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走向卓越

Shenzhen Development Bank 2008 Annual Report Release

深圳发展银行2008年年报业绩发布会

2009-03



深圳发展银行
SHENZHEN DEVELOPMENT BANK

诚信、专业、服务、效率

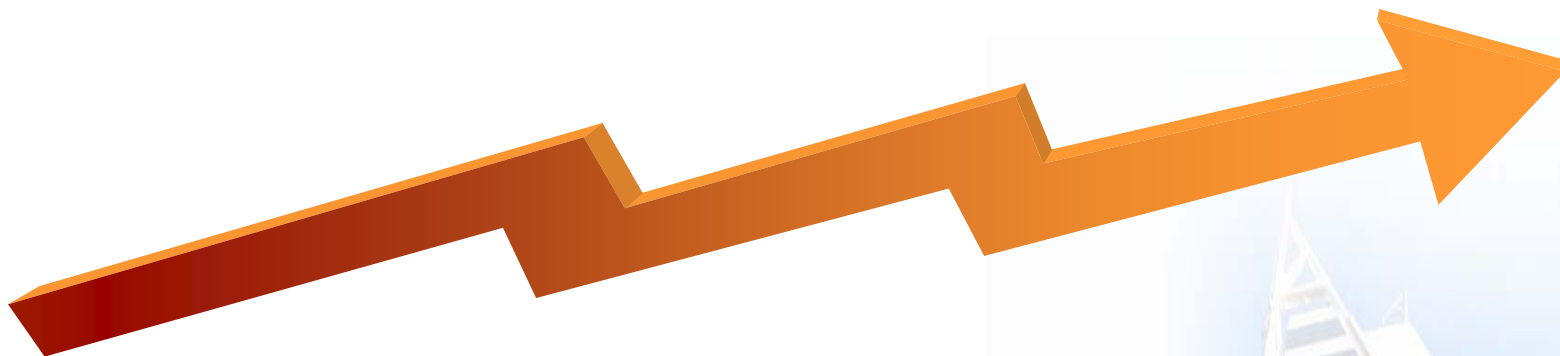
Integrity、Professionalism、Service、Efficiency

- 1987年在深圳成立，深圳证券交易所上市公司（股票代码:000001）
Founded in Shenzhen China 1987, listed in Shenzhen Stock Exchange (Code: 000001)
- 深发展通过其全国18个主要城市的282家网点，为公司、零售和政府部门等客户提供多种金融服务。
SDB provides a broad range of services to commercial, retail, and government customers, through 282 branches and sub-branches in 18 major cities across China.
- 第一家由境外战略投资者控股的中资银行。美国新桥投资集团（Newbridge Asia AIV III, L.P.）拥有16.76%的股份。
First Chinese bank controlled by overseas investors. The bank's shares are 16.76% owned by Newbridge Asia AIV III, L.P.





2008 Full Year Results Highlights 2008年年度财务概要



拨备及税前利润增长**41%**至**8,138**百万元

Profit before Provision and Tax rose **41%** to 8,138 million Yuan



营业收入较去年同期成长**34%**, 经营成本收入比改善至**36%**

Net operating income rose **34%** YOY; Operating Cost to Income Ratio improved to **36%**

2008 Full Year Results Highlights 2008年年度财务概要

- 根据监管要求，本行与2008年第四季度进行了一次特别大幅拨备与核销，第四季度计提拨备**56亿元**，同期核销历史不良贷款共计**94亿元**。截至2008年12月31日，不良贷款率从年初的**5.64%**下降至**0.68%**，不良贷款额**19.28亿元**，较上年年底下降**105.48亿元**，解决了大部分历史不良包袱。

The Bank made a special one-off provision and write-off. Provision in 4Q recorded 5.6 bn Yuan and wrote off historical NPLs of 9.4 bn Yuan. NPL ratio at YE 2009 declined to **0.68%** from 5.64% at 2007YE and total NPL amount declined from end 2007 by **10,548mm Yuan** to **1,928mn Yuan**, relieving most of the historical NPL burden.

实现净利润	6.14亿元	同比减少77%
基本每股收益	0.2元	同比减少79%
Net profit	614 mm yuan	down 77% YOY
Basic EPS	0.2 yuan	down 79% YOY

2008 Full Year Results Highlights 2008年年度财务概要

 总资产 Total assets grew to	4,744亿元 474.4bn Yuan	较上年底增长 35% 35% up from 2007YE
 总存款 不含不良的一般性贷款 Total deposits Gen Loans w/o NPL	3,605亿元 2,396亿元 360.5bn Yuan 239.6bn Yuan	较上年底增长 28% 较上年底增长 19% 28% up from 2007YE 19% up from 2007YE
 股东权益 Shareholders' Equity 每股股东权益 BVPS	164亿元 16.4 bn Yuan 5.28元	较上年底增长 26% 26% up from 2007YE 5.28 Yuan
 2008年12月31日的资本充足率 CAR reached	8.58% 8.58%	较上年底增长 281 bp 281 bp up from 2007YE

Summary of Large Provision and Write-Off

大额拨备与核销概要

(人民币百万元, RMB mm, %)	2008	2007	Change from 2007 较2007年%
总贷款拨备 Total Provisions	6,973	1,946	258%
总贷款核销 Total Loans Write-off	10,607	2,302	361%
	2008.12.31	2007.12.31	Change from 2007.12.31
不良贷款余额 NPL amt	1,928	12,475	-85%
不良贷款率 NPL Ratio	0.68%	5.64%	-4.96 pct points
信贷拨备 Credit Provision bal	2,027	6,024	N.A
拨备覆盖率 Provision Coverage Ratio	105%	48%	+57 pct points
拨备充足率 Provision Sufficiency Ratio	365%	127%	+238 pct points

- 我行将继续努力清收已经核销的不良贷款 The bank will continue to make efforts collecting the written off loans
- 已核销不良贷款在收回后还将进一步提升拨备水平 As the written-off loans are collected, the provisioning of the bank will be further improved.



