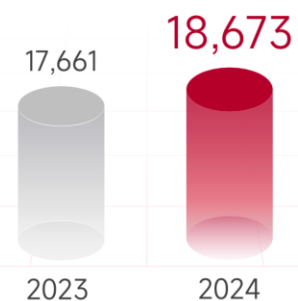


## Domestic RMB deposits

(accrued interest excluded)

RMB billion

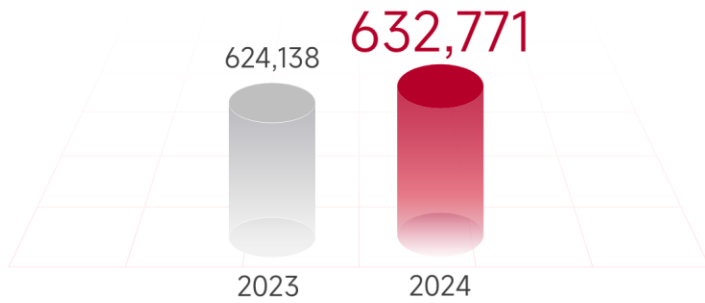
**+5.73%**



# Financial performance achieved solid progress

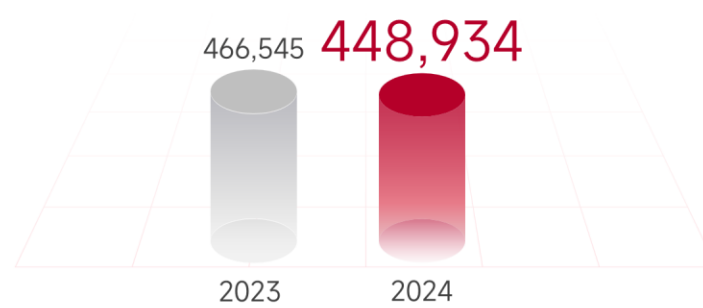
## Operating income

RMB million



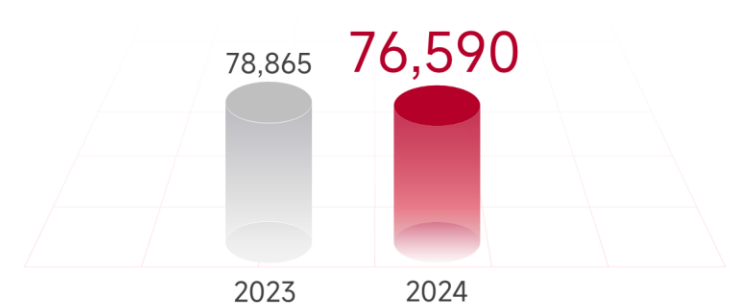
## Net interest income

RMB million



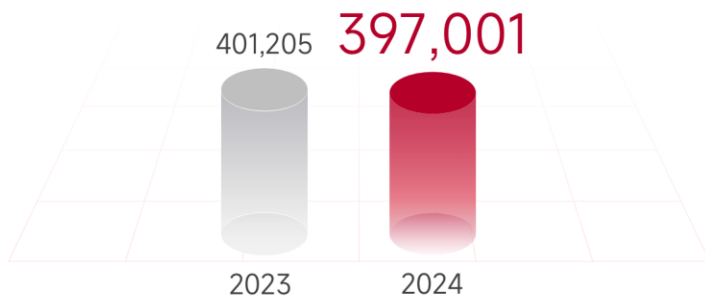
## Net fee & commission income

RMB million



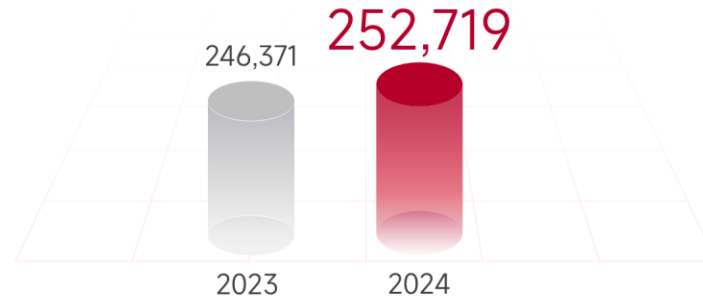
## PPOP

RMB million



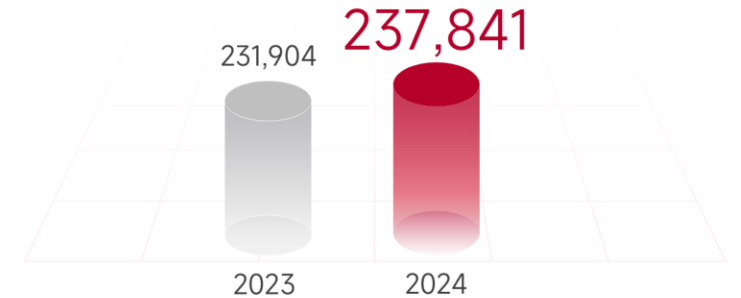
## Profit after tax

RMB million



## Profit attributable to shareholders of the Bank

RMB million



## ⊕ Key indicators maintained within a reasonable range



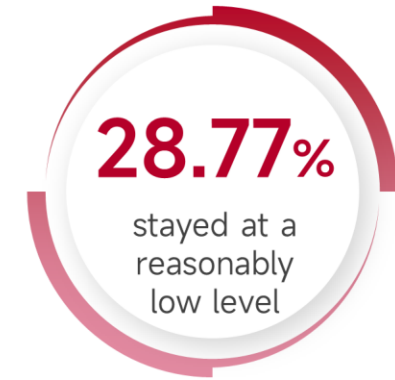
Net interest margin

- Interest rate of domestic RMB loans decreased by **47** bps yoy, as the Bank supported development of the real economy
- Interest payment ratio of domestic RMB deposits decreased by **16** bps yoy, as the Bank stuck to coordinated development of deposit quantity and price
- NIM of overseas institutions decreased by **5** bps yoy, as the Bank actively responded to the overseas monetary policy shift



Non-Interest Income to operating income

- Non-interest income increased by **16.65%** yoy
- Net gains on the transfers of financial assets and net trading gains grew well, as the Bank seized business opportunities amidst market fluctuations
- Both the sales revenue of precious metals and insurance revenue increased steadily, as the Bank leveraged its advantages in globalisation and comprehensive operations
