



**Credit Agricole Corporate and Investment Bank (China) Limited**  
**2010 Annual Report**

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## Bank Profile

Credit Agricole Corporate and Investment Bank (China) Limited was locally incorporated on July 1<sup>st</sup>, 2009 and officially commenced business on August 3<sup>rd</sup>, 2009. Headquartered in Shanghai, CA-CIB (China) is a wholly-owned subsidiary of Crédit Agricole Corporate and Investment Bank. Further to the incorporation of CA-CIB (China), CA-CIB issued a first demand guarantee in respect of CA-CIB (China)'s obligations to demonstrate its full support to CA-CIB China.

CA-CIB has been present in China in a “continuous” fashion for more than a century, first through “La Banque de l’Indochine” which established its presence in China in 1898, making CA-CIB one of the foreign banks with the longest history in China. CA-CIB is also one of the first foreign banks which have obtained the RMB corporate licenses.

At present, CA-CIB (China) has five branches in Beijing, Shanghai, Tianjin, Xiamen and Guangzhou, with more than 140 employees offering professional financial services to over 300 corporate clients. In addition, CA-CIB maintains one representative office in Shenzhen and a branch in Shanghai.

CA-CIB and CA-CIB (China) are dedicated to providing customers with a broad range of products and services, including capital markets, brokerage, investment banking, financing, corporate banking.



## Group and Parent Bank Introduction

### Group

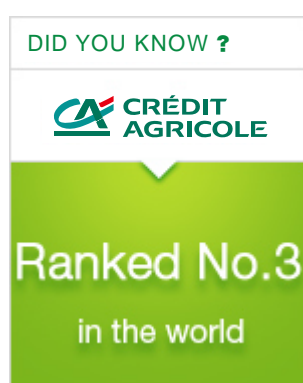
Crédit Agricole Group is the world's third-largest bank in total assets (*The Banker - July 2010*). The Group is present in 70 countries with more than 59 million customers and has over 160,000 employees worldwide.

| Activity / Profitability * | EUR                     |
|----------------------------|-------------------------|
| Net income - Group share   | 3.6 billion (up 31.5%)  |
| Gross operating income     | 13.4 billion (up 14.6%) |
| Operating income           | 8.2 billion (up 57.9%)  |

\*As of December 31<sup>st</sup>, 2010

Crédit Agricole S.A. has been awarded high ratings by the main rating agencies, reflecting its strong financial position.

| Ratings                         | Standard & Poor's | Moody's     | Fitch Ratings |
|---------------------------------|-------------------|-------------|---------------|
| Long-term senior unsecured debt | AA-               | Aa1         | AA-           |
| Outlook                         | Negative          | Stable      | Stable        |
| Last update                     | 25/06/2009        | 20/12/2010  | 23/07/2010    |
| Rating action type              | Outlook change    | Affirmation | Affirmation   |
| Short-term debt                 | A-1+              | Prime-1     | F1+           |



## Parent Bank

Our parent bank, Crédit Agricole CIB, is the Corporate and Investment Banking arm of the Crédit Agricole Group. With about 13,000 professionals comprised in more than 50 countries, Crédit Agricole CIB offers its clients a comprehensive range of products and services in capital markets, brokerage, investment banking, structured finance, corporate banking and international private banking.

Business lines of the Corporate and Investment Bank are listed as follows:

- Corporate and Investment Banking
- Structured Finance
- Equity Brokerage and Derivatives
- Fixed Income Markets
- Transaction & Commercial Banking
- International Private Banking

## Crédit Agricole Corporate and Investment Bank ID Card

Headquarter: 9, quai du Président Paul Doumer  
92920 Paris La Défense Cedex, France.

Telephone: +33 1 41 89 00 00

Website: <http://www.ca-cib.com>

Company with limited liability with a capital of EUR 6 055 504 839  
Registered under SIREN 304 187 701

# Financial Highlights

Unit: RMB million

|   | Notes <sup>1</sup> | 2010   | 2009 <sup>2</sup> |
|---|--------------------|--------|-------------------|
| <b>Results of operations</b>                        |                    |        |                   |
| Net interest income                                 |                    | 199    | 95                |
| Non-interest income                                 | 1                  | 95     | 61                |
| Operating income                                    | 2                  | 294    | 156               |
| Operating expenses                                  | 3                  | -196   | -81               |
| Profit before income tax                            |                    | 103    | 83                |
| Profit after income tax                             |                    | 51     | 82                |
| <b>Balance sheet items</b>                          |                    |        |                   |
| Total assets  |                    | 16,831 | 12,136            |
| Loans and Advances                                  |                    | 7,398  | 6,283             |
| Financial Assets classified as AFS and Trading      |                    | 3,237  | 1,472             |
| Placement with other banks                          |                    | 3,504  | 2,154             |
| Total liabilities                                   |                    | 13,703 | 9,055             |
| Due to other banks and FI                           |                    | 745    | 875               |
| Customer Deposits                                   |                    | 4,594  | 4,204             |
| Placement from other banks                          |                    | 6,697  | 3,362             |
| Owner's Equity                                      |                    | 3,128  | 3,081             |
| Paid-in Capital                                     |                    | 3,000  | 3,000             |
| Capital surplus / Surplus reserve / General reserve |                    | 120    | 8                 |
| Undistributed profit                                |                    | 8      | 73                |
| <b>Key financial ratios</b>                         |                    |        |                   |
| Return on average total assets (%)                  | 4                  | 0.35   | 1.54              |
| Return on average equity (%)                        | 5                  | 1.63   | 6.33              |
| Cost to income (%)                                  | 6                  | 52.64  | 45.83             |
| <b>Capital adequacy ratios</b>                      |                    |        |                   |
| Core capital adequacy ratio (%)                     |                    | 30.78  | 40.63             |
| Capital adequacy ratio (%)                          |                    | 32.37  | 42.10             |
| <b>Asset quality</b>                                |                    |        |                   |
| Non – performing Assets ratio (%)                   | 7                  | 0      | 0                 |
| Loan provision sufficient ratio (%)                 | 8                  | 100    | 100               |
| <b>Human resources</b>                              |                    |        |                   |
| Number of employees                                 | 9                  | 164    | 142               |

<sup>1</sup> Please refer to 'Definitions' in this annual report

<sup>2</sup> For the period from August 1<sup>st</sup>, 2009 (day of business conversion) to December 31<sup>st</sup>, 2009

# Important Events of the Year

## 1. Awards

- In December 2010, Crédit Agricole CIB has been ranked 1<sup>st</sup> Foreign Bookrunner in the China Syndication market for the third consecutive year
- Ranked 5<sup>th</sup> foreign bank in the derivatives market
- CA-CIB (China), together with 6 other foreign banks in Shanghai, won the 1<sup>st</sup> Prize from PBOC Shanghai on statistical reporting for the year 2010

## 2. Licenses

- All branches obtained their RMB business license

## 3. Launch of New Business Line

- Transactional Commodities Finance was launched in July 2010, making it the third pole in this activity in Asia together with Singapore and Hong Kong

## 4. Charities

- RMB1,076,000 was donated to Red Cross, in hopes of relieving some of the devastation caused by the powerful earthquake which hit Yushu County, Qinghai province in April 2010
- The Bank renewed our participation in financing another three-year program (2010-2012) to contribute to help impoverished farmers in China, in Partnership with Heifer International

## 5. Name Change

- In May 2010, the Bank's English name was changed from Calyon (China) Limited into Credit Agricole Corporate and Investment Bank (China) Limited

## Message from the Chairman



On behalf of the Board of Directors, I am delighted to present the Annual Report of Credit Agricole CIB (China) Limited (“the Bank”) for the financial year end of 31 December 2010.

2010 was a year of uncertainty over the global economic recovery. Despite this, the Bank was still able to achieve remarkable results in 2010 thanks to strong economic growth in China, as well as successful implementation of the refocusing plan of its parent company Crédit Agricole CIB (“the Group”). With an aim to weather the global financial crisis and adapt to the new economic and financial environment, the

Group’s refocusing plan was launched in 2008 and successfully completed at the end of 2010.

While the more well-developed economies were still suffering from the high government debt and weak domestic demand during 2010, major emerging economies in Asia were showing strength and have become the force behind the global economic recovery. Among all the Asian economies, China, benefiting from stronger fundamentals, resumed annual double-digit growth of 10.3 percent in 2010 and is expecting a stable growth in 2011. Against this backdrop, the Group will launch an Asia Strategic Plan (“ASP”) in 2011 to accelerate its future growth and capture abundant potential business opportunities in the region. Further expanding and developing business in China will be inevitably a top priority to the Group’s ASP.

Looking forward, the Bank will speed up its development in China by further localizing its business operations to align with the strategic direction of the Group. With the global economy expected to continue to recover in 2011, the Bank remains cautiously optimistic of the China market in the foreseeable future. In the face of unprecedented challenges and opportunities ahead, the Bank will continue to improve its corporate governance structure, strengthen its risk management and internal controls, effectively implement the expansion plan leveraging on the momentum built over the past years. Backed by more than a century of experience in banking in China and with the expansion plan well-mapped out, the Bank is confident in its business performance in China in the long run.

While pursuing its business growth, the Bank has remained fully committed to its social responsibility as a corporate citizen. In 2010, a new corporate social responsibility project was jointly launched with the Group to help impoverished farmers in China, and to improve local community’s environmental awareness. This project not only reaffirmed the Group’s core values and commitment to its



responsibility and sustainability, but also demonstrated its on-going efforts to contribute to the local communities and to the environment in China where it has been present for over 112 years.

Finally, I would like to thank our clients for their trust and support. I also wish to express my deep appreciation to our colleagues for their diligent work, and members of the Board of Directors for their significant contributions. I believe that, with the support of the Group, the commitment of our colleagues and guidance of the local government and regulators, we are well-positioned to achieve a higher level of success.

Patrice COUVEGNES  
Chairman  
March 30<sup>th</sup>, 2011

## Message from the President



The incorporation of our activities was part of our initial strategic view aimed at localizing our activities in China. It proved itself to be the right choice; 2010 has demonstrated a full and successful implementation of this strategy.

We increased our presence in the China market with a significant increase of our corporate customers while being active in all core businesses of our Group. We supported both Multinational customers onshore and overseas investments by Chinese groups.

We continued to expand our local expertise with the launch in particular of our Transactional Commodities Finance line in July which is now fully active on the whole China market.

We finished the year once again in lead position for the bookrunning of Syndicated transactions both plain vanilla or structured loans, increasing the number of deals closed compared to 2009.

Our Fixed Income activities registered a further growth in 2010 both on the sales and trading sides with the wish to enlarge further more our licenses scope in a near future.

Profitability on risk adjusted assets remained good with no impaired loans.

The main goals of our previous medium term strategic plan have been achieved. We need now to move to our next plan which is fully part of the Asia Strategic Plan.

The year 2011 is promising in terms of business pipe line thanks to our broader franchise but could be challenging because of some market uncertainties and tight ratios and policies that we are facing in the coming months .

We need to follow our strict internal control procedures in order to keep our activities clear of operational loss and pay high attention to regulations.

I would like to take this opportunity to thank again our customers and partners for their support and their business with our Bank as well as the teams of Crédit Agricole CIB for the excellent services performed in 2010.

Xavier ROUX  
President  
March 30<sup>th</sup>, 2011

# Management Report

## 1. Business Review

Crédit Agricole CIB has in China an extended experience in advising and arranging major projects. Considered as one of the top foreign corporate banking institutions in the country, Crédit Agricole CIB also has close relationships with local Chinese banks.

Crédit Agricole CIB has pioneered in China a large number of project financings and was among the first foreign banks to be licensed for Chinese currency (RMB) operations.

Credit Agricole CIB (China) Limited leverages its **local and global expertise** as well as its **network synergy** to advise and finance its clients' investments in and out of China:

### Corporate Banking

- Strong focus on Chinese Corporates and Financial Institutions as well as Multinationals.
- Short term and medium term financing, in RMB and / or foreign currencies, bilateral and/or by way of syndication combining the strength of international and/or local banks, Guarantees, Letters of Credit, deposits as well as cash management services (including full e-banking).

### Fixed Income

- Dealing rooms in Shanghai and Beijing.
- Clients are Corporates and Financial Institutions.
- Full range of hedging products (foreign exchange, interest rate derivatives, money market) and investment products.
- Leading position in both domestic and offshore markets for Chinese clients.

### Structured Finance

- Strong expertise in structured and project finance: Natural resources, Infrastructures and Power.
- Plain vanilla & Structured International Trade Finance: Bonds, L/C, Discounting of receivables, Forfeiting.
- Export Finance both inbound and outbound transactions.
- Commodities Finance: Leading position among international and domestic Trading Companies.
- Asset Financing: Strong presence and structuring capabilities for asset and cash-flow based financing.

### Syndication Market

Unrivalled market position established over time. Credit Agricole CIB (China) Limited is the leading foreign bank in China for several years for arranging and distribution of syndicated loans whether in USD or RMB.

## 2. Human Resources

### Staff Profile

As at the end of 2010, the Bank had 145 permanent employees. The staff composition by age and education background was as follows:

| Category               | Detailed distribution                  | Number of employees | % of total |
|------------------------|--|---------------------|------------|
| Age                    | Below 30                               | 50                  | 34%        |
|                        | Between 31 and 40                      | 65                  | 45%        |
|                        | Between 41 and 50                      | 24                  | 17%        |
|                        | Above 51                               | 6                   | 4%         |
| Educational Background | Holders of a Master's degree and above | 46                  | 32%        |
|                        | Bachelor degree holders                | 69                  | 48%        |
|                        | Others                                 | 30                  | 21%        |

The Bank implemented a gender balance by grade up to the general management as shown in the table below:

| Grade                              | Male | Female |
|------------------------------------|------|--------|
| Manager and above                  | 15%  | 19%    |
| From Supervisor to deputy Manager  | 13%  | 28%    |
| From Clerk to assistant Supervisor | 12%  | 12%    |

### Mobility

Being part of a large international network in more than 50 countries, we encourage the national and international mobility as one of the drivers to promote best practices within Crédit Agricole CIB and offer career opportunities to the employees.

### Training

We also attach great importance to training and offered more than 6000 hours of training in 2010 in all kinds of topics including banking product knowledge, information technologies, languages, compliance, risk control, soft skills etc.

## Compensation Management

As authorized by the Board of Directors, the Compensation Committee of the Bank shall be responsible, at the highest level in CA-CIB (China) Limited, for defining and formulating the remuneration policy and plans of the Bank's Directors and Senior Management Personnel and has power over all the Bank's branches and sub-branches (if any). Please refer to Corporate Governance (Page 29 of this Annual Report) for the membership composition and main duties and authorities of the Compensation Committee.

The compensation policy of the Bank is designed to compensate the employees competitively, as compared to the market and the environment, while ensuring a strict management of the payroll. The policy relies on an individualized compensation principle that takes into account the level and characteristics of the function performed, the experience and skills of the employees, while making sure that internal equity is observed for functions with equivalent weight in the organization, and that we remain competitive.

The compensation structure is composed of fixed compensation, variable compensation and other benefits.

The fixed compensation represents the compensation for the position held by the employee. Its level is determined by the nature and weight of the position within the organization, the range of responsibilities, the level of experience and the missions inherent to the person's function.

The variable compensation is determined according to a synthetic indicator, named contribution, and according to budget achievement on this specific indicator for each dept, based upon the "Bank activity". Contribution = Net Banking Income – (direct and indirect cost exc. Bonus) – cost of risk – cost of capital.

The variable compensation is linked to the Bank's performance and to the individual performance, evaluated based on measurable quantitative and qualitative criteria, specific to each function, in connection with the objectives set for each individual employee. A split between quantitative and qualitative criteria has been implemented. It also takes into account the attention paid by the employees to risk control and compliance issues.

Since fiscal year 2006, the Bank has been practicing a deferred system for the variable compensation payment. This system was amended as a result of the new regulations, which require among others, "the professional population of financial markets whose activities are likely to have a significant impact on the company's risk exposure" to defer a minimum of 50% of their variable compensation for at least 3 fiscal years subsequent to the allocation year. The purpose of these new standards is to assess, over the medium term, the lasting character of the performance achieved during the fiscal year when the variable compensation was allocated.

The total compensation in 2010 is RMB94,801,666 of which, the fixed compensation is RMB57,490,101; performance bonus is RMB13,721,681; medium to long term incentive is RMB3,260,042; benefits including social contribution, housing fund etc. is RMB20,329,842.

### 3. Corporate Social Responsibilities

The powerful earthquake which hit Yushu County, Qinghai province, on Wednesday April 14<sup>th</sup>, 2010 has once again brought the world's attention on west China.



CA-CIB (China) has donated, on the behalf of the Bank, its staff and its Trade Union an amount totaling RMB1,076,000 to Red Cross, in hopes of relieving some of the devastation.

The Bank also responded to the 2008 Sichuan Earthquake with donation to help relief efforts.

In 2010, the Bank renewed our participation in financing another three-year program (2010-2012) in Partnership with Heifer International.

Heifer is one of the world's most influential non profit organizations working on improving local farmer's income and their standards of living. The charity project adopts Heifer's unique approach of "Passing on the Gift". In addition to receiving an interest-free loan to purchase animals, all project families have been provided with training on animal management and natural resources management. They will pass the same amount of money, knowledge and skills to help new needy families within 2-3 years of receiving "their gifts". This process will continue in the same manner across generations of families, so as to reach more of the needy people for a long term benefit.

Our previous cooperation with Heifer lasted for three years (2007-2009). Our Bank was the biggest donor of Heifer China's Project which successfully lifted around 300 families out of poverty in Yunnan Tengchong, and significantly improved the local community's environmental and ecological awareness.

Our 2010-2012 partnership with Heifer will help impoverished farmers in Sichuan Yilong Mountainous Community to become self-reliant while preserving the environment.

Along with the deep values of our Group which began life as a cooperative institution making agricultural loans in 1894, our successive earthquakes donations and Heifer Charity cooperation renewal reflect our solidarity and our commitment to local population and are part of our sustainable development agenda.



#### 4. China League Tables

##### 2010 Bookrunner – China Loans

| Rank     | Banks                                 | Volume (US\$)        | Deals     |
|----------|---------------------------------------|----------------------|-----------|
| 1        | Bank of China                         | 13,549,394,672       | 39        |
| 2        | China Citic Bank                      | 3,088,744,987        | 10        |
| <b>3</b> | <b>Crédit Agricole CIB</b>            | <b>1,040,675,899</b> | <b>10</b> |
| 4        | Industrial & Commercial Bank of China | 925,969,345          | 2         |
| 5        | Standard Chartered Bank               | 925,549,497          | 9         |
| 6        | Sumitomo Mitsui Banking Corp          | 593,553,917          | 4         |
| 7        | HSBC                                  | 536,553,357          | 5         |
| 8        | Mizuho Corporate Bank                 | 453,746,410          | 11        |
| 9        | Agricultural Bank of China            | 339,862,996          | 1         |
| 10       | China Construction Bank               | 269,042,210          | 1         |

Source: Basis Point / Reuters LPC



## Risk Management

During the year of 2010, according to the provisions of the local regulatory bodies, with cautious, standardized, appropriate and sustainable risk management policies and also in strict accordance with the requirements of the Parent Bank and the Board of Directors, the Bank took an effective and stable control of various risks, including credit risk, market risk, operational risk, liquidity risk, reputation risk and compliance risk. Quality of our assets or credit portfolio remained at a high level. Market risk was well controlled within the limits prescribed by the Parent Bank. Also, operational risk was reduced to a minimal extent with the implementation and improvement of related systems and procedures. As an important part of corporate governance, reputation risk, which the Parent Bank and the Board attached great importance to, was reported periodically under the full responsibility of Compliance Department.

From the perspective of long-term risk management strategy, the Bank set up a complete development plan including 3-Year business plan and strategic development in China which has been approved by the Parent Bank and the Board of Directors. We review, adjust and modify the plan on yearly basis to meet requirement of business development in the new macroeconomic environment. For the past few years, although the development plan has been adjusted, we have basically followed its initial strategic road map without significant changes, the same went to relevant risk management policies.

As far as monitoring and management control of credit risk, market risk, liquidity risk are concerned, please refer to Notes to the Financial Statements (Page 70 - 89 of this report).