2008 Jan-Dec Income Statement Summary

2008年1-12月损益表摘要

(人民币百万元, RMB mm, %,bp)	Jan-Dec 2008 2008年1-12月	Jan-Dec 2007 2007年1-12月	Change %/bp 增幅%/bp
营业收入 Operating income	14,513	10,808	+34%
营业支出 (不含营业税) Operating expense (Excl Biz Tax)	5,224	4,207	+24%
准备前营业利润 Profit before provision	8,138	5,776	+41%
所得税税率 Income tax rate	22.5%	29.7%	-721bp
成本收入比 Cost income ratio	36%	39%	-294bp
损失准备 Asset loss provision	7,334	2,054	+257%
税前利润 Before tax profit	793	3,772	-79%
净利润 Net profit	614	2,650	-77%

2008年用于IT项目的资本性支出投入为2.5亿元,较2007年增长**39%**; 2009年,继续IT系统的改善与投入。SDB has input more than 250mn yuan into IT projects, increased by **39%** yoy. The Bank will continue to make improvement and input to IT system.



2008 Average Daily Balance and Yield for Assets

2008年主要资产日均数和收益率

(人民币百万元,
RMB mm, %)

	2008		2007		2008 vs 2007	
	日均余额 ADB	平均收益率 Yield	日均余额 ADB	平均收益率 Yield	日均余额 ADB	平均收益率 Yield
贷款 Total loans	245,544	7.90%	204,001	6.97%	20%	0.93%
债券投资 Bonds	64,973	3.68%	42,783	3.04%	52%	0.64%
生息资产总计 AIBA	417,453	6.34%	309,802	5.82%	35%	0.52%
总资产 Total Asset	426,560	6.20%	315,813	5.71%	35%	0.49%



2008 Average Daily Balance and Cost for Liabilities

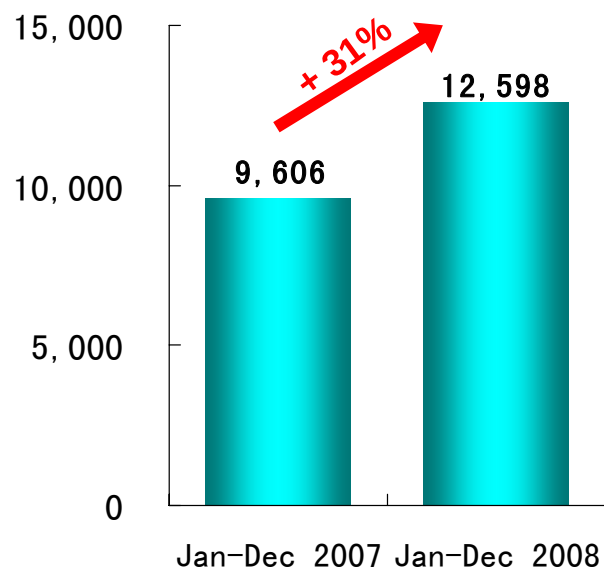
2008年主要负债日均数和成本率

(人民币百万元, RMB mm, %)	2008		2007		2008 vs 2007	
	日均余额 ADB	平均成本率 Cost	日均余额 ADB	平均成本率 Cost	日均余额 ADB	平均成本率 Cost
存款Total deposits	330,307	2.59%	261,208	1.93%	26%	0.66%
发行债券Bonds	5,178	6.29%	--	--	--	--
计息负债总计AIBL	399,027	3.48%	297,762	2.83%	34%	0.65%
总负债Total Liabilities	410,358	3.38%	308,621	2.73%	33%	0.65%

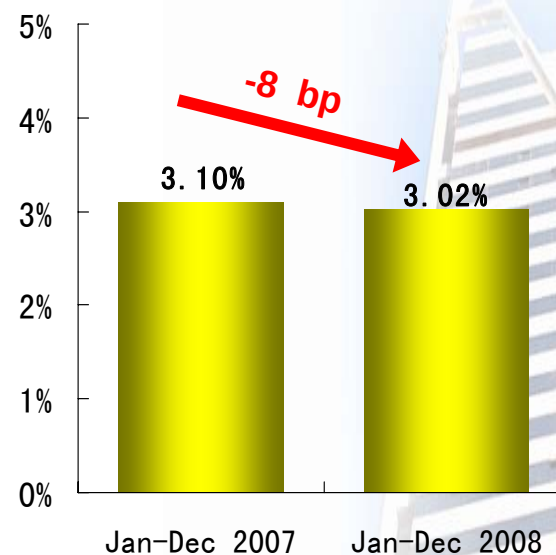


2008 Jan-Dec Interest Yield, Cost & Margin 2008年1-12月收益率、成本和净息差

净利息收入NII (人民币百万元) (RMB mm)



净息差 NIM (%)