- Commission income from agency stock trading and income from agency fund distribution, syndicated loans and payment and settlement services grew steadily, as the Bank focused on customer demands and expanded customer bases



Cost-to-income ratio

(calculated under regulations in the Chinese mainland)

- General operating and administrative expenses decreased by **1.21%** yoy, as the Bank continuously optimised expenditure structure and strictly controlled general expenditures
- Marketing and expansion expenses as a percentage of total business expenses continued to rise, as the Bank increased investment in market expansion
- IT expenses increased by **6.30%**, with its share in operating income up by **0.16** pps, as the Bank enhanced its support for digital transformation



# ⊕ Comprehensive risk management improved effectively

## Key risk indicators

	31 Dec 2023	31 Dec 2024	
NPL ratio	1.27%	1.25%	-0.02 pps
SML ratio	1.46%	1.47%	+0.01 pps
Allowance for loan impairment losses to NPLs	191.66%	200.60%	+8.94 pps

## Key capital ratios

	31 Dec 2023	31 Dec 2024	
Core tier 1 CAR	11.63%	12.20%	+0.57 pps
Tier 1 CAR	13.83%	14.38%	+0.55 pps
CAR	17.74%	18.76%	+1.02 pps

Efficiently completed annual dividend distribution for 2023, and initiated interim dividend distribution for 2024

The Board of Directors has recommended a final dividend on ordinary shares for 2024 of RMB1.216 per 10 shares<sup>Note</sup> (before tax). Together with the interim dividend already paid for the first half of 2024, the cash dividend for 2024 will be RMB2.424 per 10 shares (before tax)

