

Postal Savings Bank of China Co., Ltd.

2024 ANNUAL RESULTS ANNOUNCEMENT

2025.4.2



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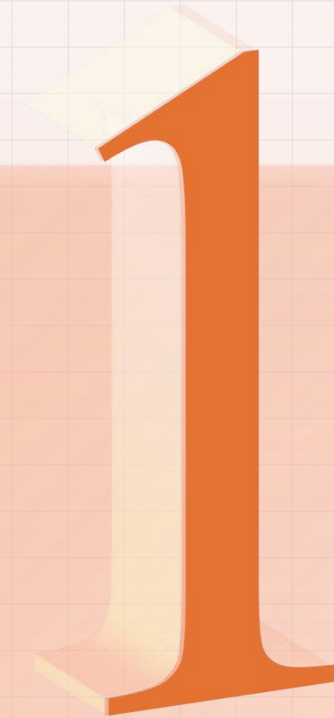
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Notes: 1. Unless otherwise specified, the data in this presentation is all in line with IFRSs and is presented in RMB.

2. Some of the data has been rounded based on the data in the periodic report.

PART ONE

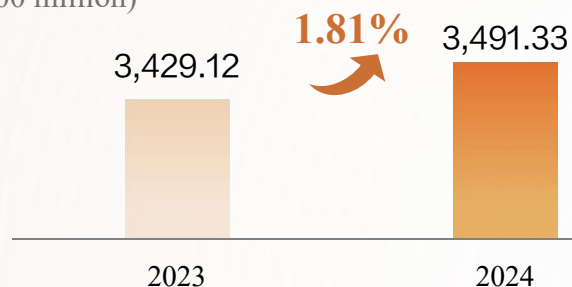
Overview of Results



Stable operating results, solid business size and sustained growth momentum

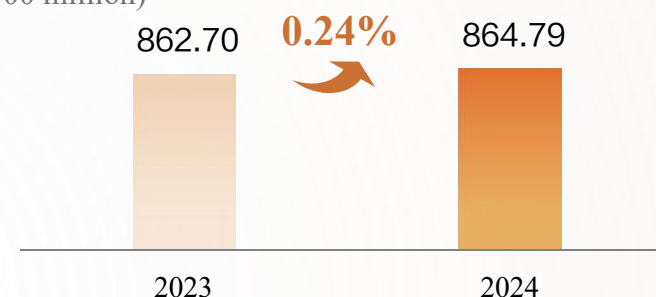
Operating income

(in RMB100 million)



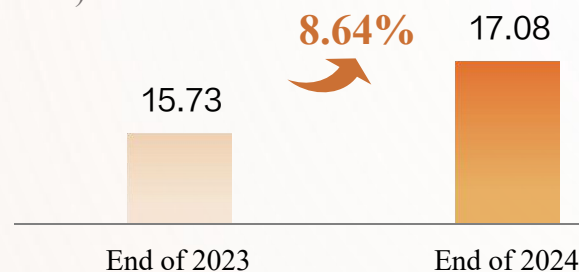
Net profit attributable to equity holders of the Bank

(in RMB100 million)



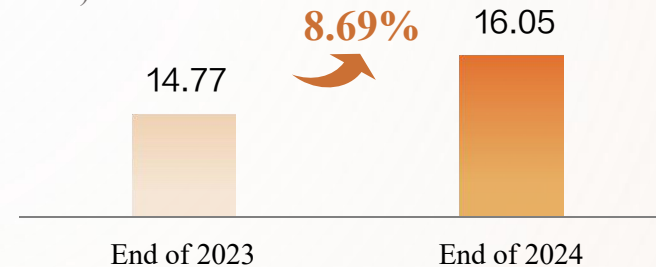
Total assets

(in RMB trillion)



Total liabilities

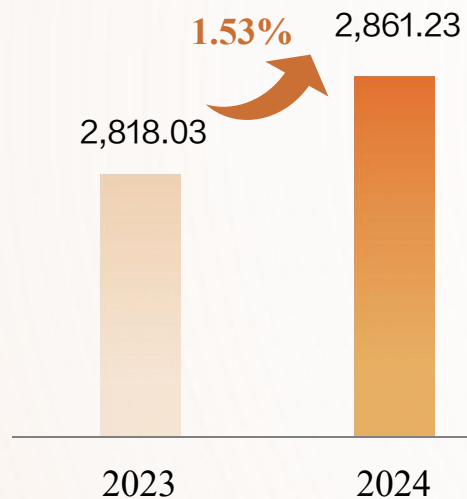
(in RMB trillion)