2008 Jan-Dec Average Daily Balance and Spread

2008年1-12月日均资产负债及利差

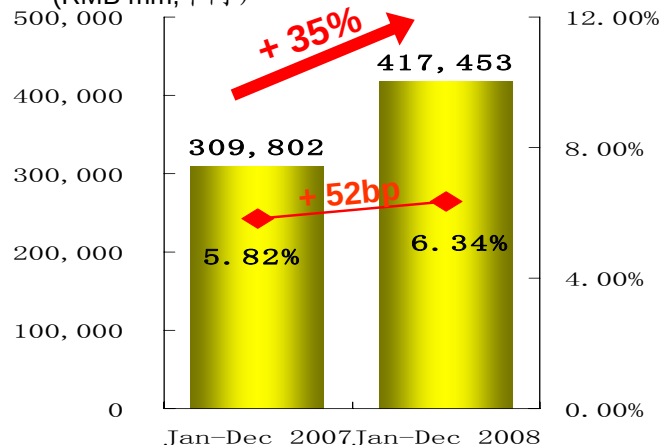
日均生息资产AIEA

日均生息资产收益率Yield on AIEA

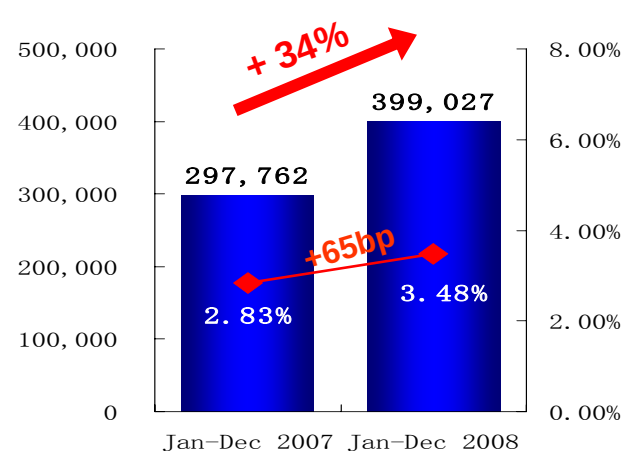
日均付息负债AIBL

日均付息负债成本 Cost on AIBL

(RMB mm, 下同)



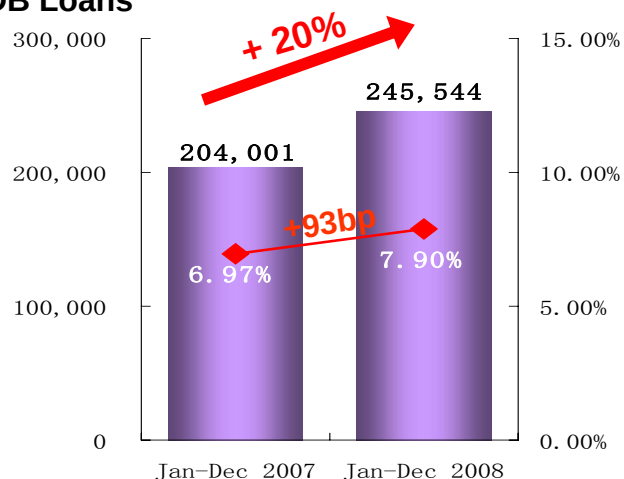
■ 日均生息资产AIEA ◆ 日均生息资产收益率Yield on AIEA



■ 日均付息负债AIBL ◆ 日均付息负债成本Rate on AIBL

日均贷款(不含贴现)
ADB Loans

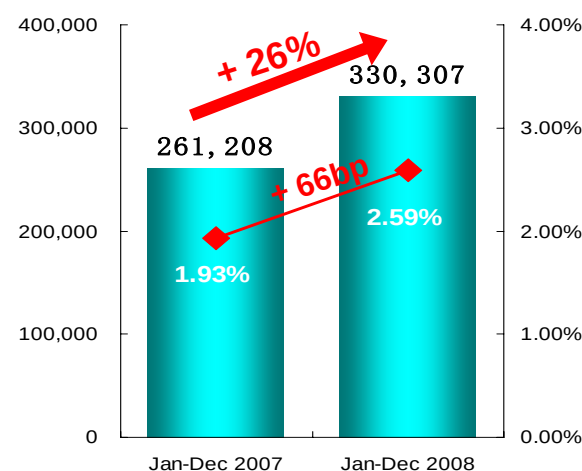
日均贷款收益率Loan Yield



■ 日均各项贷款ADB Loans ◆ 各项贷款收益率Loan Yield

日均各项存款ADB Deposits

日均存款成本 Deposits Cost



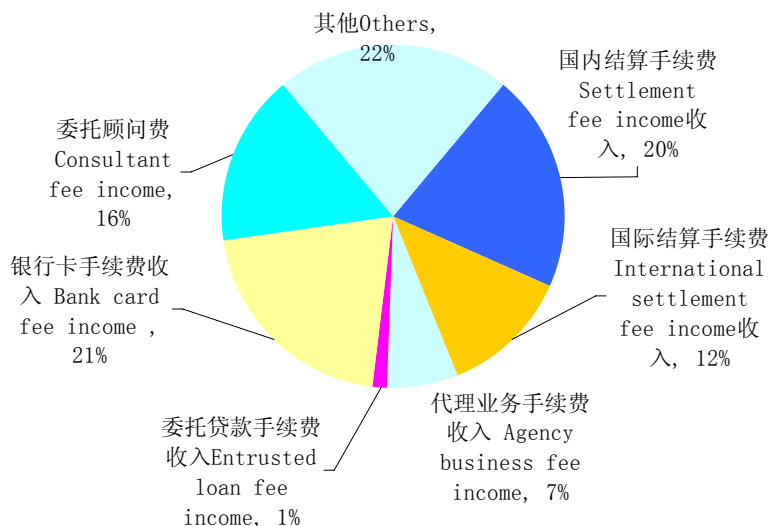
■ 日均各项存款ADB Deposits ◆ 日均存款成本Deposits Cost