Note: Subject to the approval of the forthcoming Shareholders' Meeting



2024 Operating Results



Major Business Developments



Outlook for the Next Stage



# Enhanced the quality and efficiency of serving the real economy

Supported the development of new quality productive forces in accordance with the needs and intensified efforts to promote the “Five Major Tasks” of financial services



## Technology finance

- Served **102.9** thousand technology enterprises
- Provided **RMB1.91** trillion of credit support
- Cumulatively supplied more than **RMB710.0** billion integrated services
- Established the Technology Finance Center of the Head Office and **24** Technology Finance Centers at tier-1 branches
- Led among peers to establish a sci-tech innovation fund of funds (FoF)



## Green finance

- Green credit loans reached **RMB4.07** trillion, up **31.03%**  
Ranked 1st among Chinese peers in Bloomberg's "Global Green UoP Loans" "Global Sustainability-Linked Loans" and "Global Green Loan Principles Loans"
- Green bond investments exceeded **RMB100.0** billion
- Underwrote domestic green bonds of **RMB261.837** billion
- Underwrote overseas green bonds of **USD23.795** billion  
Maintained a market-leading position in terms of green bond investment and underwriting scales



## Inclusive finance

- Inclusive finance loans to SMEs reached **RMB2.28** trillion, up **29.63%**
- Number of inclusive customers reached nearly **1.50** million, up **39.62%**
- Granted **RMB603.423** billion loans to **41.7** thousand national and provincial-level "specialised, refined, featured and innovative" SMEs
- Agriculture-related loans reached **RMB2.50** trillion, and inclusive agriculture-related loans reached **RMB513.611** billion, up **36.41%**



## Pension finance

- Number of enterprise annuity individual accounts reached **4,435.8** thousand, up **7.57%**
- Served over **19.9** thousand enterprise annuity customers
- Scale of entrusted pension funds reached **RMB259.091** billion, up **23.44%**
- Scale of pension funds under custody reached **RMB1.17** trillion



## Digital finance

- Cumulative number of registered mobile banking users exceeded **293** million, up **6.90%**
- Ranked 1st among comparable peers in terms of E-CNY consumption amount and number of vendors accepted
- Integrated both internal and external data, and completed construction of the "BOC One Table"
- Deepened data analysis and application, and effectively supported precision marketing, risk prevention and control, and operation optimisation

# Realised high-quality development in major businesses

## Corporate Banking

- Domestic RMB corporate loans exceeded RMB12 trillion
- Loans to strategic emerging industries, the manufacturing industry and the private sector increased by 26.31%, 16.60% and 18.72%, respectively
- Ranked among the top tier in China's interbank bond market (CIBM) in terms of bond underwriting volume
- International settlement transactions handled by domestic outlets amounted to USD4.06 trillion, up 20.51% yoy
- Cross-border RMB settlement amount exceeded RMB16 trillion, up 26.27% yoy
- Number of newly opened RMB clearing accounts for correspondent banks led the market
- Led the industry in terms of both customer base and business scale of custodian service for Qualified Foreign Investors (QFI) and agency service for overseas central banks and other sovereign institutions
- Scale of cross-border e-commerce settlement increased by 39.82% yoy

## Personal Banking

- Domestic RMB personal loans increased by 3.48%, as the Bank accelerated the online-migration of non-housing consumer loans
- Number of domestic personal customers reached approximately 540 million
- AUM of the Group's personal customers reached RMB15.77 trillion
- The Group had 198.9 thousand private banking customers with AUM of RMB3.14 trillion, and established 203 private banking centers in the Chinese mainland
- Customers of "Greater Bay Area Account Opening" exceeded 400 thousand, up 15.94%
- Cumulatively issued 124.4736 million physical social security cards and 43.4335 million electronic social security cards