Maintaining excellence in both volume and pricing

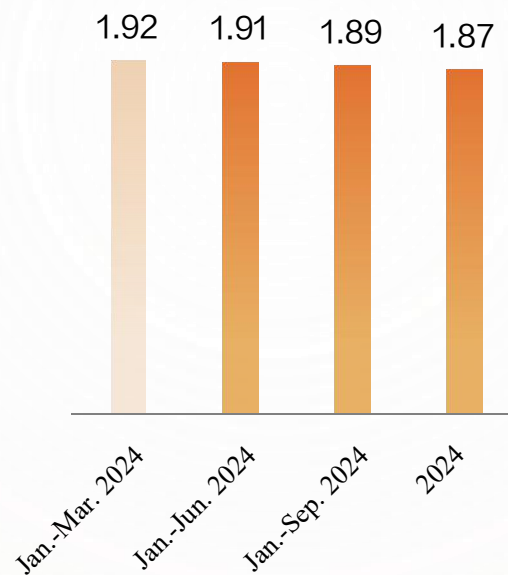
Net interest income

(in RMB100 million)



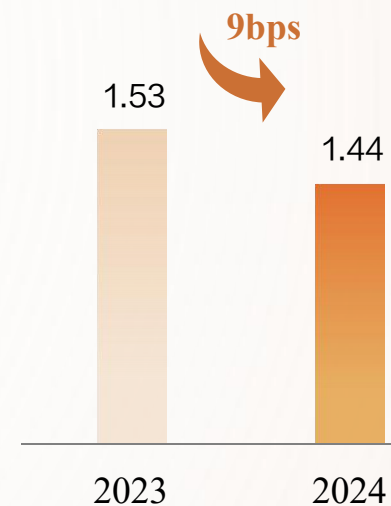
Net interest margin

(in %)



Cost of deposits

(in %)

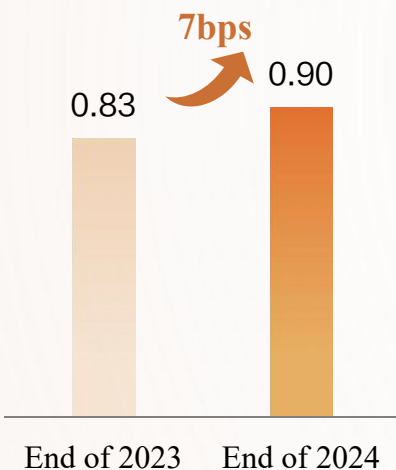


Data as of December 31, 2024

Keeping sound asset quality

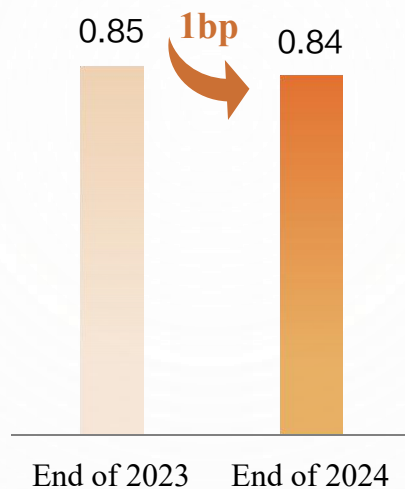
NPL ratio

(in %)



NPL formation ratio

(in %)



Proportion of special-mention loans



0.95%

Allowance to NPLs ratio



286.15%

Data as of December 31, 2024

More balanced revenue structure

Growth rate of income from corporate finance

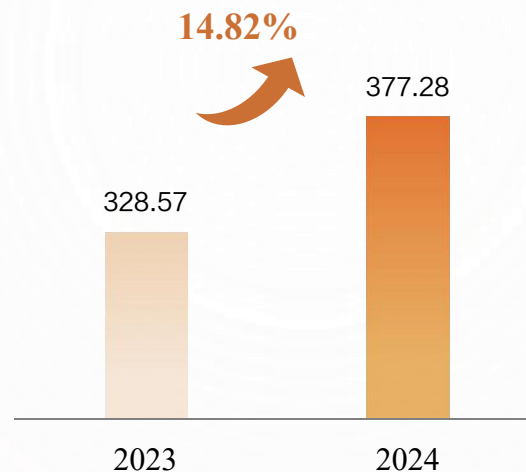


Growth rate of intermediary business income from corporate finance



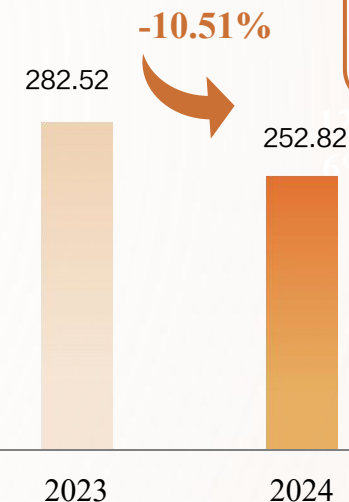
Net other non-interest income

(in RMB100 million)