## Legal Risk

The main purposes of the legal policy of the Bank are to monitor legal risk of the Bank and to provide legal support to the Bank (including its branches) and the business lines. In a broad way, legal risk encompasses two types of risks that may generate litigations and liabilities, whether civil, disciplinary or criminal ones, for the Bank, the management or staff members. The first one is compliance risk. It means the risk of non-compliance with the laws or regulations that govern operations and activities of the Bank. And such compliance is a condition to their legality, lawfulness, validity and binding effect vis-à-vis third parties. The second one is contractual risk. It means the risk that the contractual documentation be inadequate with regard to the activities it applies to. The inadequacy could be due to any inaccuracy, incompleteness or other insufficiency. And the consequences are that the documentation does not fully reflect in an exhaustive and clear manner the intentions of the parties. Or it does not provide sufficient protection for the interests of the Bank. In 2010, the Bank has maintained its effective legal risk control by strictly and fully implementing the above legal policies and monitoring those legal risks.

## IT Risk

The IT risk has been addressed within the Bank's internal policy, namely Change Management Policy, and also controlled by regular audits, self-assessment and permanent control requested by the Parent Bank, as well as regular reporting to the IT Steering Committee and the Board of Directors.

In addition, the new role of "Local Coordinator of Information Security" (named CLSi) has been assigned to a staff independent from IT Department in order to control the information security and risk management performed by the IT Department.

To reduce the risk of outsourced activities, the IT Department issued a new template of contract to be signed by service providers. This contract enforces the guarantee of data security, and service quality according to regulatory requirements and group standards.

All employees received training on Information Security policy in 2010.

Finally, Business Continuity Plan management was improved during the year 2010 in terms of coverage, documentation, procedures and comprehensive training and testing.

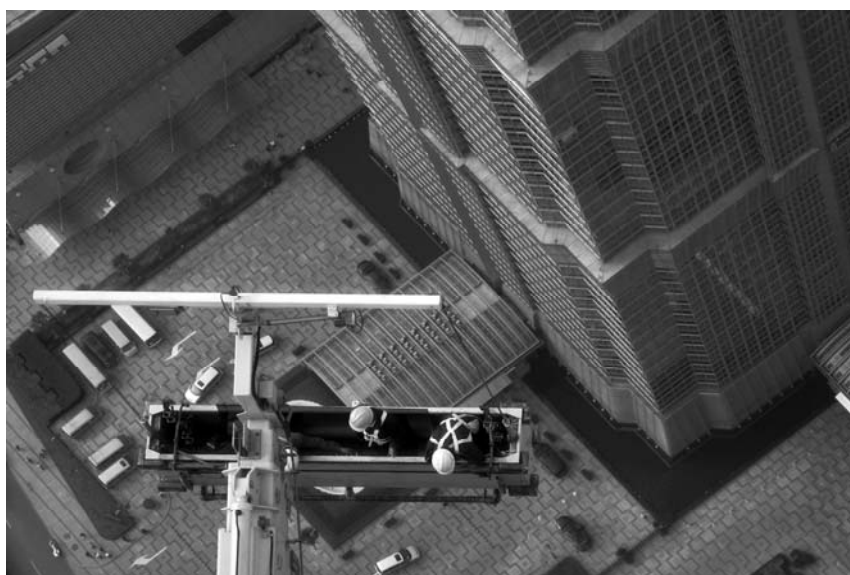
## Compliance Risk

The Board of Directors is responsible for the ultimate responsibility of the compliance with the overall business activity of the bank. Risk Management Committee is set up under the Board of Directors to conduct high-level integrated risk management of the Bank.

The Bank appoints a Head of Compliance who is responsible for the overall coordination of the Bank's compliance matters. The Head of Compliance functionally reports to the Compliance Management Committee and administratively reports to the President.

In 2010, the Compliance Department of the Bank has been reinforced by recruiting 3 compliance officers, thus to satisfy the local regulator's requirement of having at least one full time dedicated compliance in each branch.

The Compliance Department closely coordinated with various departments / branches to strengthen the fraud risk prevention, implemented various regulations promulgated by regulators, conducted compliance training and carried out compliance monitoring tasks.



# Corporate Information

## Shareholder

Crédit Agricole Corporate and Investment Bank

## Registered Name

In Chinese: 东方汇理银行（中国）有限公司

In English: Credit Agricole Corporate and Investment Bank (China) Limited

## Registered Address

33<sup>rd</sup> Floor, Unit 3370, Shanghai World Financial Center, 100 Century Avenue,  
Pudong New Area, Shanghai 200120, PRC

Telephone: 86 21 38566888

Facsimile: 86 21 38566922

SWIFT - CRLYCNSH

Website: <http://www.ca-cib.com.cn>

## Registration Date

July 1<sup>st</sup>, 2009

## Authority of Registration

Shanghai Administration of Industry and Commerce

## Corporate Business License Serial Number

310000400601090

## Financial Institution License Serial Number

B1022H131000001

## Registered Capital

Renminbi 3,000,000,000

## Legal Representative

Xavier ROUX

## Secretary to the Board of Directors

Valerie WANQUET

## Auditor

PricewaterhouseCoopers Zhong Tian Certified Public Accountants Limited  
Company

Address: 11<sup>th</sup> Floor, PwC Centre, No 202 Hubin Road, Shanghai 200021, PRC

# Directors, Supervisor and Senior Management

## 1. Composition

| <b>Supervisor</b>       |  |
|-------------------------|--|
| TREMENBERT, Jean-Pierre |  |

| <b>Board of Directors</b> |                                    |
|---------------------------|------------------------------------|
| COUVEGNES, Patrice        | Chairman, Non-executive Director   |
| ROUX, Xavier              | Executive Director, President      |
| WU, Chang Gen             | Non-executive Director             |
| RANDOLPH, Patrice         | Non-executive Director             |
| CHEN, Shao Chang          | Independent Non-executive Director |

*Note: On February 15<sup>th</sup>, 2011, the Shareholder of the Bank appointed Mr. Patrice RANDOLPH, the existing Non-executive Director as the Vice-Chairman of the Bank and Mr. Eric CHEVRE as a new Non-executive Director of the Bank. These appointments are subject to CBRC post-taking qualification approval.*

| <b>Senior Management</b> |   |
|--------------------------|---|
| ROUX, Xavier             | President (Legal Representative)          |
| WANQUET, Valerie         | Vice President and Secretary to the Board |
| ZHAO, Roger              | Chief Risk Officer                        |
| XI, Tracy                | Chief Financial Officer                   |
| ZHU, Anthony             | Head of Compliance                        |
| SUN, Vanessa             | Head of Internal Audit                    |
| ZHU, Sherri              | Chief Technology Office                   |
| HONG, Didier             | Head of Shanghai Branch                   |
| ZHONG, Xiaofeng          | Head of Beijing Branch                    |
| ZHU, Philip              | Head of Guangzhou Branch                  |
| XU, Jennifer             | Head of Tianjin Branch                    |
| ZHAO, Jie                | Head of Xiamen Branch                     |

## 2. Working Experience and Other Positions held by Directors, Supervisor and Senior Management

### a. Directors



**COUVEGNES,  
Patrice**

**Education:**

Patrice Couvegnes has a PhD in economics from Paris I University.

**Professional experience:**

Patrice Couvegnes started his career in the French Ministry of Transport. In 1975, he joined the Banking Division of Banque Française du Commerce Extérieur. In 1984, he joined the Large Corporate Department of Banque Indosuez where he was appointed Deputy Director in 1989. In 1996, he was appointed Crédit Agricole Indosuez Director of Corporate Business for the Asia Pacific region. In 2000, he became Senior Country Officer in the Crédit Agricole Indosuez Group, and later for the newly named Calyon in Korea.

Patrice Couvegnes, formerly Senior Country Officer of Japan (2005-2008), has been appointed Senior Regional Officer (SRO) for Asia (excluding Japan and Australia) in July 2008.



**ROUX,  
Xavier**

**Education:**

Xavier Roux holds a Master Degree in Business Administration from ESSEC in Paris, France.

**Professional experience:**

Xavier Roux began his banking career as an assistant in the Mergers & Acquisitions Department at Credit Lyonnais New York in 1982. Since then, Xavier has served in various capacities at Credit Lyonnais, including Deputy Branch Manager in Frankfurt, Vice President Project Finance in Paris, First Vice President Corporate Banking in New York, Managing Director in Australia, Deputy General Manager in Japan and Head of Corporate and Structured Finance for Asia Pacific in Hong Kong. In 2004, Xavier was appointed as Hong Kong Senior Country Officer & Head of Corporate and Specialised Finance for Asia Pacific for Calyon. He has been appointed as Senior Country Officer for China since July 2007, and in June 2009 he was appointed President of CALYON (China) Limited which changed its name to CA-CIB (China) Limited in May 2010.



**WU,  
Chang Gen**

**Education:**

Changgen Wu graduated from Anhui University in Hefei, China in 1978, and studied business at the University of British Columbia Business School from 1982 to 1983.

**Professional experience:**

Changgen Wu has been Chairman for China and Vice Chairman of Asia at CLSA Limited since March 2008.

Previously, Mr. Wu served as Chairman of China and Vice Chairman of Asia Pacific at Morgan Stanley.

Mr. Wu joined Morgan Stanley in 1998 as a Managing Director and Head of Investment Banking for China.

Prior to Morgan Stanley, Mr. Wu worked for the Bank of China from 1980 to 1997 in different positions including Vice Chairman & Chief Executive Officer of the Bank of China International Holdings Limited and was a Member of the Board of Directors of the Bank of China.



**RANDOLPH,  
Patrice**

**Education:**

Patrice Randolph is a graduate of Ecole Supérieure de Commerce de Paris (ESCP) and has a post-graduate degree in management studies from the University of Paris Dauphine.

**Professional experience:**

Patrice Randolph began his career with SG2, a computer services group, where he held a number of sales and financial posts over an 8 year period.

In 1991 he moved to Crédit Lyonnais Rouse France as Finance Director and then Managing Director, an international broker in the financial futures and negotiable debt instruments.

In 1995 he joined the Group Internal Audit at Crédit Lyonnais as Lead Auditor.

Then, based in London between 1999 and 2002 with Crédit Lyonnais Securities Europe, he was Chief Operating Officer for European brokerage.

In Tokyo from 2002 to 2004, he was Chief Operating Officer with Crédit Lyonnais Japan.

Patrice Randolph was then appointed Head of Individual Management in the Human Resources Department where he became Deputy Director in 2007.

In 2008 he was appointed to International Management as International COO of CA-CIB.





**CHEN,**  
**Shao Chang**

**Education:**

Shao Chang Chen graduated in Automatic Machinery from Shanghai No. 2 Industrial University. He awarded a scholarship by China Ministry of Education, acting visiting Scholar at England Central University.

**Professional experience:**

Shao Chang Chen retired at the end of 2008. Prior to retirement, he was a vice president at Shanghai State-owned Assets Operation Co., Ltd, covering a wide range of financing transactions including project financing, M&A and investment and acting Directors of various Boards including China Pacific Insurance Group, Bank of Communications, Bank of Shanghai, Shanghai Rural Commercial Bank, Bank of China International (China) and acting Independent Directors in A share listed companies of Shanghai Industrial Pharmaceutical Investment Co., Ltd and Shanghai LengGuang Industrial Co., Ltd. Before that, he worked at Bank of China, Shanghai Branch and London branch.

**b. Supervisor**



**TREMENBERT,**  
**Jean-Pierre**

**Education:**

Jean-Pierre Tremenbert is a graduate of HEC International Business School and Centre d'Etudes Actuarielles.

**Professional experience:**

Jean-Pierre Tremenbert has spent his entire career with Banque Indosuez, which later became Crédit Agricole Indosuez (CAI). He joined the bank in 1980 and worked in Risk, Budget and Management Control. In 1987, he moved to bond markets and then to the Franc Markets Division before holding various positions in the risk department at Crédit Agricole Indosuez. At the end of 1997, he was appointed Head of Market Risk at the Risk Management and Control Department of CAI. At the beginning of 2001, he joined CPR as Deputy Chief Executive Officer, Head of Operations, in charge of Human Resources, Finance, IT, Back Offices and Risk. He was appointed Chief Executive Officer of CPR at the end of 2001 and joined CAI in 2003 to take part in the merger with Crédit Lyonnais. In May 2004, he was appointed head of the Financing and Payment Division of Calyon, then of the Organisation and Project Management Division. Jean-Pierre Tremenbert has been Corporate Secretary of CA-CIB since May 2008.



### c. Senior Management



Please refer to the Directors' section

**Xavier ROUX**  
*President*



**Education:**

Valerie Wanquet graduated from Ecole Supérieure des Sciences Economiques et Commerciales (ESSEC) Business School and is a Certified Public Accountant (France).

**Professional experience:**

Valerie Wanquet began her career in 1988 as an Auditor with *PriceWaterhouseCoopers* in Paris before joining Credit Lyonnais - Capital Markets Division in Paris in 1991 as Head of Accounting department.

In 1999, she moved to Credit Lyonnais – Singapore Branch as Financial Controller. She was based in Hong-Kong between 2001 and 2007 for Credit Lyonnais Regional Head Office and subsequently for Calyon – Asia Pacific as regional Chief Financial Officer. In 2007, she was appointed Chief Operating Officer for Calyon in China and after local incorporation of the Bank in 2009, she became Vice President and Secretary to the Board of Directors.

**Valerie WANQUET**  
*Vice-President and Secretary to the Board of Directors*

## Corporate Governance

Corporate governance is the basic structure on which companies are built. Good corporate governance is essential for maintaining and enhancing its Shareholder's value and other stakeholders' confidence, and it is the only viable way of ensuring the Bank's sustainable development.

Since the Bank's incorporation in June 2009, in strict accordance with the relevant laws and regulations of PRC, as well as those rules and regulations stipulated by the regulatory authorities in regard to the corporate governance of commercial banks, the Bank has been dedicated to enhancing its corporate governance mechanism, and strived to follow the best corporate governance practice. Key corporate governance mechanisms were established to ensure independent operation of decision-making bodies, clear segregation of duties, and effective checks and balances for supervisory and management bodies. The overall status of the Bank's corporate governance structure is satisfactory.

The Board of Directors, Directors, the Supervisor, Specialized Committees under the Board of Directors and Senior Management of the Bank all diligently performed their respective duties and responsibilities in a professional and efficient manner according to applicable statutory and regulatory provisions as well as the Articles of Association of the Bank. Achievements were made to ensure the smooth operation and sustainable growth of the Bank.

### 1. The Board of Directors and Directors

The Board and Directors has been diligently performing their respective authorized duties and supervisory responsibilities, formulating business strategies in accordance with the development of the Bank's business and ensuring that the Bank's development is on the right track.

In 2010, the Board of Directors held 4 ordinary meetings, on February 26<sup>th</sup>, May 20<sup>th</sup>, September 23<sup>rd</sup>, and December 7<sup>th</sup> respectively and, in addition, circulated 11 resolutions in writing to review and approve various matters, including the operation strategy, budget, financial statements, risk management and internal control of the Bank. All meetings were held with required quorum.

In compliance with the Articles of Association, the Bank's Directors are appointed by the Shareholder, with a term of office of three (3) years starting from the date when the Bank receives the post-taking qualification approval from CBRC. A Director, at the expiry of the term of office, may serve consecutive terms by reappointment.

## 2. Specialized Committees under the Board of Directors

In 2010, the Specialized Committees under the Board fully discharged their duties in accordance with their respective Terms of References and the authorization of the Board. The Specialized Committees regularly convened meetings and reported to the Board, playing an important role in the meticulous and effective decision-making of the Board.

The frequency, quorum, contents of all the meetings of the Specialized Committees were in accordance with respective Terms of Reference of Committee.

### ***Internal Audit Committee***

This committee's main duties and authorities are listed here-below:

- to supervise the implementation of internal audit policies and procedures
- to evaluate the Bank's internal control system and advise on improvement plans
- to advise on the selection of external auditor and/or consultancy agency(s) for evaluating the effectiveness of the risk management and internal control system of the Bank
- to implement measures highlighted by the Board, the Supervisor, external auditor, and regulators
- to establish communication channels between the external auditor, the Internal Audit Department and the Board
- to review the Bank's policies for accounting treatment
- to review the Bank's financial information and its disclosure

This committee's composition is as follows:

| <b>Permanent Members</b>  |
|---|
| - Independent Non-executive Director ( <i>Chairman of the Committee</i> ) |
| - Head of Internal Audit ( <i>Secretary of the Committee</i> )            |
| - Vice-Chairman of the Board  |

### ***Risk Management Committee***

This committee's main duties and authorities are listed here-below:

- to review the Bank's risk management structure
- to review the Bank's risk management objectives and strategy
- to review and coordinate the establishment of limits of main risk indicators
- to evaluate the Bank's risk limits on a periodic basis
- to supervise and guide the risk identification, measurement and monitoring
- to ensure that the Bank has established an effective risk analysis and reporting mechanism

This committee's composition is as follows:

| <b>Permanent Members</b>  |
|---|
| <ul style="list-style-type: none"><li>- President (<i>Chairman of the Committee</i>)</li><li>- Chief Risk Officer (<i>Secretary of the Committee</i>)</li><li>- Independent Non-executive Director</li><li>- Head of Legal</li><li>- Head of Compliance</li></ul> |

### **Connected Transaction Control Committee**

This committee's main duties and authorities are listed here-below:

- to review the Bank's connected parties and report the list to the Board
- to review and approve normal connected transactions within its authority level
- to review and comment on significant connected transactions and submit them to the Board for approval
- to supervise the Bank's Directors and Senior Management in the effectiveness and efficiency of implementing the connected transactions management policies and procedures, and submit a Connected Transactions Management Report to the Board on an annual basis
- to review and comment on the information to be disclosed or to be reported to the regulatory authorities in relation to the Bank's connected parties and connected transactions

This committee's composition is as follows:

| <b>Permanent Members</b>  |
|---|
| - Independent Non-executive Director ( <i>Chairman of the Committee</i> ) |
| - Head of Legal ( <i>Secretary of the Committee</i> )                     |
| - Chief Risk Officer  |
| - President   |
| - Vice-President  |
| - Head of Compliance  |

### ***Information Technology Steering Committee***

This committee's main duties and authorities are listed here-below:

- to review and approve the Bank's Business Continuity Plan
- to review the Bank's information technology management structure, objectives and strategy
- to review and periodically follow-up on the Bank's major information technology related projects
- to review information technology related outsourcing contracts
- to report, to the Bank's Board and the Senior Management Personnel, on the effectiveness of the information technology strategic plan, budget, and performance
- to report any information technology related risk to the Risk Management Committee and the Board

This committee's composition is as follows:

| <b>Permanent Members</b>  |
|---|
| <ul style="list-style-type: none"><li>- Vice-President (<i>Chairman of the Committee</i>)</li><li>- Chief Technology Officer (<i>Secretary of the Committee</i>)</li><li>- President</li><li>- Permanent Control Officer</li><li>- Head of Compliance</li><li>- Head of Organization</li><li>- Head of Operations</li><li>- Head of Fixed Income Markets</li><li>- Head of Corporate Banking and Structured Finance</li></ul> |

## **Compensation Committee**

This committee's main duties and authorities are listed here-below:

- to formulate and review the Bank's policies and procedures related to compensation and benefits for Directors and the Senior Management Personnel
- to review annually the structure and competitiveness of the Bank's compensation programs applicable to the Directors and the Senior Management Personnel and submit for approval by the Board any new plans, and amendments to any existing plans
- to formulate performance evaluation measures of the Bank's Directors and the Senior Management Personnel and submitting them to the Board for approval
- to assist the Supervisor to periodically review and assess the performance of the Directors and the Senior Management Personnel, seeking input from individual members of the Board and the Senior Management Personnel
- to formulate and review the compensation and other terms of employment of the Bank's President and Directors (if applicable) and submitting them to the Board for approval

This committee's composition is as follows:

| <b>Permanent Members</b>   |
|--|
| - Chairman of the Board ( <i>Chairman of the Committee</i> )       |
| - Vice-Chairman of the Board ( <i>Secretary of the Committee</i> ) |

The Supervisor shall attend the meetings of the Committee. The Supervisor is entitled to express his opinions but shall have no voting right during the meeting.