2008 Jan-Dec Net Fee and Commission Income

2008年1-12月中间业务收入

手续费及佣金收入分布比率

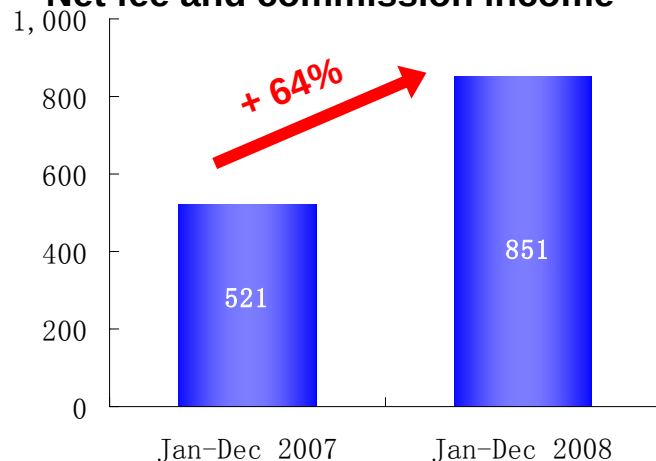
Fee & commission income dis.



手续费及佣金净收入

(RMB mm)

Net fee and commission income



多项业务手续费收入创佳绩
Strong performances

Jan-Dec 2008 (RMB mm) 同比增长

国内结算手续费收入 Settlement fee income	216	33%
国际结算手续费收入 International settlement fee income	131	26%
代理业务手续费收入 Agency business fee income	69	11%
委托贷款手续费收入 Entrusted loan fee income	15	88%
银行卡手续费收入 Bank card fee income	221	69%
咨询顾问费收入 Consultant fee income	169	--



2008 4Q (Oct-Dec) Income Statement Summary

2008年第四季度损益表摘要(10月-12月)

(人民币百万元, RMB mm, %)

	2008 4Q 2008年第四季度	2007 4Q 2007年第四季度	Change % 增幅%
营业收入 Operating income	3,772	3,040	+24%
营业支出 (不含营业税) Operating expense (Excl Biz Tax)	1,484	1,270	+17%
准备前营业利润 Profit before provision	1,995	1,524	+31%



2008/12/31 Key Balance Sheet Items

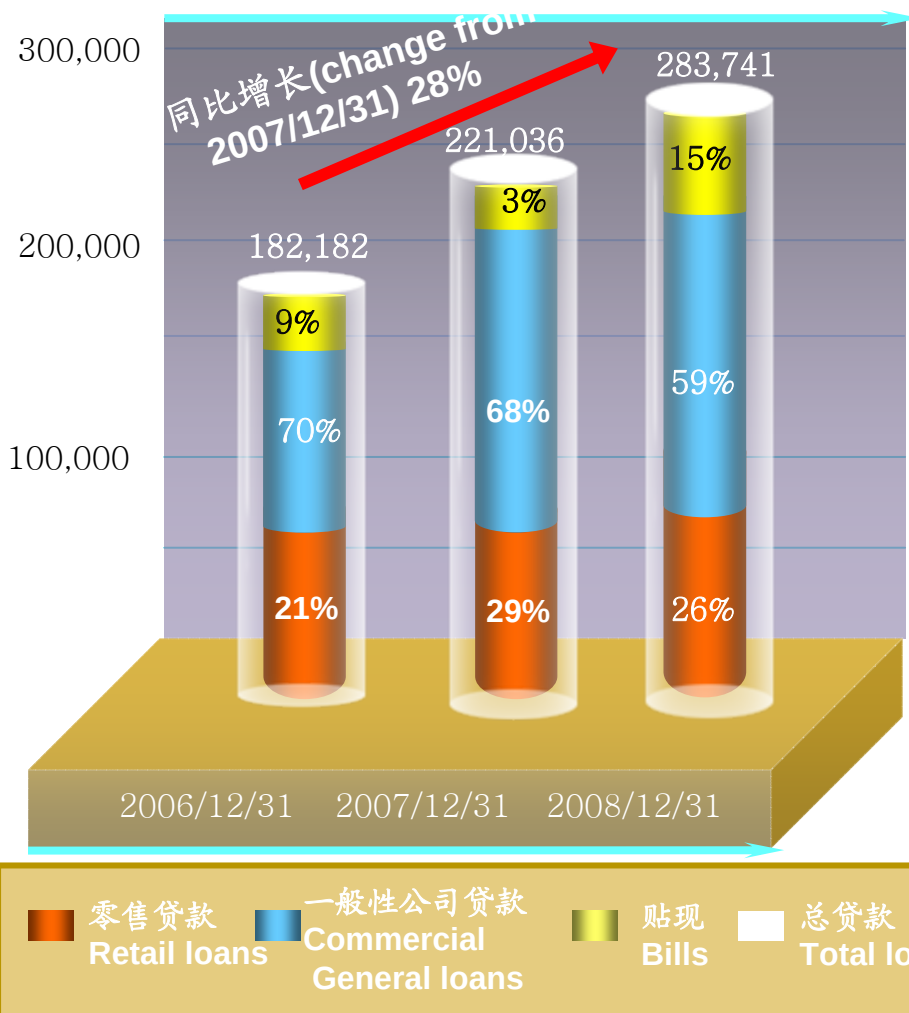
2008年12月31日资产负债表主要指标

(人民币百万元,
RMB mm, %)