Net fee and commission income

(in RMB100 million)



With a slower decline rate, the year-on-year growth stood at nearly 8% (excluding bancassurance).

PART TWO

Business Highlights



Grounded in the real economy to deliver both economic and social benefits

Inclusive finance

Both the balance of agriculture-related loans and the balance of inclusive loans to MSEs grew by **over 12%**.

For three consecutive years, the Bank has been rated with **the highest level** in the regulatory assessment of financial services to MSEs.

Technology finance

The number of technology enterprises served by the Bank exceeded **90 thousand**, reflecting an increase of over **30%**.

The financing balance surpassed **RMB500 billion**, representing a surge of over **40%**.

Digital finance

The Bank launched **449** projects, including the new-generation core system for corporate business.

The Bank released its first own large model “**Youzhi**” (PSBC Intelligence).

80% of the systems were developed by itself.

Green finance

The balance of green loans grew by **22.55%**.

The Bank assisted **11 thousand** enterprises in completing their carbon accounting.

The Bank’s MSCI ESG Rating was upgraded to **AA**.

Pension finance

The Bank has had **128 million** financial social security cards in circulation. The Bank served over **280 million** elderly customers aged 55 and above.

Five Priorities of the Financial Sector

Building a more resilient business system with strong momentum for sustained development

Continuously consolidating its strength in retail finance

AUM

RMB16.69
trillion

Proportion of
incremental non-
deposit AUM



+13
percentage
points

Fujia
customers

17.60% over
the prior year-
end

Dingfu
customers

26.91%
over the prior
year-end

Incremental consumer loans
surpassed

RMB130 billion

among which, incremental residential
mortgage loans leading those of
comparable peers

Building a more resilient business system with strong momentum for sustained development

Rapidly strengthening its corporate finance

Part 01

Deposits and loans



Loans and deposits grew by nearly **14%**

No.1 among all state-owned banks in China in terms of growth rate



Part 02

Number of customers



over **1.8 million**

New customers gained over **300 thousand** for four consecutive years



Customers with the Bank acting as the lead bank grew by **110%**

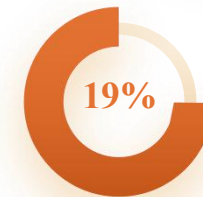


Part 03

Finance product aggregate (FPA)



FPA exceeded **RMB 5.5 trillion.**



up by nearly **19%**

Building a more resilient business system with strong momentum for sustained development

Impressive highlights in **treasury and asset management business**



Government bond investments increased by

21.21%

The trading volume of bond market-making surpassed **RMB 1 trillion**.



The number of interbank customers in cooperation with the Bank exceeded

3,300

The “Together We Thrive” interbank platform registered a cumulative trading volume of over **RMB5 trillion**.



Custody scale exceeded

RMB5 trillion

The fee income grew by nearly **11%**.



The scale of products managed by PSBC Wealth Management rose by

32%

a figure at the forefront of China’s major state-owned banks.



Accelerating the development of new quality productive forces to generate stronger internal growth drivers

01

More solid framework development

The “1 plus N” operation and service system for corporate finance, interbank ecosystem, wealth management framework, comprehensive risk management framework, and framework for cooperation with China Post Group continued to improve, providing strong systematic support for development.



02

More innovative business models

Leveraging the “future-oriented” technology, the Bank approved over 16 thousand enterprises and more than RMB3.6 trillion. The balance of loans granted through proactive credit extension surpassed RMB280 billion, with the NPL ratio below 1%.



03

Leaner operation processes

The comprehensive Tier-2 branch reform was fully completed, streamlining the middle-level administration and redeploying over 4,000 staff to frontline marketing roles. Multiple intensive operation initiatives such as retail credit, anti-money laundering, auditing supervision, and financial centralization, were rolled out nationwide. Notably, a 40% reduction in personnel was achieved in the centralized review and approval of consumer credit and micro loans.