### **3. Independent Non-Executive Director**

Members of the Board of Directors include one (1) Independent Non-executive Director, in compliance with the requirement of a quorum specified in the Bank's Articles of Association.

This Independent Non-executive Director serves as permanent member of three (3) specialized committees under the Board of Directors among which he serves as the chairman of the Internal Audit Committee and the Connected Transaction Control Committee.

The post-taking qualification of the Bank's Independent Non-executive Director is fully complied with requirements set forth in *Guidelines on Strengthening the Corporate Governance of Foreign-funded Corporate Banks* issued by CBRC. Moreover, as required by CBRC, the Bank has received a written confirmation from its Independent Non-executive Director with regard to his independence.

Based on these confirmations and relevant information in its possession, the Bank confirms the independent status of Mr. CHEN Shao Chang, the Independent Non-executive Director of the Bank.

In 2010, the Independent Non-executive Director of the Bank attended all meetings of the Board, the Internal Audit Committee, the Connected Transaction Control Committee and the Risk Management Committee. With extensive professional knowledge and practical experience, the Independent Non-executive Director of the Bank fully discharged his duties and responsibilities through expressing objective and impartial opinions as well as providing valuable and constructive suggestions to the Bank.

### **4. Different Opinions Raised by the Independent Non-Executive Director on Relevant Matters of the Bank**

No different opinions were raised by the Independent Non-executive Director on the resolutions of the Board of Directors and the specialized committees under the Board of Directors of the Bank in 2010.



## **5. Supervisor**

The Supervisor inspects and supervises the business operations and financial activities of the Bank, oversees the conduct of Directors and Senior Management Personnel in carrying out their duties, and reviews various documents submitted by the Bank. On a yearly basis, the Supervisor oversees the performance assessment of the Board of Directors and its individual Directors.

In compliance with the Articles of Association, the Bank's Supervisor is appointed by the Shareholder, with a term of office of three (3) years. The Supervisor, at the expiry of the term of office, may serve consecutive terms by re-appointment.

In 2010, the Supervisor was in attendance of all the Board meetings.

## **6. Senior Management**

In accordance with the Articles of Association and subsequent Board of Directors' resolution, the chief authority to manage the day to day operations of the Bank has been delegated to the President, which in turn is assisted in the exercise of his authorities by the Vice-President and other Senior Management Personnel.

## **7. Responsibility Statement of Directors on Financial Reports**

The following statement, which should be read in conjunction with the auditors' statement of auditor's responsibilities set out in the Independent Auditor's Report, is made with a view to distinguishing for the Shareholder the respective responsibilities of the Directors and of the auditors in relation to the financial statements.

The financial statements for the year ending on December 31<sup>st</sup>, 2010 truthfully and fairly present the financial position and operating results of the Bank.

## 8. Appointment or Termination of External Auditors

The Internal Audit Committee of the Bank shall advise the Board of Directors on the selection of external auditors. The ultimate responsibility to engage, renew the engagement or dismiss the External Auditor lies within the Bank's Board of Directors.

On November 16<sup>th</sup>, 2009, the Board of Directors resolved during its ordinary meeting to reappoint *PricewaterhouseCoopers Zhong Tian CPAs Limited Company* ("PricewaterhouseCoopers") as the Bank's Public Accountants for the year 2010.

The Chairman and the President were authorized to make any necessary or reasonable arrangement relating to such engagement, including negotiating and determining the fees of such auditors in accordance with market practice.

PricewaterhouseCoopers was not engaged in significant non-auditing services with the Bank.



# Independent Auditor's Report



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[English translation for reference only]

## Report of the auditors

PwC ZT Shen Zi (2011) No.20725

(Page 1 of 2)

To the Board of Directors of CREDIT AGRICOLE CIB (China) Limited

We have audited the accompanying financial statements of CREDIT AGRICOLE CIB (China) Limited (the "Bank"), which comprise the balance sheet as at 31 December 2010, and the income statement, the statement of cash flows and the statement of changes in owner's equity for the year ended 31 December 2010 and notes to these financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation of these financial statements according to the Accounting Standard for Business Enterprises. This responsibility includes:

- (1) designing, implementing and maintaining internal control relevant to the preparation of financial statements that are free from material misstatement, whether due to fraud or error;
- (2) selecting and applying appropriate accounting policies; and
- (3) making accounting estimates that are reasonable in the circumstances.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the China Auditing Standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



PwC ZT Shen Zi (2011) No.20725  
(Page 2 of 2)

## Opinion

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In our opinion, the financial statements present fairly, in all material respects, the financial position of the Bank as of 31 December 2010, and of its financial performance and its cash flow for the year then ended in accordance with the Accounting Standard for Business Enterprises.

PricewaterhouseCoopers Zhong Tian CPAs Limited Company

Shanghai, the People's Republic of China

30 March 2011

# Financial Statements

(All amounts expressed in RMB unless otherwise stated)

## Balance Sheet

As at 31 December 2010

| <b>ASSETS</b>                                     | <b>Notes*</b> | <b>31 December 2010</b> | <b>31 December 2009</b> |
|---|---------------|-------------------------|-------------------------|
| Cash and deposits with the central bank           | 7             | 983,129,351             | 1,440,942,856           |
| Deposits with other banks                         | 8             | 30,657,340              | 177,058,903             |
| Placements with other banks                       | 9             | 3,504,403,788           | 2,154,138,055           |
| Trading financial assets                          | 10            | 2,597,803,823           | 255,594,385             |
| Financial assets classified as available-for-sale | 11            | 638,914,066             | 1,216,228,375           |
| Derivative assets                                 | 12            | 1,553,421,030           | 500,656,691             |
| Interest receivable                               | 13            | 65,691,209              | 37,166,486              |
| Loans and advances                                | 14            | 7,397,962,510           | 6,282,677,077           |
| Fixed assets                                      |               | 5,799,542               | 6,725,110               |
| Deferred income tax assets                        | 22            | -                       | 8,660,354               |
| Other assets                                      | 15            | 53,086,883              | 56,212,015              |
| <b>TOTAL ASSETS</b>                               |               | <b>16,830,869,542</b>   | <b>12,136,060,307</b>   |
| <b>LIABILITIES</b>                                |               |                         |                         |
| Due to other banks and financial institutions     | 16            | 745,393,622             | 874,984,393             |
| Placements from other banks                       | 17            | 6,696,520,019           | 3,362,275,667           |
| Derivative liabilities                            | 12            | 1,487,045,264           | 467,522,617             |
| Customer deposits                                 | 18            | 4,593,758,755           | 4,204,260,340           |
| Payroll and welfare payable                       | 19            | 16,897,075              | 21,199,332              |
| Taxes payable                                     | 20            | 38,354,299              | 17,256,622              |
| Interest payable                                  | 21            | 66,391,455              | 52,810,579              |
| Deferred income tax liabilities                   | 22            | 2,418,906               | -                       |
| Other liabilities                                 | 23            | 55,803,011              | 54,381,080              |
| <b>TOTAL LIABILITIES</b>                          |               | <b>13,702,582,406</b>   | <b>9,054,690,630</b>    |
| <b>OWNER'S EQUITY</b>                             |               |                         |                         |
| Paid-in capital                                   |               | 3,000,000,000           | 3,000,000,000           |
| Capital surplus                                   | 24            | (3,965,827)             | (144,497)               |
| Surplus reserve                                   | 25            | 13,225,296              | 8,151,417               |
| General reserve                                   | 26            | 110,585,141             | -                       |
| Undistributed profit                              | 27            | 8,442,526               | 73,362,757              |
| <b>TOTAL OWNER'S EQUITY</b>                       |               | <b>3,128,287,136</b>    | <b>3,081,369,677</b>    |
| <b>TOTAL LIABILITIES AND OWNER'S EQUITY</b>       |               | <b>16,830,869,542</b>   | <b>12,136,060,307</b>   |

\* The accompanying notes form an integral part of these financial statements.

President: Xavier ROUX Vice President: Valerie WANQUET Chief Financial Officer: Tracy Xi

## Income Statement

For the Year Ended 31 December 2010

|   | Notes | 2010                 | The period from<br>1 August 2009 (day of<br>business conversion)<br>to 31 December 2009 |
|---|-------|----------------------|---|
| Interest income   | 28    | 351,356,043          | 137,948,429   |
| Interest expense  | 28    | (152,025,171)        | (42,751,379)  |
| <b>Net interest income</b>                                      |       | <u>199,330,872</u>   | <u>95,197,050</u>   |
| Fee and commission income                                       | 29    | 90,023,172           | 46,267,146  |
| Fee and commission expenses                                     | 29    | (14,525,686)         | (2,369,915)   |
| <b>Net fee and commission income</b>                            |       | <u>75,497,486</u>    | <u>43,897,231</u>   |
| Investment income   | 30    | 31,190,965           | 14,787,194  |
| Fair value gains  | 31    | 27,585,727           | 30,707,103  |
| Net losses from foreign exchange<br>and derivative transactions |       | (39,817,613)         | (28,703,456)  |
| <b>Operating income</b>   |       | <u>293,787,437</u>   | <u>155,885,122</u>  |
| Business tax and levies   |       | (21,617,044)         | (6,667,695)   |
| General and administrative<br>expenses                          | 32    | (154,636,255)        | (71,442,139)  |
| Impairment loss on assets                                       | 33    | (20,105,934)         | (2,718,672)   |
| <b>Operating expense</b>  |       | <u>(196,359,233)</u> | <u>(80,828,506)</u>   |
| <b>Operating profit</b>   |       | <u>97,428,204</u>    | <u>75,056,616</u>   |
| Non-operating income  |       | 6,338,718            | 8,037,403   |
| Non-operating expenses  |       | (1,116,593)          | (17,960)  |
| <b>Total profit</b>   |       | <u>102,650,329</u>   | <u>83,076,059</u>   |
| Less: Income tax  | 34    | (51,911,540)         | (1,561,885)   |
| <b>Net profit</b>   |       | <u>50,738,789</u>    | <u>81,514,174</u>   |
| Other comprehensive loss  | 35    | (3,821,330)          | (144,497)   |
| <b>Total comprehensive income</b>                               |       | <u>46,917,459</u>    | <u>81,369,677</u>   |

President: Xavier ROUX    Vice President: Valerie WANQUET    Chief Financial Officer: Tracy Xi

## Statement of Cash Flow

For the Year Ended 31 December 2010

|  | Notes | 2010                   | The period from<br>1 August 2009 (day of<br>business conversion)<br>to 31 December 2009 |
|--|-------|------------------------|---|
| <b>1 Cash flows from operating activities</b>                          |       |                        |   |
| Net increase in customer deposit and due to other banks                |       | 259,907,644            | 394,459,885   |
| Net decrease in trading financial assets                               |       | -                      | 173,596,669   |
| Net decrease in placements with other banks                            |       | -                      | 185,459,070   |
| Net increase in placements from other banks                            |       | 3,334,244,352          | -   |
| Interest received  |       | 322,831,320            | 134,388,951   |
| Fee and commission received  |       | 90,023,172             | 46,267,146  |
| Cash received relating to other operating activities                   |       | 1,111,102,352          | 10,575,280  |
| <b>Sub-total of cash inflow</b>  |       | <b>5,118,108,840</b>   | <b>944,747,001</b>  |
| Net increase in loans and advances                                     |       | (1,135,391,367)        | (356,512,027)   |
| Net increase in trading financial assets                               |       | (2,340,156,701)        | -   |
| Net increase in statutory deposit reserve with the central bank        |       | (126,994,108)          | (381,116,997)   |
| Net increase in placements with other banks                            |       | (1,972,236,017)        | -   |
| Net decrease in placements from other banks                            |       | -                      | (1,772,776,106)   |
| Interest paid  |       | (138,444,295)          | (36,386,068)  |
| Fee and commission paid  |       | (14,525,686)           | (2,369,915)   |
| Cash paid to employees or on behalf of employees                       |       | (92,764,128)           | (30,138,147)  |
| Payment of taxes   |       | (40,077,870)           | (7,822,782)   |
| Cash paid relating to other operating Activities                       |       | (1,178,114,593)        | (48,865,544)  |
| <b>Sub-total of cash outflow</b>                                       |       | <b>(7,038,704,765)</b> | <b>(2,635,987,586)</b>  |
| <b>Net cash used in operating activities</b>                           | 36    | <b>(1,920,595,925)</b> | <b>(1,691,240,585)</b>  |
| <b>2 Cash flows from investing activities</b>                          |       |                        |   |
| Cash received from disposal or repayment of investment                 |       | 582,409,416            | -   |
| Cash received from disposal of fixed assets and other long-term assets |       | 415,067                | -   |
| <b>Sub-total of cash inflow</b>  |       | <b>582,824,483</b>     | <b>-</b>  |
| Cash paid for investments  |       | -                      | (1,216,421,038)   |
| Cash paid for purchase of fixed assets and other long-term assets      |       | (3,712,361)            | (1,824,867)   |
| <b>Sub-total of cash outflow</b>                                       |       | <b>(3,712,361)</b>     | <b>(1,218,245,905)</b>  |
| <b>Net cash provided by/(used in) investing activities</b>             |       | <b>579,112,122</b>     | <b>(1,218,245,905)</b>  |

## Statement of Cash Flow (Continued)

For the Year Ended 31 December 2010

|   | Notes | 2010            | The period from<br>1 August 2009 (day of<br>business conversion)<br>to 31 December 2009 |
|---|-------|-----------------|---|
| <b>3 Net cash flows from financing activities</b>                             |       | -               | -   |
| <b>4 Effect of foreign exchange rate changes on cash and cash equivalents</b> |       | (11,695,657)    | 3,181,638   |
| <b>5 Net decrease in cash and cash equivalents</b>                            |       | (1,353,179,460) | (2,906,304,852)   |
| Add: Cash and cash equivalents at beginning of the year/(period)              |       | 1,908,642,680   | 4,814,947,532   |
| <b>6 Cash and cash equivalents at end of year/(period)</b>                    | 36    | 555,463,220     | 1,908,642,680   |

President: Xavier ROUX    Vice President: Valerie WANQUET    Chief Financial Officer: Tracy Xi



## Statement of Changes in Owner's Equity

For the Year Ended 31 December 2010

|   | Paid-in Capital | Capital surplus<br>Note 24 | Surplus reserve<br>Note 25 | General reserve<br>Note 26 | Undistributed profits<br>Note 27 | Total         |
|---|-----------------|----------------------------|----------------------------|----------------------------|----------------------------------|---------------|
| Balance at 1 August 2009 (day of business conversion) | 3,000,000,000   | -                          | -                          | -                          | -                                | 3,000,000,000 |
| Net income  | -               | -                          | -                          | -                          | 81,514,174                       | 81,514,174    |
| Other comprehensive loss                              | -               | (144,497)                  | -                          | -                          | -                                | (144,497)     |
| Distribution of profit                                | -               | -                          | -                          | -                          | -                                | -             |
| Provide surplus reserve                               | -               | -                          | 8,151,417                  | -                          | (8,151,417)                      | -             |
| Balance at 31 December 2009                           | 3,000,000,000   | (144,497)                  | 8,151,417                  | -                          | 73,362,757                       | 3,081,369,677 |
| Balance at 1 January 2010                             | 3,000,000,000   | (144,497)                  | 8,151,417                  | -                          | 73,362,757                       | 3,081,369,677 |
| Net income  | -               | -                          | -                          | -                          | 50,738,789                       | 50,738,789    |
| Other comprehensive loss                              | -               | (3,821,330)                | -                          | -                          | -                                | (3,821,330)   |
| Distribution of profit                                | -               | -                          | -                          | -                          | -                                | -             |
| Provide surplus reserve                               | -               | -                          | 5,073,879                  | -                          | (5,073,879)                      | -             |
| Provide general reserve                               | -               | -                          | -                          | 110,585,141                | (110,585,141)                    | -             |
| Balance at 31 December 2010                           | 3,000,000,000   | (3,965,827)                | 13,225,296                 | 110,585,141                | 8,442,526                        | 3,128,287,136 |

President: Xavier ROUX    Vice President: Valerie WANQUET    Chief Financial Officer: Tracy Xi

# Notes to the Financial Statements

For the Year Ended 31 December 2010

## 1 GENERAL INFORMATION

CREDIT AGRICOLE CIB (China) Limited (hereinafter referred to as the "CA-CIB (China)" or the "Bank") was established as a wholly-owned subsidiary of CRÉDIT AGRICOLE CIB S.A. ("CA-CIB") in the People's Republic of China.

On 7 February 2007, CA-CIB submitted the application to China Banking Regulatory Commission (hereinafter referred to as the "CBRC") regarding the restructuring into a wholly foreign owned bank incorporated in China, retaining the CA-CIB Shanghai branch for wholesale business of foreign exchange. The application was approved by CBRC on 10 June 2008. CBRC issued "certificate of approval of foreign banks" (Yin Jian Han [2009] No. 126) on June 17, 2009, approving the opening of the Bank. The paid-in capital of the Bank amounted to RMB 3,000,000,000. Subsequently, the Bank received "The People's Republic of China Finance License" issued by the CBRC, and "Enterprise Legal Person Business License" issued by the Shanghai Municipal Industry and Commerce Administration.

On 1 August 2009 (day of business conversion), majority of assets, liabilities, working capital and off-balance-sheet items of former CA-CIB China Branches have been transferred to the Bank at book value.

The financial statements were authorized for issue by the Board of Directors on 30 March 2011.

## 2 BASIS OF PREPARATION

These financial statements have been prepared in accordance with the "Accounting Standards for Business Enterprises - Basic Standard" and 38 specific standards promulgated by the Ministry of Finance of the People's Republic of China ("MOF") on 15 February 2006, the application guidance and interpretations issued up to date, and other relevant requirements (here after collectively referred to as "Accounting Standards for Business Enterprises").

## 3 ASSERTION OF ACCORDANCE WITH ACCOUNTING STANDARD FOR BUSINESS ENTERPRISES

The financial statements were prepared in accordance with the Accounting Standard for Business Enterprises and presented truly and completely, the financial position of the Bank as of 31 December 2010, and of its financial performance and its cash flow for the year ended 31 December 2010.

## 4 PRINCIPAL ACCOUNTING POLICIES

### (1) Accounting period

The accounting period starts on 1 January and ends on 31 December.

### (2) Functional currency

The Bank uses Renminbi ("RMB") as its functional currency.

## **4 PRINCIPAL ACCOUNTING POLICIES (continued)**

### **(3) Foreign currency translation**

Foreign currency transactions are translated into RMB at the spot exchange rates at the dates of the transactions.

Monetary items denominated in foreign currencies are translated into RMB at the spot exchange rates at the balance sheet date and exchange differences are recorded in the income statement. Non-monetary items denominated in foreign currencies that are measured at historical cost are translated into RMB on balance sheet date at the spot exchange rates prevailing on transaction dates. Contributions to paid-in capital made in foreign currencies are translated into RMB at the stipulated exchange rates at the contribution dates.

### **(4) Cash and cash equivalents**

Cash and cash equivalents in the cash flow statement comprise cash and balances with less than three months' maturity from the date of acquisition including deposits with other banks, placements with other banks and excess reserve with the central bank.

### **(5) Financial assets and financial liabilities**

Regular-way purchases and sales of financial assets are recognised on trade day - the date on which the Bank commits to purchase or sell the financial assets. Regular-way purchases and sales of financial assets represent receiving or delivering financial assets according to contract terms within a legal or common agreed period.

#### Classification, recognition and measurement of financial assets and financial liabilities

The financial assets at initial recognition are classified as: financial assets at fair value through profit or loss, loans and receivables, held-to-maturity financial assets and available-for-sale financial assets.

The financial liabilities at initial recognition are classified as: financial liabilities at fair value through profit or loss and other financial liabilities. The classification of financial assets and liabilities depends on the holding purpose and capability of the bank. Management determines the classification of its financial assets and financial liabilities according to its intention and ability of holding.

#### **(a) Financial assets and financial liabilities at fair value through profit or loss**

This category includes: financial assets and financial liabilities held for trading, and those designated at fair value through profit or loss at inception.