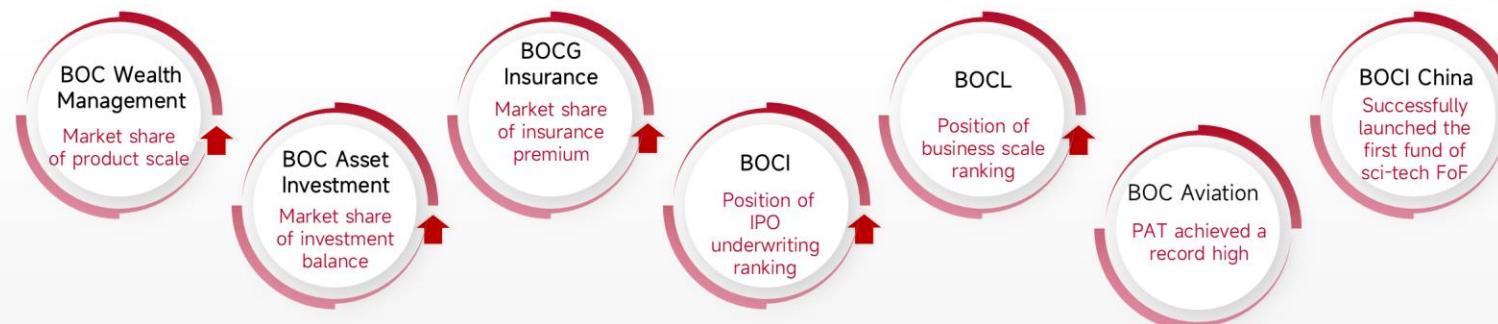
## Financial Markets Business

- Increased investment in treasury bonds, local government bonds, sci-tech innovation bonds, green bonds and other key areas
- Took the lead in participating in market innovations including RMB/MOP trading and RMB foreign exchange trading in the Free Trade Zone at CFETS
- Ranked first in volumes of bond custody for overseas institutions
- Ranked 1st in terms of the underwriting scale of Panda bonds and Chinese offshore bonds
- The Group's asset management business reached RMB3.48 trillion
- The Group's assets under custody exceeded RMB20 trillion, ranking 1st among major peers in terms of the growth rate of assets under custody

## Comprehensive Operation

Focused on serving the real economy and further optimised the synergistic mechanisms between the Bank and its comprehensive operation companies

Launched over 400 collaborative projects, providing nearly RMB150.0 billion comprehensive financial support to customers





# ⊕ Achieved promising results in serving high-standard opening-up

Profit before tax

USD **9.276** bn  
up **14.75%** yoy ▲

Contribution to profit before tax of overseas commercial banks increased

Globalisation as the core and priority of development strategy

Deposits and loans of overseas commercial banks grew steadily

Deposits

USD **589.102** bn  
up **6.70%** ▲

Loans

USD **423.720** bn  
down **2.53%** ▼

Totalled **543** overseas branch institutions  
Covered **64** countries and regions outside the Chinese mainland, including **45** countries along the Belt and Road partner countries

Continuously improved regional and intensive development

Constantly enhanced the role of BOCHK in driving Southeast Asian institutions

Continuously reinforced the regional management capabilities of BOC(Europe)

Steadily promoted regional collaboration and coordination mechanism in Latin America, South Asia, and the South Pacific regions

Reinforced advantages in globalised businesses

Newly designated as local RMB clearing bank in Mauritius, resulting in **16** overseas RMB clearing banks in total

Cross-border RMB clearing transaction amount reached RMB **1,313.83** trillion, up **40.05%** yoy

Number of customers registered for "Cross-boundary Wealth Management Connect" reached **64.9** thousand, and cumulative cross-border remittance totaled RMB **44.450** billion, maintaining market leading position

Led its Chinese peers in terms of the underwritten volume of Chinese offshore bonds and Panda bonds, and market share of the cross-border custody business

Achieved fruitful results in serving "Going Global" and "Bringing In" policies

Cumulatively followed up on over **1,200** credit projects in countries along the Belt and Road, with cumulative credit support exceeding USD **372.0** billion

Number of overseas cash management accounts increased by **14%**

Ranked first among peers in terms of the market shares of cross-border L/G and cross-border cash management business