Accelerating the development of new quality productive forces to generate stronger internal growth drivers

04

More powerful drive by technologies

As the Bank increased the application of new technologies such as artificial intelligence, cloud computing, blockchain and big data, the coverage of self-service cloud counters reached 100%; the remote review replacement rate stood at 91%; and the centralized authorization robots processed an average of 250 thousand transactions daily.



05

Enhanced service channels

Since 2022, the Bank has completed image upgrades for over 6,000 outlets and developed 148 brand flagship outlets. Its Mobile Banking 10.0 ranked first in industry evaluations, with monthly active users (MAUs) surpassing 80 million.



06

More refined resource management

Key financial management initiatives led to a 16.2% reduction in costs, while RMB1.51 trillion of risk-weighted assets were saved through capital and resources saving initiatives.





The Bank stabilized performance, strengthened resilience, expanded capabilities, and gained recognition



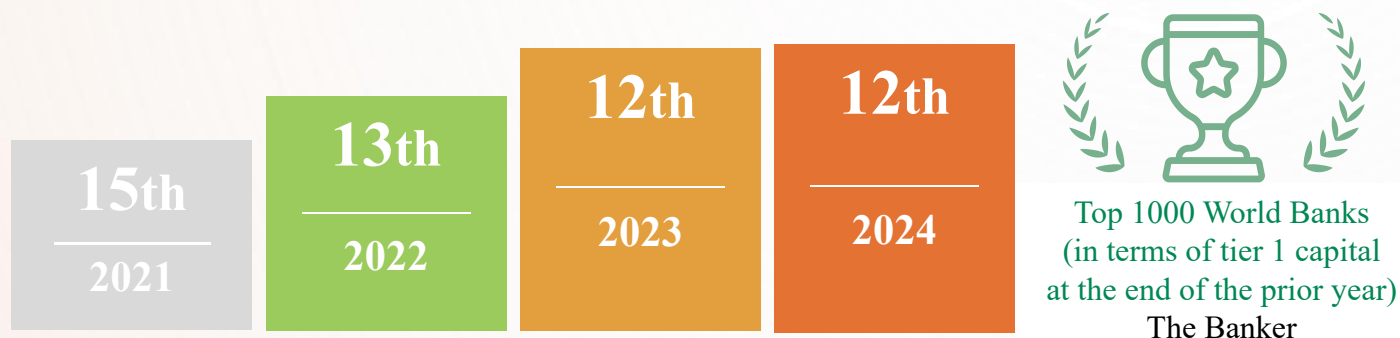
Bank maintained the highest international credit ratings among China's commercial banks



The Bank ranked 106th among the World's Top 500 Most Valuable Brands



Bank maintained its 12th position in the Top 1000 World Banks ranking



The Bank has been awarded the first prize of FinTech Development Award by the People's Bank of China for two consecutive years



PART THREE

Development Strategy



Outlook 2025

With clear economic development goals set by the central government, China is expected to adopt more proactive and effective macroeconomic policies to stabilize expectations, stimulate vitality, and promote economic recovery and growth. PSBC's strategic positioning and resource strengths align closely with policies aimed at stimulating consumption and advancing rural revitalization, etc.

Abundant policy opportunities

01

China's economy is resilient, with strong growth potential and vitality. There is substantial demand for financial services across industries, regions, markets, capital sources, and sectors. PSBC will further give play to its strengths in funding, network, and transformation strategies.

Plentiful market opportunities

02

The inclusion of PSBC in the special Chinese government bond (CGB) program for capital replenishment, along with the steady implementation of the advanced approach for capital measurement, are expected to alleviate the Bank's long-standing capital constraints. The adjustment in agency fees will further improve operating results.

Bottlenecks restricting development have been addressed

03

An increasing number of customers are choosing PSBC, forming a strong customer base. Meanwhile, reform initiatives focused on cultivating new quality productive forces are yielding tangible results, positioning the Bank for strong future growth.

Strong momentum for further development

04



PSBC is committed to transitioning towards a more stable, balanced, and resilient development model

Establish a more robust revenue mix

PSBC will maintain steady growth in core assets such as loans and bond investments, while striving to expand intermediary business income and explore other non-interest income sources.

01

Establish a more balanced business structure

PSBC will continue to develop the “Five Priorities” of the financial sector with its unique strengths. It will tap deep into retail finance, expand corporate finance, and strengthen treasury and asset management business and integrated financial business.