A financial asset or a financial liability is classified as held for trading if it is acquired or incurred principally for the purpose of selling, repurchasing or redemption in the near term or if it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-taking.

Financial assets and financial liabilities at fair value through profit or loss are measured at fair value at the initial recognition and subsequently, and changes in fair value are recorded in the income statement. Interest, cash dividends and disposal gain or loss of the assets in the holding period are booked into profit or loss.

#### 4 PRINCIPAL ACCOUNTING POLICIES (continued)

##### (5) Financial assets and financial liabilities (continued)

###### Classification, recognition and measurement of financial assets and financial liabilities (continued)

###### (b) Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market, including deposits with the central bank, deposits with other banks, placements with other banks, and loans and advances. When the Bank provides funds or services directly to customers and does not intend to sell the receivables, the Bank classifies such financial assets as loans and receivables and recognizes them at fair value plus transaction costs at initial recognition. Subsequently, such assets are measured at amortized cost using effective interest method.

###### (c) Held-to-maturity financial assets

Held-to-maturity financial assets are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Bank's management has both the positive intention and the ability to hold to maturity. Such financial assets are recognized at fair value plus related transaction costs at time of acquisition. Subsequently, such assets are measured at amortized cost using effective interest method.

Except for specific situations such as disposal of insignificant amount of held-to-maturity investments at a date sufficiently close to maturity date, if the Bank fails to hold such investments through their maturities or reclassifies a portion of held-to-maturity investments into available-for-sale prior to their maturities, the Bank shall reclassify the entire held-to-maturity portfolio into available-for-sale investments at fair value and the Bank is further prohibited to designate any investments as held-to-maturity during the following two financial years.

###### (d) Available-for-sale financial assets

Financial assets classified as available-for-sale are those that are either designated as such or are not classified in any of the other categories. They are intended to be held for an indefinite period of time, which may be sold in response to needs for liquidity or changes in interest rates, exchange rates or equity prices. Such financial assets are recognized at fair value plus related transaction costs at time of acquisition, and are subsequently measured at fair value at balance sheet dates. Gains and losses arising from changes in the fair value of financial assets classified as available-for-sale financial assets are recognized directly in owner's equity after deducting impairment and foreign exchange gain and loss impact. Until the financial assets are derecognized, the cumulative gain or loss previously recognized in owner's equity should be recognized in the income statement. The interest calculated by effective interest method in debt instrument and cash dividends declared from available-for-sale investment in equity instruments are booked into profit or loss.

###### (e) Other financial liabilities

Other financial liabilities are recognized initially at fair value, being their issuance proceeds net of transaction costs incurred. They are subsequently stated at amortized cost using effective interest method in the balance sheet.

#### **4 PRINCIPAL ACCOUNTING POLICIES (continued)**

##### **(5) Financial assets and financial liabilities (continued)**

###### De-recognition of financial assets and financial liabilities

The financial assets were derecognized when: (1) the rights to receive cash flows from the financial assets have expired; (2) the financial assets are transferred and the Bank has transferred substantially all risks and rewards of ownership; (3) although the Bank neither transfer the assets nor give up substantially all risks and rewards of ownership, the control of the financial assets has been given up.

Financial liabilities are derecognized when they are extinguished - that is, when the obligation is discharged, canceled or expires.

When derecognized, the difference between carrying amount and received amount was booked into profit or loss.

###### Fair value of financial assets

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction. The fair values of quoted investments in active markets are based on current bid prices. A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis. If the market for a financial asset is not active, the Bank establishes fair value by using valuation techniques.

Valuation techniques include using recent arm's length market transactions between knowledgeable, willing parties, if available, reference to the current fair value of another instrument that is substantially the same, discounted cash flow analysis and option pricing models.

##### **(6) Impairment of financial assets**

###### **(a) Assets carried at amortized cost**

The Bank assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired. A financial asset or a group of financial assets is impaired and impairment losses are incurred if, and only if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset and that loss event has an impact on the estimated future cash flows of the financial asset or group of financial assets that can be reliably estimated. The major criteria that the Bank uses to determine that there is objective evidence of an impairment loss include:

#### **4 PRINCIPAL ACCOUNTING POLICIES (continued)**

##### **(6) Impairment of financial assets (continued)**

###### **(a) Assets carried at amortized cost (continued)**

- (i) significant financial difficulty of the issuer or obligor;
- (ii) a breach of contract, such as a default or delinquency in interest or principal payments;
- (iii) the Bank, for economic or legal reasons relating to the borrower's financial difficulty, granting to the borrower a concession that the Bank would not otherwise consider;
- (iv) it becoming probable that the borrower will enter bankruptcy or other financial reorganization;
- (v) the disappearance of an active market for that financial asset because of financial difficulties of the issuer; or
- (vi) observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial assets in the group.

The Bank first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If the Bank determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognized are not included in a collective assessment of impairment.

The amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate. The carrying amount of the asset is reduced through the use of an allowance account and the amount of the loss is recognized in the income statement. In practice, the Bank will also determine the fair value of the financial assets with the observed market value and assessed the impairment loss with that fair value.

The calculation of the present value of the estimated future cash flows of a collateralized financial asset reflects the cash flows that may result from foreclosure less costs for obtaining and selling the collateral, whether or not foreclosure is probable.

For the purposes of a collective evaluation of impairment, financial assets are grouped on the basis of similar and relevant credit risk characteristics. Those characteristics are relevant to the estimation of future cash flows for groups of such assets by being indicative of the debtors' ability to pay all amounts due according to the contractual terms of the assets being evaluated. Future cash flows in a group of financial assets that are collectively evaluated for impairment are estimated on the basis of the contractual cash flows of the assets in the group and historical loss experience for assets with credit risk characteristics similar to those in the group. Historical loss experience is adjusted on the basis of current observable data to reflect the effects of current conditions that do not affect the period on which the historical loss experience is based and to remove the effects of conditions in the historical period that do not exist currently.

#### **4 PRINCIPAL ACCOUNTING POLICIES (continued)**

##### **(6) Impairment of financial assets (continued)**

###### **(a) Assets carried at amortized cost (continued)**

Estimates of the portfolio's future cash flow should reflect changes related to the observed data of the phase change with the changes in direction and consistency. Expected to reduce differences between estimated losses and the actual losses, the Bank performs periodic review of the theory and hypothesis of the expected future cash flow.

When a loan is unrecoverable, it is written off against the related allowance on impairment losses. Such loans are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of amounts previously written off decrease the amount of the impairment losses for loans and advances in the income statement.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the previously recognized impairment loss is reversed by adjusting the allowance account. The amount of the reversal is recognized in the income statement.

###### **(b) Assets classified as available-for-sale**

The Bank assesses at each balance sheet date whether there is objective evidence that a financial asset or a group of financial assets is impaired. In the case of investments classified as available-for-sale, a significant or prolonged decline in the fair value of the security below its cost is considered in determining whether the assets are impaired. If any such evidence exists for available-for-sale financial assets, the cumulative loss, measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that financial asset previously recognized in the income statement, is removed from owner's equity and recognized in the income statement. If, in a subsequent period, the fair value of a debt instrument classified as available-for-sale increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in the income statement, the impairment loss is reversed through the income statement. Impairment losses recognized in the income statement on equity instruments are not reversed through the income statement.

#### **4 PRINCIPAL ACCOUNTING POLICIES(continued)**

##### **(7) Offsetting financial instruments**

Financial assets and financial liabilities are separately presented in the balance sheet without any offsetting, except when:

- (i) there is a legally enforceable right to offset the recognized amounts; and
- (ii) there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

##### **(8) Derivative financial instruments**

Derivatives are initially recognized at fair value on the date at which a derivative contract is entered into and are subsequently re-measured at their fair values. Gains or losses from changes in the fair value are recorded in the income statement.

The best evidence of the fair value of a derivative at initial recognition is the transaction price (i.e., the fair value of the consideration given or received) unless the fair value of the instrument is evidenced by comparison with other observable current market transactions in the same instrument (i.e., without modification or repackaging) or based on a valuation technique whose variables include only data from observable markets. When such evidence exists, the Bank recognizes profits or losses on day 1.

Certain derivatives are embedded in non-derivative financial instruments (i.e. host contracts) and the embedded derivative and the corresponding host contract are collectively referred to as hybrid financial instruments. When the hybrid financial statements are not designated at fair value through profit or loss, the embedded derivative shall be separated from the host contract and accounted for as a derivative if, and only if:

- a. the economic characteristics and risks of the embedded derivative are not closely related to the economic characteristics and risks of the host contract;
- b. a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative; and

The unrealized gain or loss arising from fair value measurement of separate derivative instrument is reported as the "fair value gains or losses" in the income statement.

##### **(9) Fixed assets**

Fixed assets comprise office equipment and furniture, electronic equipment and computers and vehicles. Fixed assets purchased by the Bank are initially recorded at cost, and subsequently measured at cost less accumulated depreciation and impairment.

Subsequent costs are included in the asset's carrying amount, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Bank and the cost of the item can be measured reliably. However, the carrying amount of any parts of fixed assets that are being replaced shall be derecognized and all related subsequent costs are expensed when incurred.

Depreciation is calculated on the straight-line method to write down the cost of such assets to their residual values over their estimated useful lives. For impaired fixed assets, depreciation is calculated based on carrying amounts after deducting the provision for impairment over their estimated remaining useful lives.



#### 4 PRINCIPAL ACCOUNTING POLICIES (continued)

##### (9) Fixed assets (continued)

Estimated useful lives, estimated residual value and annual depreciation rates are as follows:

|                                    | Estimated<br>useful lives | Estimated<br>residual value | Annual<br>depreciation rate |
|------------------------------------|---------------------------|-----------------------------|-----------------------------|
| Office equipment and furniture     | 5 years                   | -                           | 20%                         |
| Electronic equipment and computers | 3 years                   | -                           | 33%                         |
| Vehicles                           | 5 years                   | -                           | 20%                         |

The Bank reviews the estimated residual value, useful lives and depreciation method of fixed assets and makes appropriate adjustments on an annual basis.

When the Bank disposes or ceases to use the fixed assets, or does not expect to further benefit from fixed assets, the Bank derecognizes the assets. Proceeds from sale, transfer or disposal of fixed assets are recorded in the income statement after deducting carrying value and related taxes.

##### (10) Long-term prepaid expenses

Long-term prepaid expenses include leasehold improvements and other prepayment that should be amortized over more than one year. Long-term prepaid expenses are amortized on the straight-line basis over the expected beneficial periods and are presented at cost net of accumulated amortization.

##### (11) Impairment of non-financial assets

Fixed assets or other non-financial assets are reviewed for impairment if there are indications of impairment. If the carrying value of such assets is higher than the recoverable amount, the excess is recognized as an impairment loss. The recoverable amount is the higher of the asset's fair value less costs to sell and value in use.

Provision for impairment is determined on individual basis. If it is not possible to estimate the recoverable amount of the individual asset, the Bank determines the recoverable amount of the cash-generating unit to which the asset belongs (the asset's cash-generating unit). A cash-generating unit is the smallest group of assets that includes the asset and generates cash inflows that are largely independent of the cash inflows from other assets or groups of assets.

Once an impairment loss is recognized, it shall not be reversed to the extent of recovery in value in subsequent periods.

##### (12) Interest income and expenses

Interest income and expense for all interest-bearing financial instruments are recognized using the effective interest method.

The effective interest method is a method of calculating the amortized cost of a financial asset or a financial liability and of allocating the interest income or interest expense over the relevant period using its effective interest rate.

#### **4 PRINCIPAL ACCOUNTING POLICIES (continued)**

##### **(12) Interest income and expenses (continued)**

The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument or, when appropriate, a shorter period to the net carrying amount of the financial asset or financial liability.

When calculating the effective interest rate, the Bank estimates cash flows considering all contractual terms of the financial instrument (e.g., prepayment options, call/put options and similar options) but should not consider future credit losses.

The calculation includes all fees paid or received between parties to the contract that are an integral part of the effective interest rate, such as transaction costs and all other premiums or discounts. If the cash flows cannot be estimated, the Bank shall use contractual cash flows in the entire contract period.

Once a financial asset or a group of similar financial assets has been written down as a result of an impairment loss, interest income is recognized using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss.

##### **(13) Fee and commission income**

Fees and commissions are generally recognized on an accrual basis when the related service has been provided.

##### **(14) Deferred income taxes**

Deferred income tax is provided in full, using the liability method, on temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred tax assets shall be recognized for deductible losses or tax credits that can be carried forward to subsequent years. The deferred tax assets and deferred tax liabilities at the balance sheet date shall be measured at the tax rates that, according to the requirements of tax laws, are expected to apply to the period when the asset is realized or the liability is settled.

Deferred tax assets shall be recognized to the extent that it is probable that future taxable profit will be available against which the deductible losses and tax credits can be utilized.

Deferred income tax related to fair value changes of available-for-sale investments is recognized in owner's equity and is subsequently recognized in the income statement with derecognition of investments.

The Bank's deferred income tax assets and liabilities are netted as the amounts are recoverable from or due to the same tax authority.

##### **(15) Operating leases**

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessee are classified as operating leases. The Bank engaged into various operating lease agreements to rent its branches' offices and facilities. The total payments made under operating leases are charged to the income statement on a straight-line basis over the period of the leases. And the fine of terminated the agreement in advance was booked into profit or loss.

#### **4 PRINCIPAL ACCOUNTING POLICIES (continued)**

##### **(16) Contingent liabilities**

A contingent liability is a possible obligation that arises from past events and whose existence will only be confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Bank. It can also be a present obligation arising from past events not probable that an outflow of economic resources will be required or the amount of obligation cannot be measured reliably.

A contingent liability is not recognized as a provision but is disclosed in the notes to the financial statements.

##### **(17) Financial guarantee contracts**

The Bank has the following types of financial guarantee contracts: letters of credit and letters of guarantee. These financial guarantee contracts provide for specified payments to be made to reimburse the holder for losses incurred when the guaranteed parties default under the original or modified terms of the specified debt instruments.

The Bank initially recognizes all financial guarantee contracts at fair value in the balance sheet, which is amortized into the income statement ratably over the guarantee period. Subsequently, they are carried at the higher of amortized carrying value or the provision required to meet the Bank's guarantee obligation. The changes in carrying value are recorded in the income statement under fee and commission income.

The contractual amounts of financial guarantee contracts are disclosed as off-balance-sheet items in the notes to the financial statements.

##### **(18) Employee benefits**

Employee benefits consist of salary, bonus, allowance and subsidy, staff welfare funds, social insurance and housing fund, staff education funds and any other employee related benefits. Employee benefits expenses are recognized as general and administrative expenses in the period of services rendered.

The Bank participates in social security plans managed by the government, including pension, medical, housing and other welfare benefits. The Bank also participates in commercial insurance as a supplement to government managed social insurance. The Bank has no other substantial commitments to its employees.

#### **4 PRINCIPAL ACCOUNTING POLICIES(continued)**

##### **(19) Provision**

Provisions are recognized when the Bank has a present obligation as a result of past transactions or events, and it is more likely than not that an outflow of economic benefits will be required to settle the obligation, and the amount can be reliably estimated.

Provisions are initially determined using best estimates based on historical experience, taking into consideration the risks, uncertainties and discount effect related to contingencies. Where the effect of discounting future cash flow is significant, provisions shall be determined at the discounted future cash flows.

##### **(20) Segment reporting**

Segments are reported in a manner consistent with the internal reporting provided to the management of the Bank, who is responsible for allocating resources and assessing performance of the segments.

The Bank manages business by regions and product lines. The Bank operates business in mainland China. The Bank does not need to disclose segment information because Shanghai alone contributes the majority of revenue, profits and assets.

#### **5 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS IN APPLYING ACCOUNTING POLICIES**

The Bank makes critical estimates and assumptions that affect the reported amounts of assets and liabilities in the financial statements. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Areas susceptible to changes in essential estimates and judgments, which affect the carrying value of assets and liabilities, are set out below. It is impracticable to determine the effect of changes to the critical estimates and key assumptions discussed below. It is possible that actual results may require material adjustments to the estimates referred to below.

##### **(1) Allowance for impairment losses on loans and advances**

The Bank reviews its loan portfolios to assess impairment on quarterly basis, unless there are known situations which demonstrate that impairment losses have occurred between each assessment period. In determining whether an impairment loss should be recorded in the income statement, the Bank makes judgments as to whether there is any observable data indicating that there is a measurable decrease in the estimated future cash flows from a portfolio of loans before the decrease can be identified with an individual loan in that portfolio. This evidence may include observable data indicating that there has been an adverse change in the payment status of borrowers in a group (e.g. payment delinquency or default), or national or local economic conditions that correlate with defaults on assets in the group. Management uses estimates based on historical loss experience for assets with credit risk characteristics and objective evidence of impairment similar to those in the portfolio when scheduling its future cash flows. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to reduce any differences between loss estimates and actual loss experience.

## 5 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS IN APPLYING ACCOUNTING POLICIES (continued)

### (2) Fair value of financial instruments

The fair value of financial instruments that is not quoted in active markets is determined by using valuation techniques. To the extent practical, cash flow models use only observable data, however, areas such as credit risk (both own and counterparty), volatilities and correlations require management to make estimates. Changes in assumptions about these factors could affect reported fair value of financial instruments.

### (3) Income taxes

Significant estimates are required in determining the provision for income tax. There are certain transactions and calculations for which the ultimate tax determination is uncertain during the ordinary course of business. The Bank recognizes liabilities for anticipated tax audit issues based on estimates of whether additional taxes will be due. In particular, the deductibility of certain items in the People's Republic of China is subject to tax authority's approval, mainly like the impairment allowance for loans and advances. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred income tax provisions in the period in which such determination is made.

## 6 TAXATION

The Bank's business activities are mainly subject to following major taxes:

| Tax                                    | Tax rate | Tax basis       |
|--|----------|-----------------|
| Corporate income tax                   | 25%      | Taxable income  |
| Business tax                           | 5%       | Taxable revenue |
| River-way administrative toll          | 1%       | Business Tax    |
| Urban maintenance and construction tax | 7%       | Business Tax    |
| Educational surcharge                  | 3%       | Business Tax    |

According to the No.35 Guo fa [2010] promulgated by State Council, the Bank should pay Urban maintenance and construction tax and Educational surcharge starting from 1 December 2010.

## 7 CASH AND DEPOSITS WITH THE CENTRAL BANK

|   | 31 December 2010   | 31 December 2009     |
|---|--------------------|----------------------|
| Cash  | 191,165            | 370,062              |
| Statutory deposit reserve with the PBOC                   | 737,275,471        | 610,281,363          |
| Balance with the PBOC excess<br>statutory deposit reserve | <u>245,662,715</u> | <u>830,291,431</u>   |
|   | <u>983,129,351</u> | <u>1,440,942,856</u> |

According to the relevant provisions of the People's Bank of China ('PBOC'), the required reserve ratio for customer deposits denominated in foreign currencies is 5% as at 31 December 2010(31 December 2009:5%). Such reserve is non-interest-bearing. The required reserve ratio for customer deposits denominated in RMB is 16.5% as at 31 December 2010(31 December 2009:13.5%). Rmb deposit reserves bear interest according to PBOC's provisions.

This statutory deposit reserve is not available to fund the Bank's day-to-day operations.