Organised **11** cross-border business matchmaking events

# Consolidated the foundation for safe and stable development

## Deeply advanced the construction of the comprehensive risk management system

Refined the closed-loop management mechanism for risk assessment and investigation and emergency risk event response

Formulated risk strategies for overseas institutions on a “market-by-market” approach

Strengthened on and off-B/S integrated risk management

### Credit risk management

- Continuously adjusted and optimised the credit structure closely in line with national strategies
- Improved “full-coverage and penetration” asset quality monitoring system, with a focus on key risk areas
- Maintained stable asset quality

### Market risk management

- Fortified the weak links in market risk management of overseas institutions
- Strengthened forward-looking risk assessment and emergency management capabilities
- Continued to enhance independent and controllable risk management capabilities

### Internal control and operational risk management

- Implemented new regulatory requirements and strengthened the governance of institutions weak in case prevention and high-risk areas
- Took actions to enhance operational risk governance and intensified the rectification and accountability of key items

### Money laundering and sanctions compliance risks management

- Streamlined the due diligence management mechanism, and enhanced the control of high-risk customers and transactions, as well as risks in key sectors and institutions
- Organised and promoted implementation of the new *Anti-Money Laundering Law*, and refined the long-term compliance mechanism for overseas institutions

### Liquidity risk management

- Used risk limits and stress testing tools to enhance forward-looking and proactive management

### Management of interest rate risk in the banking book

- Timely adjusted the structure of assets and liabilities, optimised internal and external pricing strategies, and struck an appropriate balance between risk and return