02

Establish a more coordinated market structure

Building on its strengths in county-level regions, PSBC will break through the bottleneck in urban business and work to expand its market share of urban business.

03

Establish a more intensive and efficient operation framework

The Bank will continue to advance its “barbell-shaped” organizational transformation, and accelerate the establishment of a lean operation model with decentralized front-office acceptance and centralized back-office processing.

04

Establish a better risk control framework

The Bank will improve the “future-oriented” and “technology flow” evaluation framework, and leverage advanced risk identification capabilities to steer business development, while ensuring both quality and growth.

05

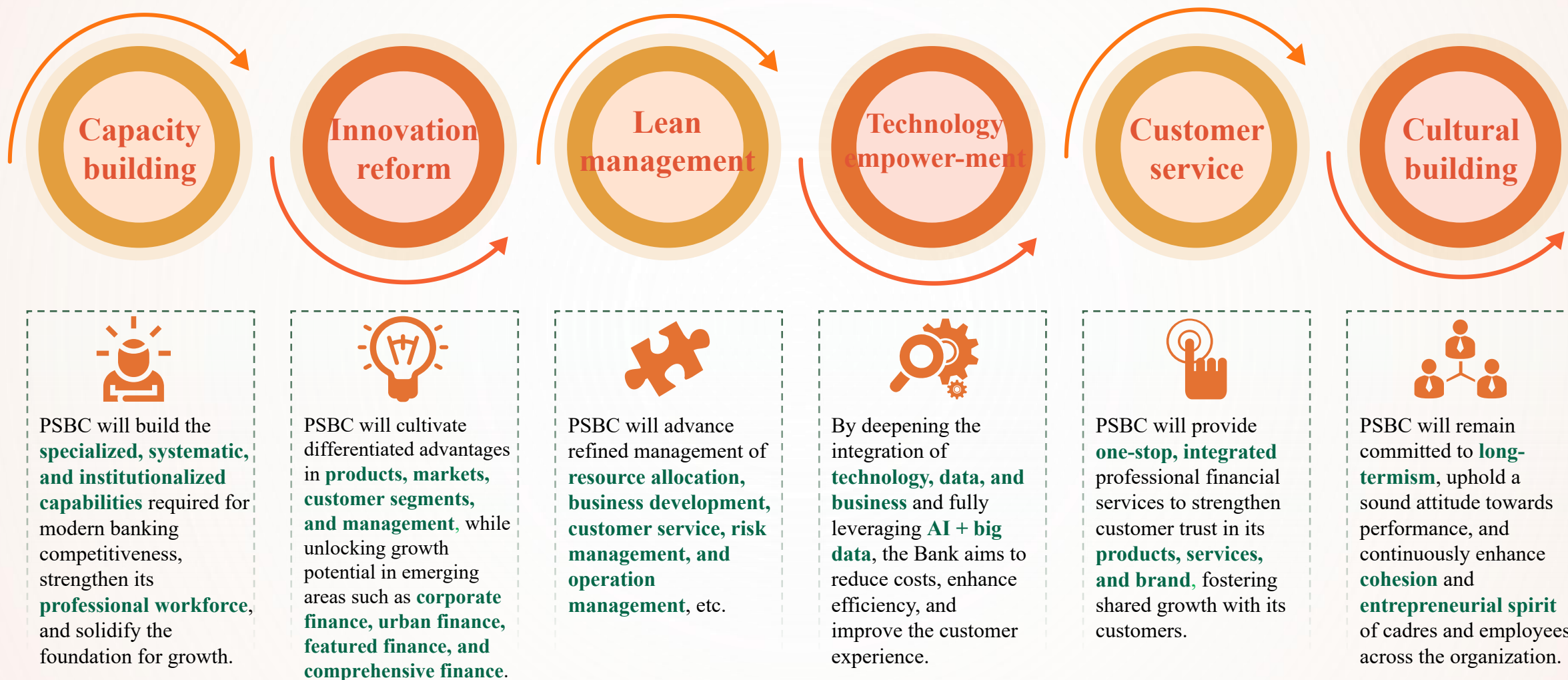
Establish a higher-quality coordination framework

The Bank will harness the collaborative potential from the coordination with China Post Group, leverage its “four-in-one” integration of business, goods, funds, and information flows, and accelerate the transformation of synergistic advantages into value-driven success.

06



Steadfastly enhancing its core competitiveness and driving transformation and development through endogenous capabilities





中国邮政储蓄银行
POSTAL SAVINGS BANK OF CHINA

Thank you!