## 8 DEPOSITS WITH OTHER BANKS

|   | 31 December 2010  | 31 December 2009   |
|---|-------------------|--------------------|
| Deposits with domestic banks            | 24,486,307        | 111,271,235        |
| Deposits with overseas banks            | -                 | 58,615,568         |
| Deposits with related parties (Note 39) | <u>6,171,033</u>  | <u>7,172,100</u>   |
|   | <u>30,657,340</u> | <u>177,058,903</u> |

## 9 PLACEMENTS WITH OTHER BANKS

|   | 31 December 2010     | 31 December 2009     |
|---|----------------------|----------------------|
| Placements with domestic banks            | 408,500,000          | 662,692,670          |
| Placements with related parties (Note 39) | 70,452,000           | 239,229,598          |
| Lending to domestic banks                 | 2,950,322,406        | 1,168,635,469        |
| Lending to related parties (Note 39)      | <u>75,129,382</u>    | <u>83,580,318</u>    |
|   | <u>3,504,403,788</u> | <u>2,154,138,055</u> |

## 10 TRADING FINANCIAL ASSETS

|                                  | 31 December 2010     | 31 December 2009   |
|----------------------------------|----------------------|--------------------|
| PBOC notes                       | 1,783,960,843        | 255,594,385        |
| Government bond                  | 613,479,601          | -                  |
| Corporate bond                   | 164,753,121          | -                  |
| Syndicated loan hold for trading | <u>35,610,258</u>    | <u>-</u>           |
|                                  | <u>2,597,803,823</u> | <u>255,594,385</u> |

## 11 FINANCIAL ASSETS CLASSIFIED AS AVAILABLE-FOR-SALE

|            | 31 December 2010   | 31 December 2009     |
|------------|--------------------|----------------------|
| PBOC notes | <u>638,914,066</u> | <u>1,216,228,375</u> |

## 12 DERIVATIVE INSTRUMENTS

The following derivative instruments are utilized by the Bank for trading purpose:

Foreign exchange forwards represent commitments to purchase/sell foreign exchanges at a future date, including unsettled spot transactions.

Forward rate agreements are individually negotiated interest rate contract that call for a cash settlement at a future date for the difference between a contracted rate of interest and the current market rate, based on a notional principal amount.

Foreign exchange and interest rate swaps are commitments to exchange one set of cash flows for another. Swaps result in an economic exchange of currencies or interest rates (for example, fixed rate for floating rate) or a combination of all these (i.e. cross-currency interest rate swaps).

Gold forwards are commitments to trade certain amount of gold at contract price at a certain day in the future.

The notional amounts of certain types of financial instruments provide a basis for comparison with instruments recognized on the balance sheet but do not necessarily indicate the amounts of future cash flows involved or the current fair value of the instruments and, therefore, do not indicate the Bank's exposure to credit or market risks. The derivative instruments become favorable (assets) or unfavorable (liabilities) as a result of fluctuations in market interest rates or foreign exchange rates relative to their terms. The aggregate fair values of derivative financial assets and liabilities can fluctuate significantly from time to time.

The fair value of financial instruments that is not quoted in active markets is determined by using valuation techniques. To the extent practical, cash flow models use only observable data, like interest rate and foreign currency rate, certain data like credit risk (both own and counterparty), volatilities and correlations require management to make estimates. Changes in assumptions about these factors could affect reported fair value of financial instruments.

## 12 DERIVATIVE INSTRUMENTS (continued)

The notional amount and fair value of the Bank's derivative financial instruments are as follows:

| 31 December 2010                 | Notional amount        | Fair value           |                        |
|----------------------------------|------------------------|----------------------|------------------------|
|                                  |                        | Assets               | Liabilities            |
| <b>Currency derivatives</b>      |                        |                      |                        |
| Foreign exchange forward         | 3,800,850,610          | 35,936,067           | (44,935,760)           |
| Foreign exchange swap            | 49,608,066,582         | 423,037,104          | (302,919,578)          |
| Subtotal                         | 53,408,917,192         | 458,973,171          | (347,855,338)          |
| <b>Interest rate derivatives</b> |                        |                      |                        |
| Forward rate agreement           | 104,983,040,400        | 324,317,185          | (324,300,205)          |
| Interest rate swaps              | 61,205,072,973         | 770,130,674          | (814,889,721)          |
| Subtotal                         | 166,188,113,373        | 1,094,447,859        | (1,139,189,926)        |
| <b>Total</b>                     | <b>219,597,030,565</b> | <b>1,553,421,030</b> | <b>(1,487,045,264)</b> |
| <b>31 December 2009</b>          |                        |                      |                        |
|                                  | Notional amount        | Fair value           |                        |
|                                  |                        | Assets               | Liabilities            |
| <b>Currency derivatives</b>      |                        |                      |                        |
| Foreign exchange forward         | 3,388,107,321          | 83,346,001           | (51,994,325)           |
| Foreign exchange swap            | 14,905,153,838         | 58,250,954           | (67,642,073)           |
| Gold forward                     | 309,297,179            | 9,784,921            | (9,784,922)            |
|                                  | 18,602,558,338         | 151,381,876          | (129,421,320)          |
| <b>Interest rate derivatives</b> |                        |                      |                        |
| Forward rate agreement           | 110,289,086,400        | 87,359,300           | (85,304,237)           |
| Interest rate swap               | 21,969,158,638         | 261,915,515          | (252,797,060)          |
|                                  | 132,258,245,038        | 349,274,815          | (338,101,297)          |
| <b>Total</b>                     | <b>150,860,803,376</b> | <b>500,656,691</b>   | <b>(467,522,617)</b>   |



### 13 INTEREST RECEIVABLE

|  | 31 December 2010  | 31 December 2009  |
|--|-------------------|-------------------|
| Interest receivable from:                |                   |                   |
| Loans and advances                       | 22,659,202        | 19,337,203        |
| Deposits and placements with other banks | 33,037,482        | 6,299,936         |
| Securities investment                    | 9,994,525         | 11,529,347        |
|  | <u>65,691,209</u> | <u>37,166,486</u> |

### 14 LOANS AND ADVANCES

|  | 31 December 2010     | 31 December 2009     |
|--|----------------------|----------------------|
| Corporate loans and advances               |                      |                      |
| -Loans                                     | 6,692,061,847        | 6,151,898,829        |
| -Forfeiting                                | 437,013,328          | 142,719,209          |
| -Negotiating bills and others              | 379,907,653          | 78,973,423           |
|  | <u>7,508,982,828</u> | <u>6,373,591,461</u> |
| Collectively assessed impairment allowance | <u>(111,020,318)</u> | <u>(90,914,384)</u>  |
| <b>Loans and advances, net</b>             | <u>7,397,962,510</u> | <u>6,282,677,077</u> |

There is no overdue or impaired loan as at 31 December 2010 and 31 December 2009. All impairment allowances are provided by collective assessment.

(1) Industry sector:

|                              | 31 December 2010     |            | 31 December 2009     |            |
|------------------------------|----------------------|------------|----------------------|------------|
|                              | Balance              | %          | Balance              | %          |
| Manufacturing                | 4,831,399,334        | 64         | 4,440,885,895        | 70         |
| Wholesale and retail trading | 887,893,300          | 12         | 464,342,980          | 7          |
| Power, energy and water      | 880,332,571          | 12         | 567,298,428          | 9          |
| Financial institutions       | 464,391,816          | 6          | 100,870,103          | 2          |
| Others                       | 444,965,807          | 6          | 800,194,055          | 12         |
| <b>Total, gross</b>          | <u>7,508,982,828</u> | <u>100</u> | <u>6,373,591,461</u> | <u>100</u> |

(2) Geographic sector:

|                     | 31 December 2010     |            | 31 December 2009     |            |
|---------------------|----------------------|------------|----------------------|------------|
|                     | Balance              | %          | Balance              | %          |
| East China          | 3,259,674,009        | 43         | 3,167,902,381        | 50         |
| North China         | 1,975,306,995        | 26         | 1,302,123,122        | 20         |
| Middle China        | 807,715,806          | 11         | 1,068,771,567        | 17         |
| South China         | 870,683,607          | 12         | 592,212,829          | 9          |
| Others              | 595,602,411          | 8          | 242,581,562          | 4          |
| <b>Total, gross</b> | <u>7,508,982,828</u> | <u>100</u> | <u>6,373,591,461</u> | <u>100</u> |

#### 14 LOANS AND ADVANCES (continued)

(3) By type of security:

|                       | 31 December 2010     | 31 December 2009     |
|-----------------------|----------------------|----------------------|
| Clean credit facility | 4,592,133,298        | 4,472,646,303        |
| Collateralized loan   | 497,797,061          | 1,069,409,400        |
| Guaranteed loan       | 1,008,605,016        | 770,909,315          |
| Pledged loan          | 1,410,447,453        | 60,626,443           |
| <b>Total, gross</b>   | <b>7,508,982,828</b> | <b>6,373,591,461</b> |

(4) Movement of impairment allowance:

|  | 2010               | The period from<br>1 August 2009 (day of<br>business conversion)<br>to 31 December 2009 |
|--|--------------------|---|
| Collective assessed impairment allowance |                    |   |
| At beginning of the year/(period)        | 90,914,384         | 88,214,923  |
| Impairment losses (Note 33)              | 20,105,934         | 2,718,672   |
| Exchange differences                     | -                  | (19,211)  |
| At end of the year/(period)              | <b>111,020,318</b> | <b>90,914,384</b>   |

#### 15 OTHER ASSETS

|  | 31 December 2010  | 31 December 2009  |
|--|-------------------|-------------------|
| Guarantee deposit for foreign exchange<br>business | 21,342,585        | 19,956,377        |
| Settlement suspense balance                        | 10,131,680        | 15,467,757        |
| Long-term prepaid expenses                         | 7,811,839         | 8,729,297         |
| Rental deposits                                    | 4,897,271         | 4,811,842         |
| Fee and commission receivables                     | 4,338,460         | 4,632,848         |
| Intangible assets                                  | 1,174,937         | 599,869           |
| Others   | 3,390,111         | 2,014,025         |
|  | <b>53,086,883</b> | <b>56,212,015</b> |

**16 DUE TO OTHER BANKS AND FINANCIAL INSTITUTIONS**

|  | <b>31 December 2010</b> | <b>31 December 2009</b> |
|--|-------------------------|-------------------------|
| Deposit from related parties (Note 39)       | 162,315,163             | 230,116,995             |
| Deposit from domestic financial institutions | <u>583,078,459</u>      | <u>644,867,398</u>      |
|  | <u>745,393,622</u>      | <u>874,984,393</u>      |

**17 PLACEMENTS FROM OTHER BANKS**

|   | <b>31 December 2010</b> | <b>31 December 2009</b> |
|---|-------------------------|-------------------------|
| Placements from related parties (Note 39) | 4,748,023,019           | 3,362,275,667           |
| Placements from domestic banks            | <u>1,948,497,000</u>    | <u>-</u>                |
|   | <u>6,696,520,019</u>    | <u>3,362,275,667</u>    |

**18 CUSTOMER DEPOSITS**

|                             | <b>31 December 2010</b> | <b>31 December 2009</b> |
|-----------------------------|-------------------------|-------------------------|
| Corporate current deposits  | 1,114,533,024           | 1,179,880,020           |
| Corporate time deposits     | 2,786,799,944           | 2,805,775,402           |
| Individual current deposits | 4,044,193               | 1,867,258               |
| Margin deposits             | <u>688,381,594</u>      | <u>216,737,660</u>      |
|                             | <u>4,593,758,755</u>    | <u>4,204,260,340</u>    |

**19 PAYROLL AND WELFARE PAYABLE**

|                                    | <b>31 December 2010</b> | <b>31 December 2009</b> |
|------------------------------------|-------------------------|-------------------------|
| Salary, bonus and social insurance | 16,799,530              | 20,701,477              |
| Housing funds                      | 16,512                  | 496,674                 |
| Staff activity funds               | <u>81,033</u>           | <u>1,181</u>            |
|                                    | <u>16,897,075</u>       | <u>21,199,332</u>       |

**20 TAXES PAYABLE**

|                         | <b>31 December 2010</b> | <b>31 December 2009</b> |
|-------------------------|-------------------------|-------------------------|
| Withholding income tax  | 9,115,329               | 9,084,215               |
| Income tax              | 23,291,705              | 6,576,173               |
| Business tax and levies | 4,527,618               | 535,295                 |
| Others                  | 1,419,647               | 1,060,939               |
|                         | <u>38,354,299</u>       | <u>17,256,622</u>       |

**21 INTEREST PAYABLE**

|   | <b>31 December 2010</b> | <b>31 December 2009</b> |
|---|-------------------------|-------------------------|
| Interest payable to:  |                         |                         |
| Customer deposits   | 24,385,105              | 21,907,050              |
| Due to and placements from other banks and financial institutions | 42,006,350              | 30,903,529              |
|   | <u>66,391,455</u>       | <u>52,810,579</u>       |

**22 DEFERRED INCOME TAX ASSETS/(LIABILITIES)**

Movement of deferred income tax assets/(liabilities) is as following:

|  | <b>2010</b>        | <b>The period from<br/>1 August 2009<br/>(day of business<br/>conversion) to<br/>31 December 2009</b> |
|--|--------------------|---|
| Balance at the beginning of the year/(period)  | 8,660,354          | 9,887,303   |
| Charge to the income statement (Note 34)   | (12,353,037)       | (1,275,115)   |
| Charge to capital surplus - deferred income tax from fair value changes of financial assets classified as available-for-sale (Note 24) | 1,273,777          | 48,166  |
| Balance at the end of the year/(period)  | <u>(2,418,906)</u> | <u>8,660,354</u>  |

## 22 DEFERRED INCOME TAX ASSETS/(LIABILITIES)

Deferred income tax assets/(liabilities) arose from following temporary differences:

|   | 31 December 2010         |                                  | 31 December 2009         |                                  |
|---|--------------------------|----------------------------------|--------------------------|----------------------------------|
|   | Deferred tax assets      | Deductable temporary differences | Deferred tax assets      | Deductable temporary differences |
| Allowance for impairment of loans and advances                                  | 128,895                  | 515,580                          | 6,704,810                | 26,819,241                       |
| Carrying forward tax losses   | -                        | -                                | 8,830,642                | 35,322,567                       |
| Accrued expense   | 12,475,927               | 49,903,709                       | 1,624,600                | 6,498,398                        |
| Unrealized loss of trading financial assets                                     | 248,271                  | 993,083                          | -                        | -                                |
| Depreciation in fair value of financial assets classified as available-for-sale | 1,321,943                | 5,287,770                        | 48,166                   | 192,663                          |
|   | <u>14,175,036</u>        | <u>56,700,142</u>                | <u>17,208,218</u>        | <u>68,832,869</u>                |
|   | Deferred tax liabilities | Taxable temporary differences    | Deferred tax liabilities | Taxable temporary differences    |
| Unrealized gain of trading financial assets                                     | -                        | -                                | (264,345)                | (1,057,379)                      |
| Unrealized gain of derivatives  | (16,593,942)             | (66,375,766)                     | (8,283,519)              | (33,134,074)                     |
|   | <u>(16,593,942)</u>      | <u>(66,375,766)</u>              | <u>(8,547,864)</u>       | <u>(34,191,453)</u>              |
| Net   | <u>(2,418,906)</u>       | <u>(9,675,624)</u>               | <u>8,660,354</u>         | <u>34,641,416</u>                |

## 23 OTHER LIABILITIES

|   | 31 December 2010  | 31 December 2009  |
|---|-------------------|-------------------|
| Service fee to parent company (Note 39)                 | 15,216,100        | 16,201,043        |
| Unearned fee and commission income                      | 17,429,700        | 11,114,451        |
| Suspense settlement balance of forfeiting               | 6,001,536         | 5,039,607         |
| Professional service fees payable                       | 1,977,593         | 4,717,647         |
| Letter of guarantee commission expenses payable         | 1,925,526         | 3,564,944         |
| Suspense settlement balance of forward                  | -                 | 2,075,664         |
| Rental expenses payable                                 | 1,550,000         | 1,900,000         |
| Technology maintenance fee to related parties (Note 39) | 1,664,479         | 1,786,234         |
| Payable to travelling agencies                          | 1,726,000         | 1,350,000         |
| Others  | 8,312,077         | 6,631,490         |
|   | <u>55,803,011</u> | <u>54,381,080</u> |

## 24 CAPITAL SURPLUS

Capital surplus is from the change in fair value of financial assets classified as available-for-sale.

|  | 2010               | The period from<br>1 August 2009<br>(day of business<br>conversion) to<br>31 December 2009 |
|--|--------------------|--|
| Balance at the beginning of the year/(period)                                | (144,497)          | -  |
| Change in fair value of financial assets<br>classified as available-for-sale | (5,095,107)        | (192,663)  |
| Deferred income taxes (Note 22)  | 1,273,777          | 48,166   |
| Balance at the end of the year/(period)                                      | <u>(3,965,827)</u> | <u>(144,497)</u>   |

## 25 SURPLUS RESERVE

|   | 2010              | The period from<br>1 August 2009<br>(day of business<br>conversion) to<br>31 December 2009 |
|---|-------------------|--|
| Reserve fund:                                 |                   |  |
| Balance at the beginning of the year/(period) | 8,151,417         | -  |
| Appropriation of net profit                   | <u>5,073,879</u>  | <u>8,151,417</u>   |
| Balance at end of the year/(period)           | <u>13,225,296</u> | <u>8,151,417</u>   |

In accordance with the Detail Rules for Implementing the Law of Foreign Invested Enterprise, appropriations from net profit should be made to the reserve fund, after offsetting accumulated losses from prior years, and before profit distributions to the investors. The percentage to be appropriated to the reserve fund is determined by the Board of Directors of the Bank, but should not be less than 10% of net income after tax before accumulated reserve fund reaching 50% or more of the registered capital. Subject to the approval from the Board of Directors, the reserve fund can be used for replenishing the accumulated losses or increasing the Bank's capital.

## 26 General reserve

Pursuant to Circulars CaiJin [2005] No.49 and No.90 issued by MOF, financial institution should provide general reserve as profit distribution to prevent business risk and enhance the capability to withstand risk. This general reserve is part of the owner's equity.

As approved by the Board of Directors, the Bank appropriated general reserve in 2010 according to 1% of year-end risk assets.

## 27 UNDISTRIBUTED PROFIT

The Bank appropriated net profit of the statutory financial statement in accordance with the relevant regulations in 2010.

The Bank appropriated 10% of net profit for the year ended 31 December 2010, RMB 5,073,879 to surplus reserve and RMB 110,585,141 to general reserve.