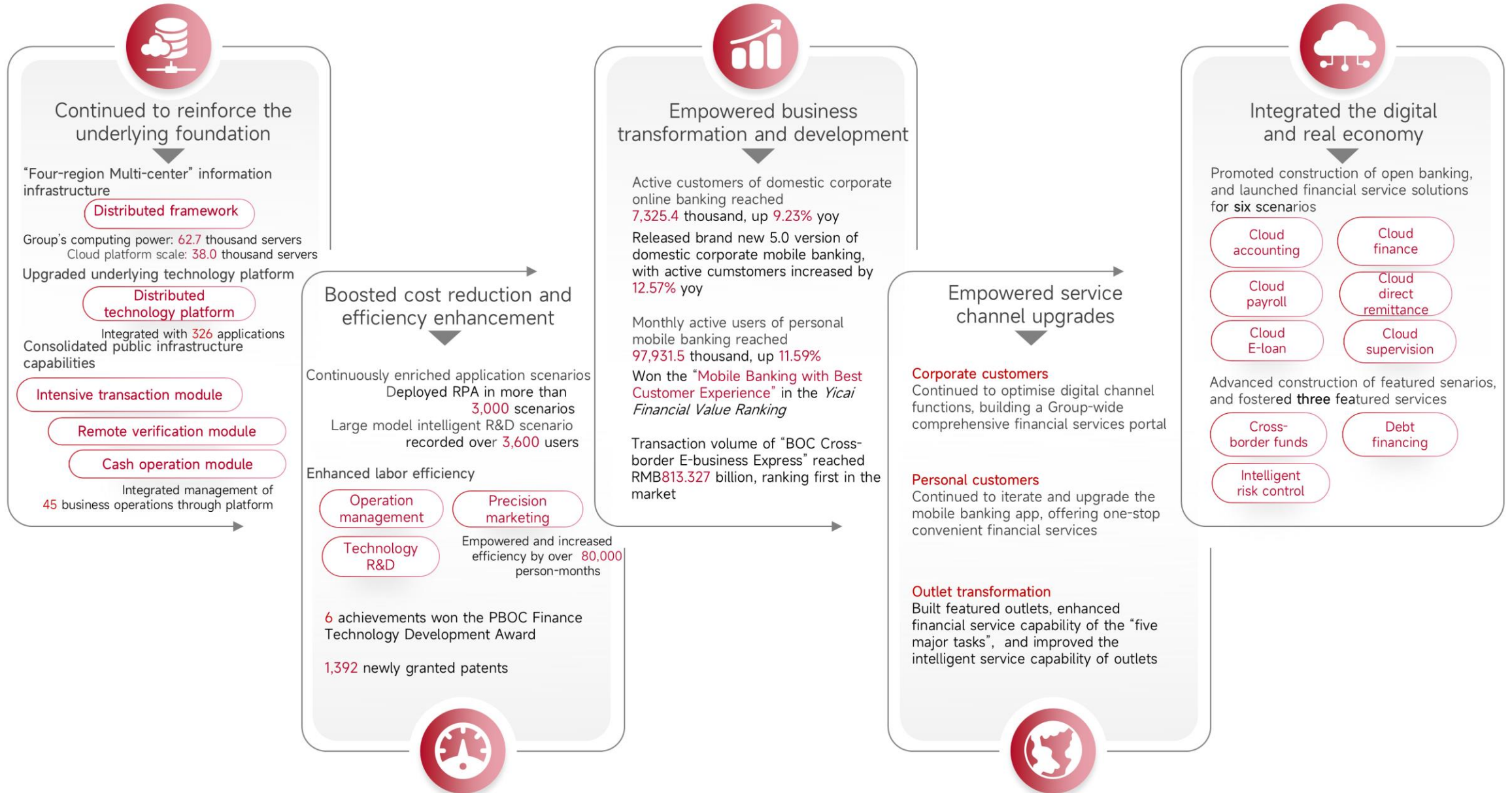
### IT risk management

- Optimised the production & operation management mechanism, and enhanced the network security capability
- Ensured the safe and stable operation of the Bank’s network and critical information systems, and kept overall risks under control

### Reputational risk management

- Strengthened building of mechanism, placed emphasis on prevention and took multiple measures to proactively mitigate reputational risk

# Accelerated digital transformation







2024 Operating Results

Major Business Developments

**Outlook for the Next Stage**





Focus on customer needs, optimise financial supply and build a diversified and specialised financial service system

- For corporate banking, actively support the development of new quality productive forces, and continuously enhance the quality and efficiency of financial services for the real economy
- For personal banking, continue to advance the six key initiatives of payroll services, third-party payments, wealth management, mobile banking, cross-border services, and social security card operations
- For financial markets business, enrich and optimise product mixes, and strengthen client marketing in financial factor markets, non-banking institutions, and insurance sectors
- Enhance the market competitiveness of comprehensive operation companies, intensify collaboration and coordination, and increase overall value contribution

Focus on national strategies, leverage traditional strengths, and expand global presence and international competitiveness

- Improve the quality and efficiency of services for Chinese enterprises "going global" and foreign investments "bringing in"
- Consolidate and expand leading position in traditionally competitive businesses and edges in free trade zone business as a pioneer
- Deliver services that integrate cross-border RMB settlement, and support overseas institutional investors in participating in China's factor markets
- Boost the presence of overseas institutions, regional management and market competitiveness, and further push overseas institutions to bolster strengths and build featured services

Focus on financial risks, strengthen worst-case scenario thinking and ensure no systemic risks arise

- Adhere to the principles of "early identification, early warning, early exposure, and early disposal", and enhance the construction of full-coverage, whole-process, and full-lifecycle comprehensive risk management ability
- Establish a strong awareness of bottom-line thinking and worst-case scenario thinking, elaborately respond to external risks, prevent and mitigate risks in key areas
- Strengthen internal control and compliance management, enhance integrated risk management capabilities

Focus on consolidating fundamentals, reinforce the foundation of development, and boost the quality and efficiency of IT operations

- Accelerate the development of intelligent operation and maintenance system and disaster recovery and backup system, and enhance technological infrastructure support capability
- Develop a digital transformation evaluation system, and strengthen digital support for key business needs
- Strengthen the Group's centralised data management, and intensify data mining and utilisation
- Deeply promote the standard, intelligent and intensive channel operations, and continuously optimise business processes

**Thank you!**