	31 st Dec 2008	31 st Dec 2007	Change from end 07 较年底增长额	Change from end 07 较年底增长%
总资产 Total Asset	474,440	352,539	121,901	+35%
总贷款(含贴现) Total loans incl bills	283,741	221,036	62,705	+28%
一般性贷款(不含 不良) Gen Loans w/o NPL	239,560	200,780	38,780	+19%
总负债 Total Liabilities	458,039	339,533	118,506	+35%
总存款 Total deposits	360,514	281,277	79,237	+28%
股东权益 Shareholders' Equity	16,401	13,006	3,395	+26%

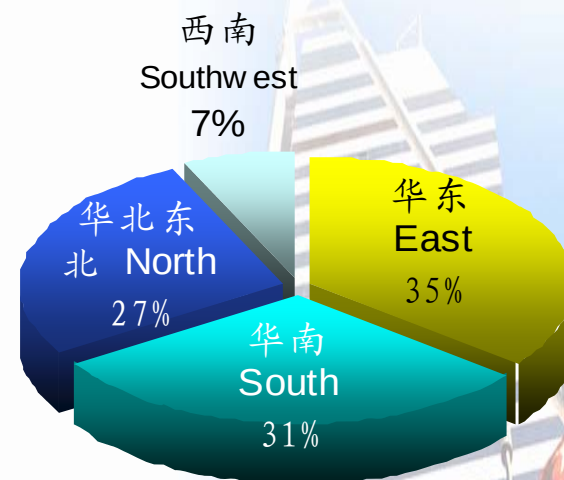
2008/12/31 Loans & Growth 2008年12月31日贷款余额及增长

总贷款 **Total loans** (RMB mm)



总贷款(按地区)

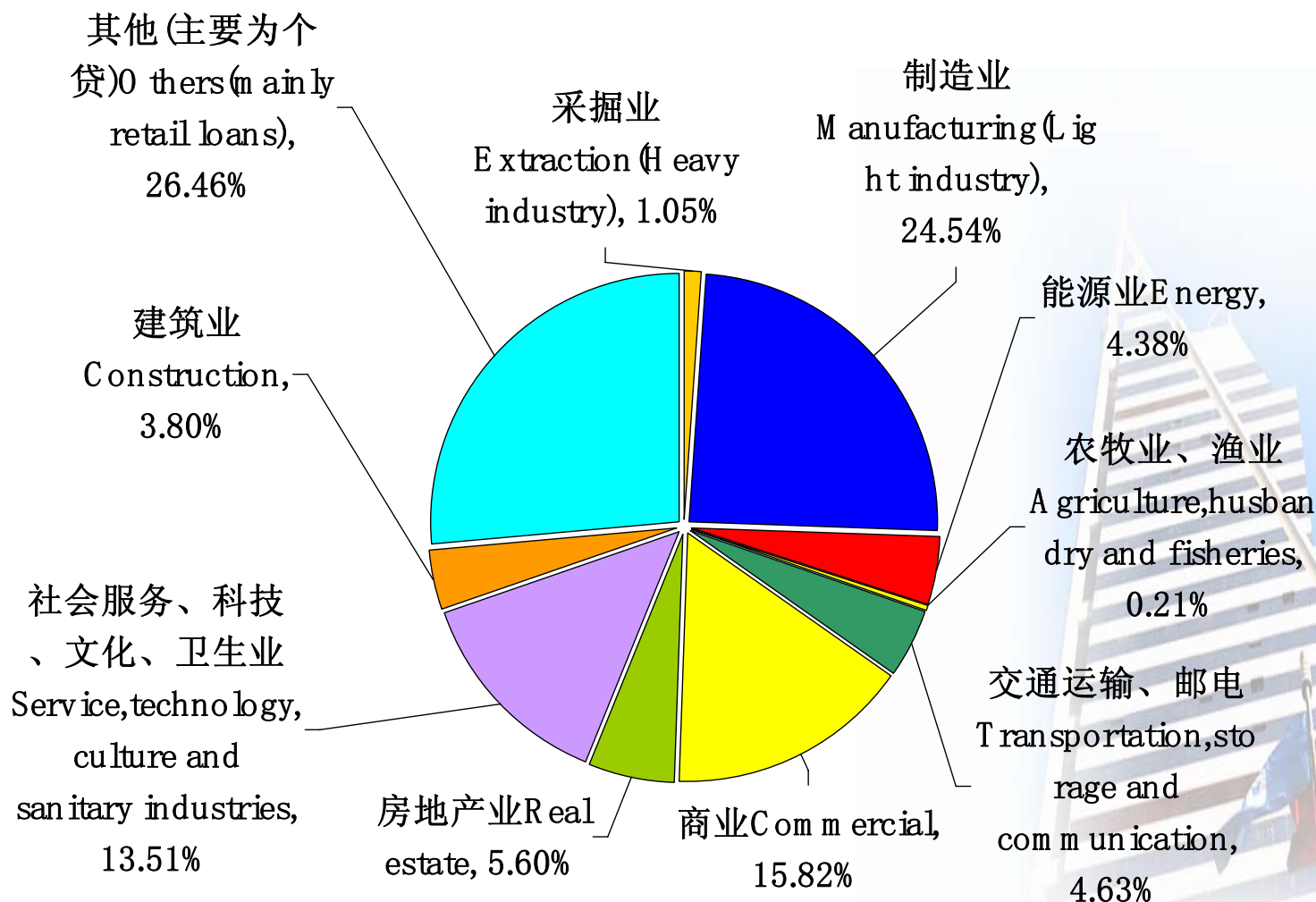
Total loans (by Geography)