## 28 NET INTEREST INCOME

|                                | 2010                 | The period from<br>1 August 2009 (day of<br>business conversion)<br>to 31 December 2009 |
|--------------------------------|----------------------|---|
| <b>Interest income:</b>        |                      |   |
| Loans and advances             | 242,518,988          | 107,922,950   |
| Placements with other banks    | 92,708,713           | 8,337,371   |
| Deposits with other banks      | 3,352,597            | 16,528,456  |
| Deposits with the central bank | 12,775,745           | 5,159,652   |
|                                | <u>351,356,043</u>   | <u>137,948,429</u>  |
| <b>Interest expense:</b>       |                      |   |
| Customer deposit               | (71,173,414)         | (22,832,978)  |
| Due to other banks             | (43,439,127)         | (19,478,759)  |
| Placements from other banks    | (37,412,630)         | (439,642)   |
|                                | <u>(152,025,171)</u> | <u>(42,751,379)</u>   |
| <b>Net interest income</b>     | <u>199,330,872</u>   | <u>95,197,050</u>   |

## 29 NET FEE AND COMMISSION INCOME

|   | 2010                | The period from<br>1 August 2009 (day of<br>business conversion)<br>to 31 December 2009 |
|---|---------------------|---|
| <b>Fee and commission income:</b>                   |                     |   |
| Credit related fees and commissions                 | 54,123,336          | 33,938,575  |
| Guarantee fees                                      | 26,523,098          | 8,035,399   |
| Settlement and clearing fees                        | 8,131,517           | 2,733,367   |
| Others  | 1,245,221           | 1,559,805   |
|   | <u>90,023,172</u>   | <u>46,267,146</u>   |
| <b>Fee and commission expense:</b>                  |                     |   |
| Foreign exchange settlement and<br>clearing expense | (9,368,930)         | (1,554,597)   |
| Guarantee expense to parent bank                    | (702,359)           | (587,500)   |
| Others  | (4,454,397)         | (227,818)   |
|   | <u>(14,525,686)</u> | <u>(2,369,915)</u>  |
| <b>Net fee and commission income</b>                | <u>75,497,486</u>   | <u>43,897,231</u>   |

**30 INVESTMENT INCOME**

|  | <b>2010</b>       | <b>The period from<br/>1 August 2009 (day of<br/>business conversion)<br/>to 31 December 2009</b> |
|--|-------------------|---|
| Financial assets classified as<br>available-for-sale | 19,544,776        | 6,916,244   |
| Trading financial assets                             | 11,646,189        | 7,870,950   |
|  | <u>31,190,965</u> | <u>14,787,194</u>   |

**31 FAIR VALUE GAINS/(LOSSES)**

|  | <b>2010</b>       | <b>The period from<br/>1 August 2009 (day of<br/>business conversion)<br/>to 31 December 2009</b> |
|--|-------------------|---|
| Net gains on derivative instruments    | 29,638,464        | 34,972,633  |
| Net losses on financial trading assets | (2,052,737)       | (4,265,530)   |
|  | <u>27,585,727</u> | <u>30,707,103</u>   |

**32 GENERAL AND ADMINISTRATIVE EXPENSES**

|                                  | <b>2010</b>        | <b>The period from<br/>1 August 2009 (day of<br/>business conversion)<br/>to 31 December 2009</b> |
|----------------------------------|--------------------|---|
| Salaries and bonus               | 80,940,718         | 33,197,196  |
| Social insurance                 | 7,521,153          | 5,155,071   |
| Service fee to parent bank       | 11,473,138         | 5,199,240   |
| Rental and utilities             | 20,426,916         | 8,176,852   |
| Telecommunications and computers | 8,976,376          | 4,084,030   |
| Travelling expenses              | 4,186,161          | 2,418,264   |
| Entertainment expenses           | 1,976,059          | 1,095,959   |
| Depreciation and amortization    | 4,893,612          | 2,319,772   |
| Staff training expenses          | 889,200            | 113,510   |
| Consulting expenses              | 1,987,228          | 138,762   |
| Stationery expenses              | 1,403,722          | 632,812   |
| Others                           | 9,961,972          | 8,910,671   |
|                                  | <u>154,636,255</u> | <u>71,442,139</u>   |



### 33 IMPAIRMENT LOSSES ON ASSETS

|  | 2010       | The period from<br>1 August 2009 (day<br>of business<br>conversion) to 31<br>December 2009 |
|--|------------|--|
| Impairment losses on loans and advances<br>(Note 14) | 20,105,934 | 2,718,672  |

### 34 INCOME TAX

|                               | 2010       | The period from<br>1 August 2009 (day<br>of business<br>conversion) to 31<br>December 2009 |
|-------------------------------|------------|--|
| Current income tax            | 39,558,503 | 286,770  |
| Deferred income tax (Note 22) | 12,353,037 | 1,275,115  |
|                               | 51,911,540 | 1,561,885  |

Reconciliation between income tax and which calculated using applicable tax rate:

|   | 2010        | The period from<br>1 August 2009 (day<br>of business<br>conversion) to 31<br>December 2009 |
|---|-------------|--|
| Profit before income tax  | 102,650,329 | 83,076,059   |
| Income tax calculated using 25% tax rate                                | 25,662,582  | 20,769,015   |
| Interest income of government bond non subject to<br>tax                | (42,000)    | -  |
| Expenses not deductible for tax purposes                                | 197,606     | 116,353  |
| Adjustment on capital exchange loss of former<br>CA-CIB China Branches  | 19,615,934  | -  |
| Written back deferred income tax assets<br>recognized in previous year  | 5,295,538   | -  |
| Tax clearing differences for previous year                              | 1,181,880   | -  |
| Impact from change in income tax rate of former<br>CA-CIB Xiamen Branch | -           | (9,510)  |
| Tax clearing differences of former CA-CIB<br>China Branches             | -           | 286,770  |
| Carry forward tax losses of former CA-CIB<br>China Branches             | -           | (19,600,743)   |
|   | 51,911,540  | 1,561,885  |

**35 OTHER COMPREHENSIVE LOSS**

|   | <b>2010</b>        | <b>The period from<br/>1 August 2009 (day<br/>of business<br/>conversion) to 31<br/>December 2009</b> |
|---|--------------------|---|
| Financial assets classified as available-for-sale |                    |   |
| Changes in fair value                             | 5,095,107          | 192,663   |
| Less: Effect of income tax                        | <u>(1,273,777)</u> | <u>(48,166)</u>   |
|   | <u>3,821,330</u>   | <u>144,497</u>  |

**36 NOTES TO THE STATEMENT OF CASH FLOWS**

**(1) Cash and cash equivalents**

|   | <b>31 December 2010</b> | <b>31 December 2009</b> |
|---|-------------------------|-------------------------|
| Cash (Note 7)   | 191,165                 | 370,062                 |
| Balances with the PBOC excess statutory<br>deposit reserve (Note 7)                       | 245,662,715             | 830,291,431             |
| Deposits with other banks with maturity less<br>than three months from acquisition date   | 30,657,340              | 177,058,903             |
| Placements with other banks with maturity less<br>than three months from acquisition date | <u>278,952,000</u>      | <u>900,922,284</u>      |
| Total   | <u>555,463,220</u>      | <u>1,908,642,680</u>    |

### 36 NOTES TO THE STATEMENT OF CASH FLOWS (continued)

#### (2) Cash flows from operating activities

|   | Notes | 2010                   | The period from<br>1 August 2009 (day<br>of business<br>conversion) to 31<br>December 2009 |
|---|-------|------------------------|--|
| Net profit:   |       | 50,738,789             | 81,514,174   |
| Adjusted by:  |       |                        |  |
| Impairment loss   | 33    | 20,105,934             | 2,718,672  |
| Depreciation and amortization                                   | 32    | 4,893,612              | 2,319,772  |
| Gains on disposal of fixed assets<br>and other long-term assets |       | (328,718)              | 17,960   |
| Fair value gains  | 31    | (27,585,727)           | (30,707,103)   |
| Deferred income tax   |       | 12,353,037             | 1,275,115  |
| Increase in operating receivables                               |       | (6,621,352,110)        | (323,436,184)  |
| Increase/(decrease) in operating<br>payables                    |       | <u>4,640,579,258</u>   | <u>(1,424,942,991)</u>   |
| <b>Net cash used in operating activities</b>                    |       | <u>(1,920,595,925)</u> | <u>(1,691,240,585)</u>   |

#### (3) Net change in cash and cash equivalents:

|  |  |                        |                        |
|--|--|------------------------|------------------------|
| Cash and cash equivalents at end of the<br>year/(period)             |  | 555,463,220            | 1,908,642,680          |
| Less: cash and cash equivalents at<br>beginning of the year/(period) |  | <u>(1,908,642,680)</u> | <u>(4,814,947,532)</u> |
| <b>Net decrease in cash and cash equivalents</b>                     |  | <u>(1,353,179,460)</u> | <u>(2,906,304,852)</u> |

### 37 CONTINGENT LIABILITIES AND COMMITMENTS

#### (1) Credit commitment

|                             | 31 December 2010     | 31 December 2009     |
|-----------------------------|----------------------|----------------------|
| Letters of guarantee issued | 3,646,186,820        | 5,009,734,802        |
| Letters of credit issued    | 301,493,749          | 267,023,445          |
| Negotiation credit          | 509,391,987          | 269,569,790          |
| Loan commitment             | <u>837,107,937</u>   | <u>535,717,313</u>   |
|                             | <u>5,294,180,493</u> | <u>6,082,045,350</u> |

### 37 CONTINGENT LIABILITIES AND COMMITMENTS (continued)

#### (2) Operating lease commitments

Future minimum lease payments under non-cancellable operating leases are as follows:

|                                | 31 December 2010  | 31 December 2009  |
|--------------------------------|-------------------|-------------------|
| Within 1 year                  | 19,598,321        | 17,427,307        |
| Over 1 year less than 2 years  | 2,373,852         | 14,131,180        |
| Over 2 years less than 3 years | -                 | 2,373,852         |
|                                | <u>21,972,173</u> | <u>33,932,339</u> |

#### (3) Legal proceedings

At 31 December 2010, there was no legal proceeding against the Bank (none at 31 December 2009).

#### (4) Capital commitments

At 31 December 2010, there was no significant capital commitment (none at 31 December 2009).

### 38 EVENTS AFTER THE BALANCE SHEET DATE

There were no significant post-balance sheet events which are required to be disclosed in the financial statements.

### 39 RELATED PARTY RELATIONSHIPS AND TRANSACTIONS

#### (a) Related party who control the Bank

| Name of entity | Registered location | Main business | Relations with the Bank | Economic nature    |
|----------------|---------------------|---------------|-------------------------|--------------------|
| CA-CIB         | Paris, France       | Banking       | Parent bank             | Foreign enterprise |

CRÉDIT AGRICOLE S.A. registered in France is the ultimate holding company of the Bank.

#### (b) Share of interest of related party who control the Bank and its changes

| <u>Name of entity</u> | 31 December 2010 |     | 31 December 2009 |     |
|-----------------------|------------------|-----|------------------|-----|
|                       | Amount           | %   | Amount           | %   |
| CA-CIB                | 3,000,000,000    | 100 | 3,000,000,000    | 100 |

#### (c) Nature of related parties which do not control the Bank or are controlled by the Bank

| Names of related parties | Relationship with the Bank |
|--------------------------|----------------------------|
| CA-CIB Shanghai Branch   | Branch of parent bank      |
| CA-CIB Hong Kong Branch  | Branch of parent bank      |
| CA-CIB Tokyo Branch      | Branch of parent bank      |
| CA-CIB London Branch     | Branch of parent bank      |

### 39 RELATED PARTY RELATIONSHIPS AND TRANSACTIONS (continued)

#### (d) Related party transactions

##### (1) Pricing policy

The major transactions entered into by the Bank with its related parties are inter-bank borrowing and lending. The terms of inter-bank borrowing and lending with related parties follow commercial terms arranged in the ordinary course of the Bank's business.

##### (2) Significant related party transactions

|  | 2010             | The period from<br>1 August 2009 (day of<br>business conversion)<br>to 31 December 2009 |
|--|------------------|---|
| (i) Provide funding                          |                  |   |
| Interest income from financial institutions: |                  |   |
| CA-CIB Hong Kong Branch                      | 3,261,062        | 1,559,251   |
| CA-CIB                                       | 73,522           | 137,379   |
| CA-CIB Shanghai Branch                       | -                | 57,695  |
| CA-CIB Tokyo Branch                          | 148              | -   |
|  | <u>3,334,732</u> | <u>1,754,325</u>  |

##### (ii) Receive service

|                                  |                   |                  |
|----------------------------------|-------------------|------------------|
| Service fee to parent bank       | <u>11,473,138</u> | <u>5,199,240</u> |
| Guarantee fee to related parties | <u>1,087,799</u>  | <u>587,500</u>   |

##### (3) Balance with related parties

| (i) Deposits/Placements with other banks | 31 December 2010   | 31 December 2009   |
|--|--------------------|--------------------|
| Deposits with other banks:               |                    |                    |
| CA-CIB Hong Kong Branch                  | -                  | 7,172,100          |
| CA-CIB                                   | 3,260,683          | -                  |
| CA-CIB Shanghai Branch                   | 2,910,350          | -                  |
|  | <u>6,171,033</u>   | <u>7,172,100</u>   |
| Placements with other banks:             |                    |                    |
| CA-CIB Hong Kong Branch                  | 145,581,382        | 321,809,916        |
| CA-CIB Shanghai Branch                   | -                  | 1,000,000          |
|  | <u>145,581,382</u> | <u>322,809,916</u> |

**39 RELATED PARTY RELATIONSHIPS AND TRANSACTIONS (continued)****(d) Related party transactions(continued)****(3) Balance with related parties(continued)****(ii) Due to/Placements from other banks**

| Due to other banks:    | <b>31 December 2010</b> | <b>31 December 2009</b> |
|------------------------|-------------------------|-------------------------|
| CA-CIB Shanghai Branch | 162,315,163             | 230,116,995             |

## Placements from other banks:

|                         |                      |                      |
|-------------------------|----------------------|----------------------|
| CA-CIB Hong Kong Branch | 4,722,511,407        | 3,330,460,653        |
| CA-CIB                  | 21,448,612           | 31,815,014           |
| CA-CIB Tokyo Branch     | 4,063,000            | -                    |
|                         | <u>4,748,023,019</u> | <u>3,362,275,667</u> |

**(iii) Interest receivable/ interest payable:**

## Interest receivable:

|                         | <b>31 December 2010</b> | <b>31 December 2009</b> |
|-------------------------|-------------------------|-------------------------|
| CA-CIB Hong Kong Branch | 2,722,136               | 3,029,931               |
| CA-CIB Shanghai Branch  | -                       | 1,710                   |
|                         | <u>2,722,136</u>        | <u>3,031,641</u>        |

## Interest payable:

|                         | <b>31 December 2010</b> | <b>31 December 2009</b> |
|-------------------------|-------------------------|-------------------------|
| CA-CIB Hong Kong Branch | 3,944,167               | 1,542,852               |
| CA-CIB                  | 110,288                 | 193,166                 |
| CA-CIB Shanghai Branch  | -                       | 286,841                 |
|                         | <u>4,054,455</u>        | <u>2,022,859</u>        |

**(iv) Other receivables and other liabilities**

## Fee and commission receivable from related parties

|                         | <b>31 December 2010</b> | <b>31 December 2009</b> |
|-------------------------|-------------------------|-------------------------|
| CA-CIB London Branch    | 1,858,427               | -                       |
| CA-CIB                  | 544,748                 | 666,056                 |
| CA-CIB Hong Kong Branch | 209,573                 | 37,758                  |
|                         | <u>2,612,748</u>        | <u>703,814</u>          |

|                                   |                   |                   |
|-----------------------------------|-------------------|-------------------|
| Unpaid service fee to parent bank | <u>15,216,100</u> | <u>16,201,043</u> |
|-----------------------------------|-------------------|-------------------|

|  |                  |                  |
|--|------------------|------------------|
| Accrued technology maintenance expenses to related parties | <u>1,664,479</u> | <u>1,786,234</u> |
|--|------------------|------------------|

### 39 RELATED PARTY RELATIONSHIPS AND TRANSACTIONS (continued)

(d) Related party transactions(continued)

(3) Balance with related parties(continued)

(v) Derivative financial instruments

| 2010                     | Notional amount        | Fair value         |                      |
|--------------------------|------------------------|--------------------|----------------------|
|                          |                        | Assets             | Liabilities          |
| CA-CIB Hong Kong Branch  |                        |                    |                      |
| Forward rate agreement   | 104,983,040,400        | 324,317,185        | (324,300,205)        |
| Foreign exchange swap    | 857,296,423            | 28,567,702         | (11,130,407)         |
| Interest rate swap       | 14,702,421,191         | 425,669,028        | (467,599,830)        |
| Foreign exchange forward | 27,612,148             | 4,193,242          | -                    |
|                          | <u>120,570,370,162</u> | <u>782,747,157</u> | <u>(803,030,442)</u> |
| CA-CIB                   |                        |                    |                      |
| Foreign exchange swap    | 40,851,377             | 4,191,384          | (17,464)             |
| Interest rate swap       | 2,112,075,375          | 196,150            | (60,008,926)         |
|                          | <u>2,152,926,752</u>   | <u>4,387,534</u>   | <u>(60,026,390)</u>  |
| CA-CIB London Branch     |                        |                    |                      |
| Foreign exchange swap    | 725,501,890            | 2,833,910          | (17,359,099)         |
|                          | <u>123,448,798,804</u> | <u>789,968,601</u> | <u>(880,415,931)</u> |
| <b>2009</b>              | <b>Notional amount</b> | <b>Fair value</b>  |                      |
|                          |                        | <b>Assets</b>      | <b>Liabilities</b>   |
| CA-CIB Hong Kong Branch  |                        |                    |                      |
| Forward rate agreement   | 110,289,086,400        | 87,359,300         | (85,304,237)         |
| Foreign exchange swap    | 1,873,962,482          | 20,979,304         | (7,350,273)          |
| Interest rate swap       | 18,070,905,603         | 167,856,119        | (180,965,032)        |
| Foreign exchange forward | 90,781,339             | 10,972,272         | (10,961)             |
|                          | <u>130,324,735,824</u> | <u>287,166,995</u> | <u>(273,630,503)</u> |
| CA-CIB                   |                        |                    |                      |
| Foreign exchange swap    | 22,177,356             | 1,211,204          | (121,198)            |
| Interest rate swap       | 291,762,515            | -                  | (57,242,072)         |
| Gold forward             | 151,524,688            | 1,768,559          | (8,016,362)          |
|                          | <u>465,464,559</u>     | <u>2,979,763</u>   | <u>(65,379,632)</u>  |
|                          | <u>130,790,200,383</u> | <u>290,146,758</u> | <u>(339,010,135)</u> |

## **40 FINANCIAL RISK MANAGEMENT**

### **(1) Overview**

The Bank's activities expose it to a variety of risks and those activities involve the analysis, evaluation, acceptance and management of some degree of risk or combination of risks. Taking risk is core to the financial business, and the inherent risks are an inevitable consequence of being in business. The Bank's aim is therefore to achieve an appropriate balance between risk and return and minimise potential adverse effects on the Bank's financial performance.

The Bank's risk management policies are designed to identify and analyse these risks, to set appropriate risk limits and controls, and to monitor the risks and adhere to limits by means of reliable and up-to-date information systems.

Board of directors developed the Bank's risk management strategies. The senior management of the Bank implemented relevant risk management policies and procedures, including exchange rate risk, interest rate risk and credit risk under the risk management strategies developed by Board of directors. The relevant department of the Bank is responsible for implementation of these risk management strategies. In addition, the internal audit department is responsible for conducting an independent review on risk management and internal controls.

The most important types of business risk are credit risk, liquidity risk and market risk. Market risk includes currency risk and interest rate risk.

### **(2) Credit risk**

The Bank takes on exposure to credit risk, which is the risk that counterparty may fail to discharge an obligation, resulting in financial losses to the Bank. Significant changes in the economy, or in a particular industry segment that represents a concentration in the Bank's portfolio, could result in losses that are different from those provided for at the balance sheet date. If the counterparties of the transaction are focused on the same industries or geographic region, the credit risk increases. Credit exposures arise principally in loans and advances, debt securities and due from banks and other financial institutions. There is also credit risk in off-balance sheet financial arrangements such as loan commitments and guarantees. Management closely monitors its exposure to credit risk. The Risk Analysis and Decision Department, the Credit Risk Management Department, the Market Risk Management Department, and the Permanent Control and Operational Risk Management Department coordinate the credit risk management functions and communicate with the Bank's senior management. The Bank structures the levels of credit risk it undertakes by placing limits on the amount of risk accepted in relation to individual borrowers. Such risks are monitored on a regular basis and subject to an annual review.



## **40 FINANCIAL RISK MANAGEMENT (continued)**

### **(2) Credit risk (continued)**

#### **(a) Credit risk measurement**

##### **(i) Loans and credit commitments**

The Bank designs loan grade under a five grade asset classification system to manage the quality of its loan portfolio. Such classification system is based on “the Guidance on Credit Risk Classification” (“the Guidance”) issued by CBRC. Under the Bank’s own system and the CBRC Guidance, the Bank classifies its credit assets and off-balance sheet credit exposures into five categories, which are namely pass, special mention, substandard, doubtful and loss. The last three categories are also classified as “non-performing credit assets”.

The core definition of the Bank’s credit asset classification is as follows:

|                  |  |
|------------------|--|
| Pass:            | The borrower is able to fulfil the contractual obligations, and there is no uncertainty that principal and interest can be paid on time.   |
| Special Mention: | The borrower is able to make current due payments, but there exist some indications that may have negative impact on the borrower’s future payments.   |
| Substandard:     | The borrower’s repayment ability has been in doubt and its normal income cannot repay the loan principal and interest in full. Losses may be incurred by the Bank, even with the enforcement of guarantees and collateral. |
| Doubtful:        | The borrower cannot repay the principal and the interest in full. Significant losses will be incurred even with the enforcements of guarantees and collateral.   |
| Loss:            | After taking into consideration all possible recovery actions and necessary legal procedures, the principal and interest cannot be collected, or only a very small portion of principal and interest can be collected.     |

##### **(ii) Debt securities**

The Bank manages credit risks through limiting the issuers’ credit rating. Currently, investments in debt securities are limited to government bond, PBOC notes and corporate bonds rated AAA.

##### **(iii) Loans to other banks and financial institutions**

The parent bank reviews and monitors the credit risk of individual financial institutions on regular basis. Limits are placed for each individual bank or non-banking financial institution which has business relationship with the Bank.

## **40 FINANCIAL RISK MANAGEMENT (continued)**

### **(2) Credit risk (continued)**

#### **(b) Risk limit control and mitigation policies**

The Bank manages limits and controls concentrations of credit risk wherever they are identified in particular, to individual counterparties and groups, and to industries and regions.

The Bank structures the levels of credit risk it undertakes by placing limits on the amount of risks accepted in relation to one borrower, or groups of borrowers, and to geographical and industry segments. Such risks are monitored on a revolving basis and subject to an annual or more frequent review, where necessary.

Exposures to credit risk are also managed through regular analysis of the ability of borrowers to meet interest and principal repayment obligations and by changing these lending limits where appropriate.

Some other specific control and mitigation measures are outlined below:

#### **(i) Collateral**

The Bank employs a range of policies and practices to mitigate credit risk. The most traditional of these is the taking of collateral, which is common practice. The Bank implements guidelines on the acceptability of specific classes of collateral. The principal types of collateral for loans and advances are real estates, plants and equipments.

Value of collateral is usually assessed by professional valuer designated by the Bank. To mitigate the credit risk, the Bank sets limit on the loan-to-value ratio for different types of collateral.

Collateral held as security for financial assets other than loans and advances is determined by the nature of the instrument. Debt securities are generally unsecured.

#### **(ii) Derivative instruments**

The Bank maintains strict credit limits on derivative transactions with counterparties. The Bank mitigates credit risk associated with derivative instruments by requiring margin deposits from counterparties.

## **40 FINANCIAL RISK MANAGEMENT (continued)**

### **(2) Credit risk (continued)**

#### **(b) Risk limit control and mitigation policies(continued)**

##### **(iii) Credit-related commitments**

The primary purpose of these instruments is to ensure that funds are available to a customer as required. Guarantees and standby letters of credit, which represent irrevocable assurances that the Bank will make payments in the event that a customer cannot meet its obligations to third parties, carry the same credit risk as loans. In some cases, such as those situations where the amount of credit commitment exceeds the original credit limit, guarantee deposits are received by the Bank to lessen the credit risks related to certain of these commitments provided by the Bank. The Bank's potential amount of credit risk is generally equivalent to the total amount of credit commitments.

#### **(c) Impairment and provisioning policies**

Impairment allowances are recognised for financial reporting purposes only for losses that have been incurred at the balance sheet date based on objective evidence of impairment.

The objective evidences of impairment are as follows:

- Delinquency in contractual payments of principal or interest;
- Cash flow difficulties experienced by the borrower (e.g. equity ratio, net income percentage of sales);
- Breach of loan covenants or conditions;
- Initiation of bankruptcy proceedings;
- Deterioration of the borrower's competitive position.

The Bank's policy requires review of impairment for individual material financial assets at least annually when individual circumstances require. Impairment allowances on individually assessed accounts are determined by an evaluation of the incurred loss at balance sheet date on a case-by-case basis, and are applied to all individually significant accounts. The assessment normally encompasses collateral held (including re-confirmation of its enforceability) and the anticipated receipts for that individual account.

Collectively assessed impairment allowances are provided for: (i) portfolios of homogenous assets that are individually below materiality thresholds; and (ii) losses that have been incurred but have not yet been identified.

**40 FINANCIAL RISK MANAGEMENT (continued)****(2) Credit risk (continued)****(d) Maximum exposure to credit risk before collateral held or other credit enhancements**

|   | 31 December 2010      | 31 December 2009      |
|---|-----------------------|-----------------------|
| On-balance-sheet items:                           |                       |                       |
| Deposits with the central bank                    | 982,938,186           | 1,440,572,794         |
| Deposits with other banks                         | 30,657,340            | 177,058,903           |
| Placements with other banks                       | 3,504,403,788         | 2,154,138,055         |
| Trading financial assets                          | 2,597,803,823         | 255,594,385           |
| Financial assets classified as available-for-sale | 638,914,066           | 1,216,228,375         |
| Derivative assets                                 | 1,553,421,030         | 500,656,691           |
| Interest receivable                               | 65,691,209            | 37,166,486            |
| Loans and advances                                | 7,397,962,510         | 6,282,677,077         |
| Other receivables                                 | 14,470,140            | 20,100,605            |
| Subtotal  | <u>16,786,262,092</u> | <u>12,084,193,371</u> |
| Off-balance-sheet items:                          |                       |                       |
| Letter of guarantee                               | 3,646,186,820         | 5,009,734,802         |
| Letter of credit issued                           | 301,493,749           | 267,023,445           |
| Negotiating credit issued                         | 509,391,987           | 269,569,790           |
| Loan commitment                                   | 837,107,937           | 535,717,313           |
| Subtotal  | <u>5,294,180,493</u>  | <u>6,082,045,350</u>  |
| Total   | <u>22,080,442,585</u> | <u>18,166,238,721</u> |

The above table represents a worst case scenario of credit risk exposure to the Bank at 31 December 2010, without taking account of any collateral held or other credit enhancements attached. For on-balance-sheet assets, the exposures set out above are based on net carrying amounts as reported in the balance sheet.

**(e) Placements with other banks**

|                               | 31 December 2010     | 31 December 2009     |
|-------------------------------|----------------------|----------------------|
| Neither past due nor impaired | <u>3,504,403,788</u> | <u>2,154,138,055</u> |

#### 40 FINANCIAL RISK MANAGEMENT (continued)

##### (2) Credit risk (continued)

##### (f) Loans and advances

|                                       | 31 December 2010     | 31 December 2009     |
|---------------------------------------|----------------------|----------------------|
| Neither past due nor impaired         | 7,508,982,828        | 6,373,591,461        |
| Less: allowance for impairment losses | (111,020,318)        | (90,914,384)         |
| Loans and advances, net               | <u>7,397,962,510</u> | <u>6,282,677,077</u> |

##### (i) Loans and advances neither past due or impaired

The credit quality of the portfolio of loans and advances that were neither past due nor impaired can be assessed by reference to the five rating classification system adopted by the Bank.

|                 | 31 December 2010     | 31 December 2009     |
|-----------------|----------------------|----------------------|
| Pass            | 7,483,203,802        | 6,091,737,017        |
| Special Mention | 25,779,026           | 281,854,444          |
|                 | <u>7,508,982,828</u> | <u>6,373,591,461</u> |

##### (ii) Loans and advances renegotiated

Renegotiated loans represent the loans for which original contract repayment terms have been modified as a result of the deterioration of borrowers' financial conditions or inability to repay the loans according to contractual terms. There are no loans and advances renegotiated as at 31 December 2010 (31 December 2009: Nil).

##### (g) Investment securities

The Bank only invested in government debts, PBOC notes and corporate bonds rated AAA as at 31 December 2010. Details refer to Note 10 and 11.

##### (3) Market risk

The Bank takes on exposure to market risk, which is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risks arise from open positions in interest rate and currency, all of which are exposed to general and specific market movements and changes in the level of volatility of market rates or prices such as interest rates, foreign exchange rates and commodity price.

The Bank separates exposures to market risk into either trading or non-trading portfolios. The trading portfolio consists of positions in financial instruments held with trading intent with customers or other participants in the market. The non-trading portfolio consists of interest rate risk management of assets and liabilities, and foreign currency of financial instruments which are held to maturity and available for sale.

## **40 FINANCIAL RISK MANAGEMENT (continued)**

### **(3) Market risk (continued)**

Currently, the Risk Management Department takes responsibility of monitoring and controlling the market risk of both the trading and non-trading accounts. The Bank has established the daily reporting system for market risk, monitoring and analysing market risk changes and limits on net and gross positions conditions, and these reports are presented to the senior management regularly.

#### **(a) Risk management approaches**

The Bank uses Value-at-Risk (VaR) and Non-Value-at-Risk (Non-VaR) to monitor the market risk of the Bank's investment portfolios. The Bank uses a historical simulation approach to calculate VaR at a 99% confidence level over a one-day holding period. Non-VaR risk management index that the Bank uses mainly includes PV01, foreign currency position, cut loss point, notional amount and maturity date.

#### **(b) Currency Risk**

The Bank takes on exposure to the effects of fluctuations in the prevailing levels of exchange rate on its financial position and cash flows.

The Bank's principle in controlling exchange rate risk is to match its assets and liabilities in each currency and to maintain exchange rate risk within established limits. The Bank has set risk limits for exposure of each currency and monitors it on daily basis. The Bank has set risk limits according to the guidelines established by the Risk Management Committee, the relevant regulatory requirements, and management's assessment of the current market condition. The Bank also manages its foreign capital sources and usage of foreign currencies to minimize potential currency mismatches.

#### **(c) Interest rate risk**

Cash flow interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Fair value interest rate risk is the risk that the value of a financial instrument will fluctuate because of changes in market interest rates. The Bank takes on exposure to the effects of fluctuations in the prevailing levels of market interest rates on its financial position and cash flows.

The table below summarizes the Bank's exposures to interest rate risks. The table presents the Bank's assets and liabilities at carrying amounts, categorized by the earlier of contractual re-pricing or maturity dates.

**40 FINANCIAL RISK MANAGEMENT (continued)**

**(3) Market risk (continued)**

**(c) Interest rate risk (continued)**

| 31 December 2010                                  | Within<br>3 months   | 3-12 months          | 1-5 years            | Over 5 years       | Non-interest<br>bearing | Total                 |
|---|----------------------|----------------------|----------------------|--------------------|-------------------------|-----------------------|
| Financial asset:                                  |                      |                      |                      |                    |                         |                       |
| Cash and deposits with the central bank           | 982,938,186          | -                    | -                    | -                  | 191,165                 | 983,129,351           |
| Deposits with other banks                         | 30,657,340           | -                    | -                    | -                  | -                       | 30,657,340            |
| Placements with other banks                       | 2,260,870,948        | 1,013,971,666        | 229,561,174          | -                  | -                       | 3,504,403,788         |
| Trading financial assets                          | 1,062,414,984        | 1,351,005,080        | 164,169,428          | 20,214,331         | -                       | 2,597,803,823         |
| Financial assets classified as available-for-sale | 250,143,770          | 388,770,296          | -                    | -                  | -                       | 638,914,066           |
| Derivative assets                                 | -                    | -                    | -                    | -                  | 1,553,421,030           | 1,553,421,030         |
| Interest receivable                               | -                    | -                    | -                    | -                  | 65,691,209              | 65,691,209            |
| Loans and advances                                | 2,131,854,208        | 1,583,057,731        | 3,329,433,130        | 353,617,441        | -                       | 7,397,962,510         |
| Other receivables                                 | -                    | -                    | -                    | -                  | 14,470,140              | 14,470,140            |
| <b>Total</b>                                      | <b>6,718,879,436</b> | <b>4,336,804,773</b> | <b>3,723,163,732</b> | <b>373,831,772</b> | <b>1,633,773,544</b>    | <b>16,786,453,257</b> |

**40 FINANCIAL RISK MANAGEMENT (continued)**

**(3) Market risk (continued)**

**(c) Interest rate risk (continued)**

| 31 December 2010                              | Within<br>3 months   | 3-12 months          | 1-5 years            | Over 5 years       | Non-interest<br>bearing | Total                 |
|---|----------------------|----------------------|----------------------|--------------------|-------------------------|-----------------------|
| Financial liabilities                         |                      |                      |                      |                    |                         |                       |
| Due to other banks and financial institutions | 64,197,420           | 196,066,820          | 485,129,382          | -                  | -                       | 745,393,622           |
| Placements from other banks                   | 3,488,192,250        | 1,355,004,420        | 1,853,323,349        | -                  | -                       | 6,696,520,019         |
| Derivative liabilities                        | -                    | -                    | -                    | -                  | 1,487,045,264           | 1,487,045,264         |
| Customer deposits                             | 3,599,948,755        | 317,000,000          | 676,810,000          | -                  | -                       | 4,593,758,755         |
| Interest payable                              | -                    | -                    | -                    | -                  | 66,391,455              | 66,391,455            |
| Other payables                                | -                    | -                    | -                    | -                  | 24,059,698              | 24,059,698            |
| <b>Total</b>                                  | <b>7,152,338,425</b> | <b>1,868,071,240</b> | <b>3,015,262,731</b> | <b>-</b>           | <b>1,577,496,417</b>    | <b>13,613,168,813</b> |
| <b>Net interest re-pricing gap</b>            | <b>(433,458,989)</b> | <b>2,468,733,533</b> | <b>707,901,001</b>   | <b>373,831,772</b> | <b>56,277,127</b>       | <b>3,173,284,444</b>  |



**40 FINANCIAL RISK MANAGEMENT (continued)**

**(3) Market risk (continued)**

**(c) Interest rate risk (continued)**

| 31 December 2009                                  | Within<br>3 months | 3-12 months   | 1-5 years     | Over 5 years | Non-interest bearing | Total          |
|---|--------------------|---------------|---------------|--------------|----------------------|----------------|
| Financial asset:                                  |                    |               |               |              |                      |                |
| Cash and deposits with the central bank           | 1,378,595,737      | -             | -             | -            | 62,347,119           | 1,440,942,856  |
| Deposits with other banks                         | 172,019,296        | -             | -             | -            | 5,039,607            | 177,058,903    |
| Placements with other banks                       | 1,448,178,267      | 125,627,920   | 580,331,868   | -            | -                    | 2,154,138,055  |
| Trading financial assets                          | -                  | -             | 255,594,385   | -            | -                    | 255,594,385    |
| Financial assets classified as available-for-sale | -                  | 959,602,400   | 256,625,975   | -            | -                    | 1,216,228,375  |
| Derivative assets                                 | -                  | -             | -             | -            | 500,656,691          | 500,656,691    |
| Interest receivable                               | -                  | -             | -             | -            | 37,166,486           | 37,166,486     |
| Loans and advances                                | 2,441,112,266      | 1,154,249,872 | 2,241,777,249 | 445,537,690  | -                    | 6,282,677,077  |
| Other receivables                                 | -                  | -             | -             | -            | 20,100,605           | 20,100,605     |
| Total   | 5,439,905,566      | 2,239,480,192 | 3,334,329,477 | 445,537,690  | 625,310,508          | 12,084,563,433 |

40 **FINANCIAL RISK MANAGEMENT (continued)**

(3) **Market risk (continued)**

(c) **Interest rate risk (continued)**

| 31 December 2009  | Within<br>3 months   | 3-12 months          | 1-5 years            | Over 5 years       | Non-interest bearing | Total                |
|---|----------------------|----------------------|----------------------|--------------------|----------------------|----------------------|
| Financial liabilities<br>Due to other banks and financial<br>institutions | 168,671,524          | 242,732,551          | 313,580,318          | 150,000,000        | -                    | 874,984,393          |
| Placements from other banks   | 1,686,457,643        | 1,294,285,310        | 381,532,714          | -                  | -                    | 3,362,275,667        |
| Derivative liabilities  | -                    | -                    | -                    | -                  | 467,522,617          | 467,522,617          |
| Customer deposits   | 3,657,260,340        | 547,000,000          | -                    | -                  | -                    | 4,204,260,340        |
| Interest payable  | -                    | -                    | -                    | -                  | 52,810,579           | 52,810,579           |
| Other payables  | -                    | -                    | -                    | -                  | 31,595,532           | 31,595,532           |
| <b>Total</b>  | <b>5,512,389,507</b> | <b>2,084,017,861</b> | <b>695,113,032</b>   | <b>150,000,000</b> | <b>551,928,728</b>   | <b>8,993,449,128</b> |
| <b>Net interest re-pricing gap</b>  | <b>(72,483,941)</b>  | <b>155,462,331</b>   | <b>2,639,216,445</b> | <b>295,537,690</b> | <b>73,381,780</b>    | <b>3,091,114,305</b> |

#### 40 FINANCIAL RISK MANAGEMENT (continued)

##### (3) Market risk (continued)

##### (c) Interest rate risk (continued)

The table below illustrates the potential impact from a simple 100 basis point move of interest rate to the financial position of the Bank at 1 January 2011 on the Bank's reported net interest income in the coming year:

|   | 31 December 2010 | 31 December 2009 |
|---|------------------|------------------|
| + 100 basis point parallel move in all yield curves | 5,464,985        | (51,251)         |
| - 100 basis point parallel move in all yield curves | (5,464,985)      | 51,251           |

In performing the above analysis, the Bank has made following assumptions:

- There are no significant changes in business operations after balance sheet date;
- The impacts on different assets and liabilities are the same;
- Interest rates are re-priced in the middle of each specified time period;
- Customers' responses to interest rate movement are not considered;
- Impact from interest rate movement on market prices of assets and liabilities are not considered;
- Impact from interest rate movement on off-balance sheet items are not considered;
- The necessary actions to be taken by the Bank in response to the interest rate movements are not considered.

Due to these limitations to the Bank's approach, actual impact from interest rate fluctuation may vary from the analysis above.

##### (4) Liquidity risk

The Bank is exposed to daily calls on its available cash resources from overnight deposits, current accounts, maturing deposits, loan draw downs, guarantees and other calls on cash settled derivatives. The Bank does not maintain cash resources to meet all of these needs, as experience shows that a minimum level of reinvestment of maturing funds can be predicted with a reasonably high level of certainty. The management sets limits on the minimum proportion of maturing funds available to meet such calls and on the minimum level of inter-bank and other borrowing facilities that should be in place to cover withdrawals at unexpected levels of demand.

At 31 December 2010, the Bank maintained 16.5% of RMB deposit and 5% of foreign currency denominated deposits with the PBOC as statutory deposit reserve.

The matching and controlled mismatching of the maturities of assets and liabilities is fundamental to the management of the Bank. It is unusual for banks ever to be completely matched since business transactions are often of uncertain terms and of different types. An unmatched position potentially enhances profitability, but also increases the risk of losses.

The maturities of assets and liabilities and the ability to replace, at an acceptable cost, interest-bearing liabilities as they mature are important factors in assessing the liquidity of the Bank.

Limits are set on maturity mismatches over books under normal scenarios and liquidity ratios. As part of its liquidity risk management, the Bank focuses on a number of components, including maintaining sufficient liquid assets, maintaining diversified sources of liquidity, preserving necessary funding capacity and contingency planning.