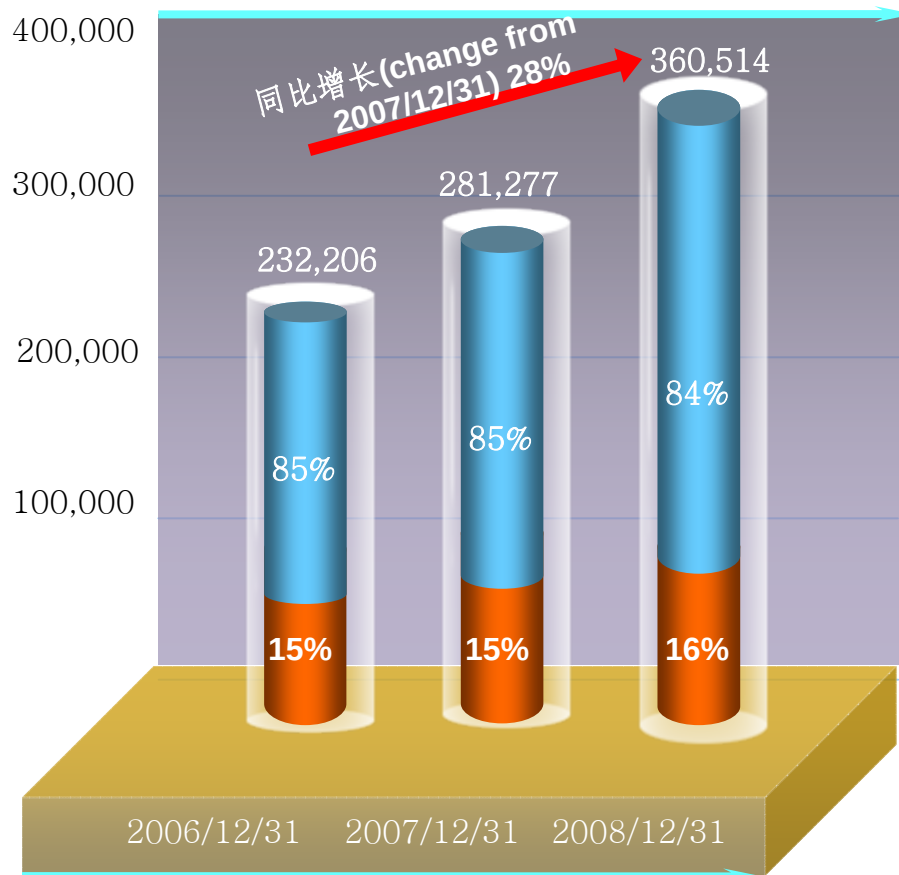
2008 End Dec Total Loans by Industries

2008年12月底总贷款行业分布



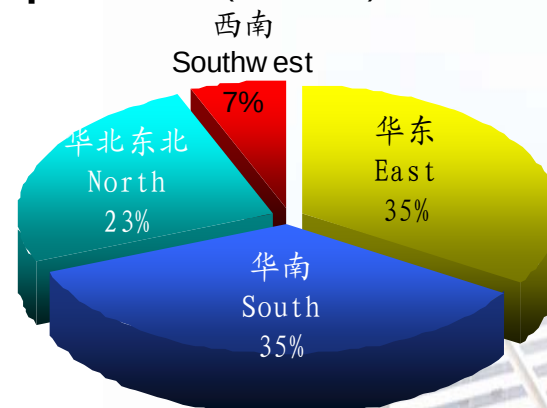
2008/12/31 Deposits & Growth 总存款规模及增长

存款规模 Total deposits (RMB mm)



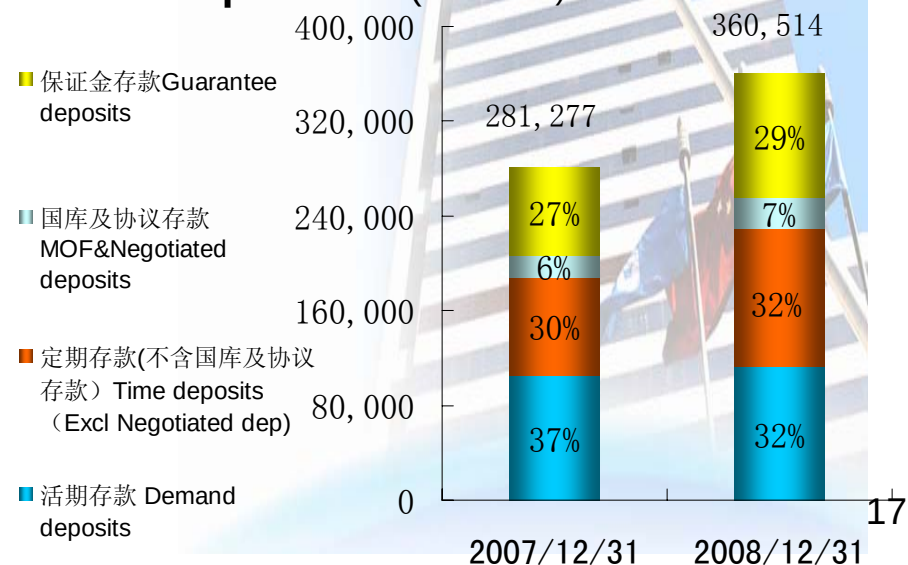
总存款分布 (按地区分)