**40 FINANCIAL RISK MANAGEMENT (continued)**

**(4) Liquidity risk (continued)**

**(i) Non-derivative cash flows of financial assets and liabilities**

The table below presents the cash flows payable by the Bank under non-derivative financial assets and liabilities by remaining contractual maturities at the balance sheet date. The amounts disclosed in the table are the contractual undiscounted cash flows, whereas the Bank manages the inherent liquidity risk based on expected undiscounted cash inflows.

|   | 31 December 2010 | Within 1 month       | Within 3 months      | 3-12 months          | 1-5 years            | Over 5 years | Total                 |
|---|------------------|----------------------|----------------------|----------------------|----------------------|--------------|-----------------------|
| Financial liabilities:                        |                  |                      |                      |                      |                      |              |                       |
| Due to other banks and financial institutions |                  | 54,899,924           | 10,238,792           | 197,716,326          | 510,813,134          | -            | 773,668,176           |
| Placements from other banks                   |                  | 2,344,765,920        | 1,233,682,686        | 1,374,339,877        | 1,862,567,278        | -            | 6,815,355,761         |
| Customer deposits                             |                  | 2,272,318,348        | 1,374,043,943        | 324,550,000          | 695,692,999          | -            | 4,666,605,290         |
|   |                  | <u>4,671,984,192</u> | <u>2,617,965,421</u> | <u>1,896,606,203</u> | <u>3,069,073,411</u> | <u>-</u>     | <u>12,255,629,227</u> |

**40 FINANCIAL RISK MANAGEMENT (continued)**

**(4) Liquidity risk (continued)**

**(i) Non-derivative cash flows of financial assets and liabilities (continued)**

31 December 2010

|   | Within 1 month         | Within 3 months      | 3-12 months          | 1-5 years            | Over 5 years       | Total                 |
|---|------------------------|----------------------|----------------------|----------------------|--------------------|-----------------------|
| Financial asset:                                  |                        |                      |                      |                      |                    |                       |
| Cash and deposits with the central bank           | 983,129,351            | -                    | -                    | -                    | -                  | 983,129,351           |
| Deposits with other banks                         | 30,657,340             | -                    | -                    | -                    | -                  | 30,657,340            |
| Placements with other banks                       | 79,759,209             | 2,257,789,348        | 1,036,552,910        | 236,209,556          | -                  | 3,610,311,023         |
| Trading financial assets                          | -                      | 1,082,297,965        | 1,390,016,952        | 168,248,792          | 20,988,540         | 2,661,552,249         |
| Financial assets classified as available-for-sale | -                      | 261,550,326          | 388,770,296          | -                    | -                  | 650,320,622           |
| Loans and advances                                | 748,963,107            | 1,472,926,559        | 1,654,988,072        | 3,459,592,145        | 366,606,633        | 7,703,076,516         |
|   | <u>1,842,509,007</u>   | <u>5,074,564,198</u> | <u>4,470,328,230</u> | <u>3,864,050,493</u> | <u>387,595,173</u> | <u>15,639,047,101</u> |
| Net cash flows                                    | <u>(2,829,475,185)</u> | <u>2,456,598,777</u> | <u>2,573,722,027</u> | <u>794,977,082</u>   | <u>387,595,173</u> | <u>3,383,417,874</u>  |

**40 FINANCIAL RISK MANAGEMENT (continued)**

**(4) Liquidity risk(continued)**

**(i) Non-derivative cash flows of financial assets and liabilities**

|   | 31 December 2009 | Within 1 month       | Within 3 months      | 3-12 months          | 1-5 years            | Over 5 years       | Total                 |
|---|------------------|----------------------|----------------------|----------------------|----------------------|--------------------|-----------------------|
| Financial liabilities:                            |                  |                      |                      |                      |                      |                    |                       |
| Due to other banks and financial institutions     |                  | 67,659,257           | 103,157,551          | 246,750,985          | 329,099,147          | 159,000,000        | 905,666,940           |
| Placements from other banks                       |                  | 860,668,974          | 831,313,067          | 1,297,069,812        | 383,151,798          | -                  | 3,372,203,651         |
| Customer deposits                                 |                  | 3,021,602,988        | 672,077,100          | 563,241,400          | -                    | -                  | 4,256,921,488         |
|   |                  | <u>3,949,931,219</u> | <u>1,606,547,718</u> | <u>2,107,062,197</u> | <u>712,250,945</u>   | <u>159,000,000</u> | <u>8,534,792,079</u>  |
| Financial asset:                                  |                  |                      |                      |                      |                      |                    |                       |
| Cash and deposits with the central bank           |                  | 1,440,942,856        | -                    | -                    | -                    | -                  | 1,440,942,856         |
| Deposits with other banks                         |                  | 177,058,903          | -                    | -                    | -                    | -                  | 177,058,903           |
| Placements with other banks                       |                  | 858,855,931          | 601,344,268          | 128,534,851          | 586,471,950          | -                  | 2,175,207,000         |
| Trading assets                                    |                  | -                    | -                    | 3,710,000            | 266,994,385          | -                  | 270,704,385           |
| Financial assets classified as available-for-sale |                  | -                    | -                    | 959,602,400          | 267,569,975          | -                  | 1,227,172,375         |
| Loans and advances                                |                  | 669,518,981          | 1,773,083,325        | 1,154,324,110        | 2,242,662,068        | 445,537,690        | 6,285,126,174         |
|   |                  | <u>3,146,376,671</u> | <u>2,374,427,593</u> | <u>2,246,171,361</u> | <u>3,363,698,378</u> | <u>445,537,690</u> | <u>11,576,211,693</u> |
| Net cash flows                                    |                  | <u>(803,554,548)</u> | <u>767,879,875</u>   | <u>139,109,164</u>   | <u>2,651,447,433</u> | <u>286,537,690</u> | <u>3,041,419,614</u>  |

40 FINANCIAL RISK MANAGEMENT (continued)

(4) Liquidity risk(continued)

(ii) Derivative cash flows

a Derivatives settled on a net basis

The Bank's derivatives that will be settled on a net basis include interest rate swaps and forward rate agreements

The table below analyses the Bank's derivative financial instruments that will be settled on a net basis into relevant maturity groupings based on the remaining period at the balance sheet to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows.

|                           | Within 1 month    | Within 3 months    | 3-12 months         | 1-5 years           | Over 5 years       | Total               |
|---------------------------|-------------------|--------------------|---------------------|---------------------|--------------------|---------------------|
| 31 December 2010          |                   |                    |                     |                     |                    |                     |
| Interest rate derivatives |                   |                    |                     |                     |                    |                     |
| -Interest rate swaps      | 12,413,313        | (324,895)          | (27,212,823)        | (30,680,075)        | (2,587,884)        | (43,216,596)        |
| -Forward rate agreements  | 12,413,313        | -                  | 2,651,432           | -                   | -                  | 2,651,432           |
|                           | <u>12,413,313</u> | <u>(324,895)</u>   | <u>(24,561,391)</u> | <u>(30,680,075)</u> | <u>(2,587,884)</u> | <u>(40,565,164)</u> |
| 31 December 2009          |                   |                    |                     |                     |                    |                     |
| Interest rate derivatives |                   |                    |                     |                     |                    |                     |
| -Interest rate swaps      | 6,916,618         | (1,345,436)        | 14,004,582          | (6,075,265)         | 149,229            | 13,649,728          |
| -Forward rate agreements  | -                 | -                  | 2,011,952           | 3,101,768           | -                  | 5,113,720           |
|                           | <u>6,916,618</u>  | <u>(1,345,436)</u> | <u>16,016,534</u>   | <u>(2,973,497)</u>  | <u>149,229</u>     | <u>18,763,448</u>   |

**40 FINANCIAL RISK MANAGEMENT (continued)****(4) Liquidity risk(continued)****(ii) Derivative cash flows(continued)**

b Derivatives settled on a gross basis

The Bank's derivatives that will be settled on a gross basis include:

- Foreign exchange derivatives: currency forward and swap

The table below analyses the Bank's derivative financial instruments that will be settled on a gross basis into relevant maturity groupings based on the remaining period at the balance sheet to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows.

|                              | Within 1 month    | Within 3 months   | 3-12 months        | 1-5 years         | Total              |
|------------------------------|-------------------|-------------------|--------------------|-------------------|--------------------|
| 31 December 2010             |                   |                   |                    |                   |                    |
| Foreign exchange derivatives |                   |                   |                    |                   |                    |
| - Outflow                    | (9,580,701,702)   | (11,791,664,986)  | (30,170,792,328)   | (1,755,693,825)   | (53,298,852,841)   |
| - Inflow                     | 9,598,223,179     | 11,835,682,221    | 30,212,436,877     | 1,762,574,915     | 53,408,917,192     |
|                              | <u>17,521,477</u> | <u>44,017,235</u> | <u>41,644,549</u>  | <u>6,881,090</u>  | <u>110,064,351</u> |
| 31 December 2009             |                   |                   |                    |                   |                    |
| Foreign exchange derivatives |                   |                   |                    |                   |                    |
| - Outflow                    | (1,750,470,497)   | (3,845,786,886)   | (11,142,508,722)   | (1,525,456,045)   | (18,264,222,150)   |
| - Inflow                     | 1,749,766,932     | 3,861,704,615     | 11,136,570,421     | 1,545,219,191     | 18,293,261,159     |
|                              | <u>(703,565)</u>  | <u>15,917,729</u> | <u>(5,938,301)</u> | <u>19,763,146</u> | <u>29,039,009</u>  |



#### 40 FINANCIAL RISK MANAGEMENT (continued)

##### (4) Liquidity risk(continued)

###### (iii) Off-balance sheet items

|                             | Within 1 year        | Over 1 years         | Total                |
|-----------------------------|----------------------|----------------------|----------------------|
| 31 December 2010            |                      |                      |                      |
| Letter of guarantee issued  | 2,352,723,083        | 1,293,463,737        | 3,646,186,820        |
| Letters of credit issued    | 301,317,619          | 176,130              | 301,493,749          |
| Negotiating credit issued   | 464,780,318          | 44,611,669           | 509,391,987          |
| Loan commitment             | 164,725,436          | 672,382,501          | 837,107,937          |
| Operating lease commitments | 19,598,321           | 2,373,852            | 21,972,173           |
| Total                       | <u>3,303,144,777</u> | <u>2,013,007,889</u> | <u>5,316,152,666</u> |

|                             | Within 1 year        | Over 1 years         | Total                |
|-----------------------------|----------------------|----------------------|----------------------|
| 31 December 2009            |                      |                      |                      |
| Letter of guarantee issued  | 4,390,178,800        | 619,556,002          | 5,009,734,802        |
| Letters of credit issued    | 267,023,445          | -                    | 267,023,445          |
| Negotiating credit issued   | 46,989,780           | 222,580,010          | 269,569,790          |
| Loan commitment             | 244,968,100          | 290,749,213          | 535,717,313          |
| Operating lease commitments | 17,427,307           | 16,505,032           | 33,932,339           |
| Total                       | <u>4,966,587,432</u> | <u>1,149,390,257</u> | <u>6,115,977,689</u> |

##### (5) Fair values of financial assets and liabilities

###### (i) Financial instruments not measured at fair value

Financial instruments not measured at fair value include: cash and deposit with central bank, deposits with other banks, placements with other banks, loans and advances, due to other banks and financial institutions, placements from other banks and customer deposits.

There is no significant difference with these financial instruments between carrying amount and fair value at 31 December 2010.

###### (ii) Fair value hierarchy

The Bank measures fair values using the following fair value hierarchy that reflects the significance of the inputs used in making the measurements:

Level 1: Quoted market price (unadjusted) in an active market for an identical instrument.

Level 2: Valuation techniques based on observable inputs, either directly (i.e., as prices) or indirectly (i.e., derived from prices) other than quoted market price. This category includes majority of derivatives traded over the counter and RMB bonds. Input such as yield and credit risk of counterparties are from Bloomberg and China Bond.

Level 3: Valuation techniques using significant unobservable inputs. This category includes equity and debt instruments where the valuation technique includes inputs not based on observable data.

**40 FINANCIAL RISK MANAGEMENT (continued)****(5) Fair values of financial assets and liabilities (continued)**

## (ii) Fair value hierarchy

|                            | Level 1 | Level 2              | Level 3 | Total                |
|----------------------------|---------|----------------------|---------|----------------------|
| 31 December 2010           |         |                      |         |                      |
| Financial assets           |         |                      |         |                      |
| - Trading bonds            | -       | 2,597,803,823        | -       | 2,597,803,823        |
| - Derivative assets        | -       | 1,553,421,030        | -       | 1,553,421,030        |
| - Available-for-sale bonds | -       | 638,914,066          | -       | 638,914,066          |
|                            | -       | <u>4,790,138,919</u> | -       | <u>4,790,138,919</u> |
| Financial liabilities      |         |                      |         |                      |
| -Derivative liabilities    | -       | 1,487,045,264        | -       | 1,487,045,264        |
|                            | -       | <u>1,487,045,264</u> | -       | <u>1,487,045,264</u> |
| 31 December 2009           |         |                      |         |                      |
| Financial assets           |         |                      |         |                      |
| -Trading bonds             | -       | 255,594,385          | -       | 255,594,385          |
| -Derivative assets         | -       | 500,656,691          | -       | 500,656,691          |
| - Available-for-sale bonds | -       | 1,216,228,375        | -       | 1,216,228,375        |
|                            | -       | <u>1,972,479,451</u> | -       | <u>1,972,479,451</u> |
| Liabilities                |         |                      |         |                      |
| -Derivative liabilities    | -       | 467,522,617          | -       | 467,522,617          |
|                            | -       | <u>467,522,617</u>   | -       | <u>467,522,617</u>   |

The Bank had no financial instruments whose fair value hierarchy are categorized in Level 1 or Level 3.

#### 40 FINANCIAL RISK MANAGEMENT (continued)

##### (6) Capital management

The Bank's capital management focuses on monitoring of the capital adequacy ratio, aiming to comply with the regulatory requirements and support the business expansion.

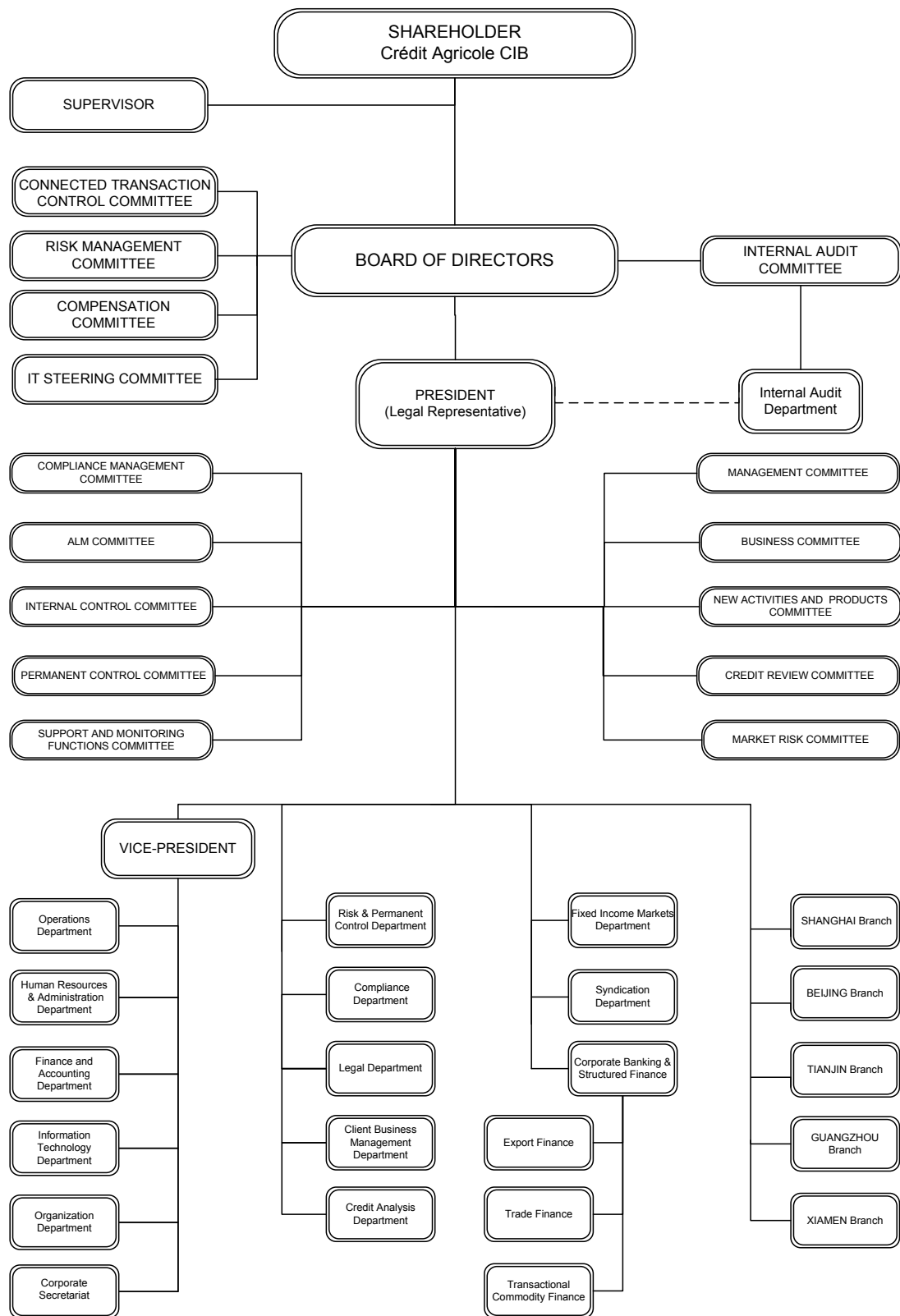
The Bank calculates and discloses capital adequacy ratio in accordance with "The Rules on Capital Adequacy Ratios of Commercial Banks" and other regulatory requirements issued by the CBRC.

|   | 31 December 2010     | 31 December 2009     |
|---|----------------------|----------------------|
| <b>Tier 1 capital</b>                     |                      |                      |
| Paid-in capital                           | 3,000,000,000        | 3,000,000,000        |
| Capital surplus                           | (3,965,827)          | (144,497)            |
| Surplus reserve                           | 13,225,296           | 8,151,417            |
| General reserve                           | 110,585,141          | -                    |
| Undistributed profits                     | 8,442,526            | 73,362,757           |
| Adjustment:                               |                      |                      |
| Unrealized gain of trading securities (i) | (49,037,012)         | (25,643,590)         |
| <b>Net Tier 1 Capital</b>                 | <u>3,079,250,124</u> | <u>3,055,726,087</u> |
| <b>Tier 2 capital</b>                     |                      |                      |
| Unrealized gain of trading securities (i) | 49,037,012           | 25,643,590           |
| General provision for loan and advances   | 110,504,737          | 85,277,295           |
| <b>Net Tier 2 capital</b>                 | <u>159,541,749</u>   | <u>110,920,885</u>   |
| <b>Net regulatory capital</b>             | <u>3,238,791,873</u> | <u>3,166,646,972</u> |
| <b>Total risk-weighted assets</b>         | <u>9,396,853,600</u> | <u>7,521,756,970</u> |
| <b>Market risk capital</b>                | <u>48,629,441</u>    | <u>-</u>             |
| <b>Core capital adequacy ratio</b>        | <u>30.78%</u>        | <u>40.63%</u>        |
| <b>Capital adequacy ratio</b>             | <u>32.37%</u>        | <u>42.10%</u>        |

- (i) In accordance with "Notice issued by CBRC regarding calculation of Capital Adequacy Ratios for Banks adopting China Accounting Standard" (YJF [2007]No.82):

If the cumulative effect of fair value measurement of trading securities is a gain, the unrealized gains after tax should be deducted from the Tier 1 capital and added into the Tier 2 capital. While no adjustment should be made if the cumulative effect of fair value measuring is a loss.

# Organizational Chart



# List of Domestic Operations

## Head Office

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Shanghai 200120

Telephone: 86 21 38566888

Facsimile: 86 21 38566922

## Shanghai Branch

Unit 3310, 33/F, SWFC, No. 100, Century Avenue, Pudong New Area  
Shanghai 200120

Telephone: 86 21 38566888

Facsimile: 86 21 38566922

## Beijing Branch

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No. 79, Jianguo Road, Chaoyang District, Beijing 100025

Telephone: 86 10 65004562

Facsimile: 86 10 65004479

## Tianjin Branch

Suite 710, Tianjin International Building, No. 75, Nanjing Road, Tianjin 300050

Telephone: 86 22 23393010

Facsimile: 86 22 23307171

## Guangzhou Branch

Room 2103, Teemtower, Teemmall, No. 208, Tianhe Road, Tianhe District  
Guangzhou 510620

Telephone: 86 20 87324608

Facsimile: 86 20 87324272

## Xiamen Branch

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Telephone: 86 592 2396168

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## Definitions

In this Annual Report, unless the context otherwise requires, the following terms shall have the meanings set out below:

|  |   |
|--|---|
| The Group / Crédit Agricole Group              | Crédit Agricole S.A., Caisses Régionales (Regional Banks), and its subsidiaries                         |
| Crédit Agricole CIB / CA-CIB                   | Crédit Agricole Corporate and Investment Bank and all of its subsidiaries and branches                  |
| Parent Bank / Shareholder                      | Crédit Agricole Corporate and Investment Bank   |
| CA-CIB (China) / Our Bank / the Bank / we / us | Credit Agricole Corporate and Investment Bank (China) Limited, its predecessors and all of its branches |
| Articles of Association / AOA                  | The performing Articles of Association of the Bank  |
| PRC  | People's Republic of China  |
| RMB / Renminbi                                 | The lawful currency of PRC  |
| CBRC   | China Banking Regulatory Commission   |

### Notes to Financial Highlights:

1. Non-interest income = Fee and commission income (Expense) + investment income + Fair value gains + Net losses from FX and Derivative transactions
2. Operating Income = Net interest income + non-interest income
3. Operating Expense = Business Tax and levies + General Expenses + Impairment Loss
4. Return on average total assets = profit after tax ÷ average total assets
5. Return on average equity = profit after tax ÷ average equity
6. Cost to Income = General Expense ÷ Operating Income
7. Non-performing Assets ratios = Non-performing Assets ÷ total Assets
8. Loan provision sufficient ratio: based on People's Bank of China loan provision policy issued in 2002
9. Staff number includes contracted staffs



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