Deposits (RMB mm)



存款组成 (按期限划分)

Total deposits (RMB mm)

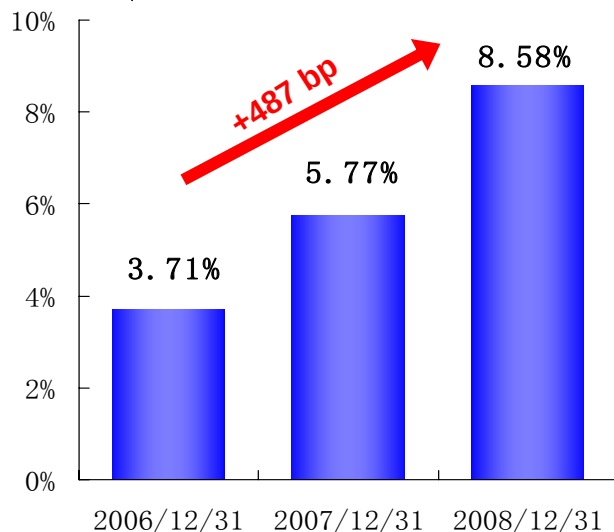


零售存款 Retail deposits 公司存款 Commercial deposits 总存款 Total deposits

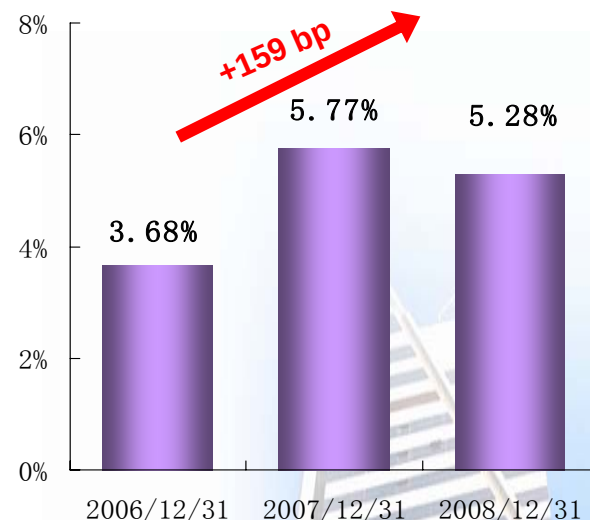
2008/12/31 CAR、CCAR、RWA

2008年12月31日资本充足率、加权风险资产

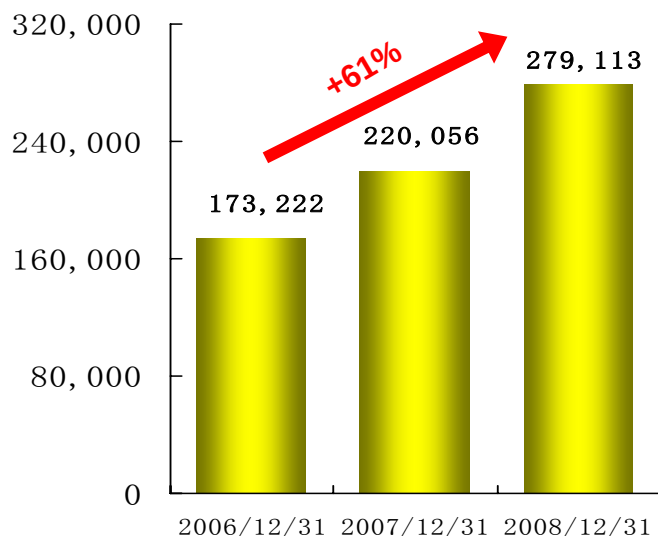
资本充足率% **CAR**



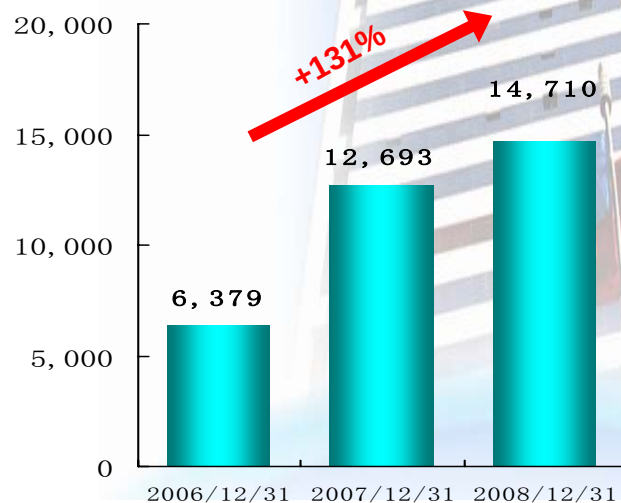
核心资本充足率% **CCAR**



加权风险资产 **RWA** (RMB mm)

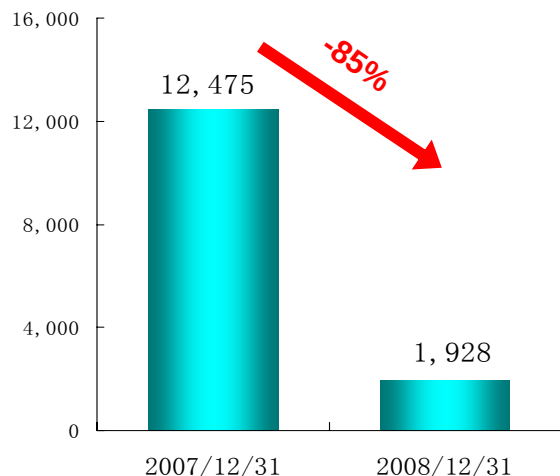


核心资本净额 **Net core capital** (RMB mm)

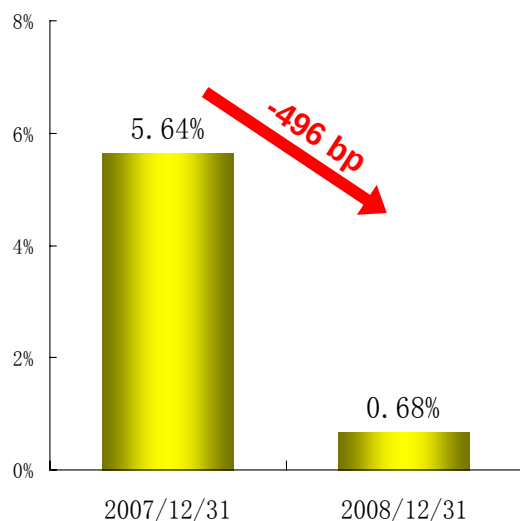


2008/12/31 Asset Quality 2008年12月31日资产质量

不良贷款余额 Total NPL (RMB mm)

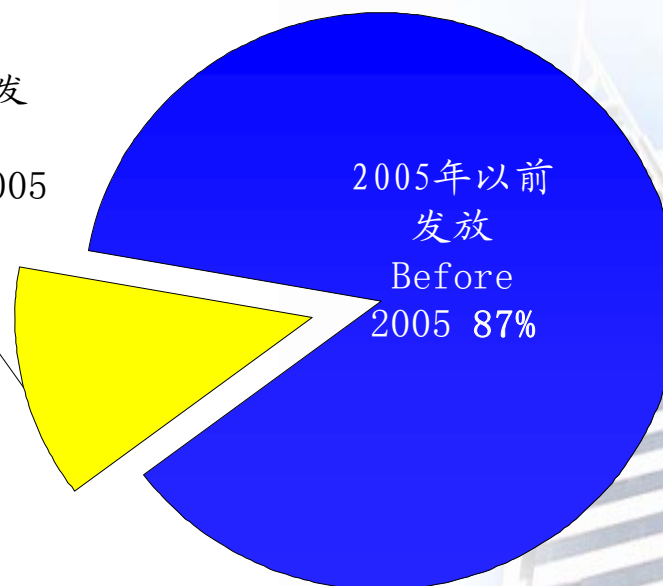


不良贷款比率% NPL ratio



不良贷款构成 (按年份) NPL

2005年后发
放
After 2005
13%



2005年后发放的不良贷款仅为2.5亿

NPL drawn down since 2005 is only 250mn



2008/12/31 Asset Quality 2008年年底资产质量

(百万元人民币,RMB mm)	31 st Dec 2008	31 st Dec 2007	31 st Dec 2006	Change from 2007 较2007年%
正常贷款 Normal	278,120	206,551	161,851	35%
关注类贷款 Special Mention	3,694	2,009	5,766	84%
不良贷款 Total NPL	1,928	12,475	14,565	-85%
-次级类贷款 -Sub standard	1,928	7,370	6,896	-74%
-可疑类贷款 Doubtful	0	4,506	6,037	-100%
-损失类贷款 Loss	0	600	1,631	-100%
信贷拨备 Credit Provision	2,027	6,024	6,937	-66%
拨备覆盖率PCR	105%	48%	48%	+57 pct points
拨备充足率PSR	365%	127%	107%	+238 pct points

2008年第四季度核销前不良贷款净增额约为3亿元，为2008年年底总贷款的千分之一左右
The net new NPLs added to the portfolio in the 4th quarter before the special write-offs is about 300 million Yuan, around 0.1% of total lending balance of the Bank as of end 2008.



2008/12/31 Asset Quality – Corporate Loans

2008年12月31日资产质量(公司部分)

(百万元人民币,RMB mm,%)

	31 st Dec 2008		31 st Dec 2007		Change%/bps 增幅/百分点
	贷款总额 Amount	不良贷款率 NPL%	贷款总额 Amount	不良贷款率 NPL%	不良贷款率变化 NPL Ratio Change %
公司贷款 Corporate Loan	209,815	0.88%	157,493	7.58%	-6.71 pct points
- 一般性贷款 General Loan	167,617	1.10%	149,713	7.97%	-6.87 pct points
- 贸易融资 Trade Finance	86,811	0.05%	79,150	0.52%	-0.47 pct points
- 贴现 Bills	42,218	0.00%	7,780	0.00%	0.00%



2008/12/31 Asset Quality – Retail Loans

2008年12月31日资产质量(零售部分)

(百万元人民币,RMB mm,%)

	30 th Dec 2008		31 st Dec 2007		Change%/bps 增幅/百分点
	贷款总额 Amount	不良贷款率 NPL%	贷款总额 Amount	不良贷款率 NPL%	不良贷款率变化 NPL Ratio Change
零售贷款 Retail Loan	73,906	0.12%	63,543	0.85%	-73 bp
- 住房按揭贷款 Mortgage	44,315	0.06%	41,752	0.34%	-28 bp
- 经营性贷款 Business Loans	10,305	0.19%	9,231	1.33%	-114 bp
- 信用卡应收账款 Credit Card Receivable	3,722	0.64%	2,011	3.88%	-324 bp
- 汽车贷款 Car Loan	3,275	0.02%	1,359	1.53%	-151 bp
- 其他 Others	12,173	0.08%	9,190	1.10%	-102 bp

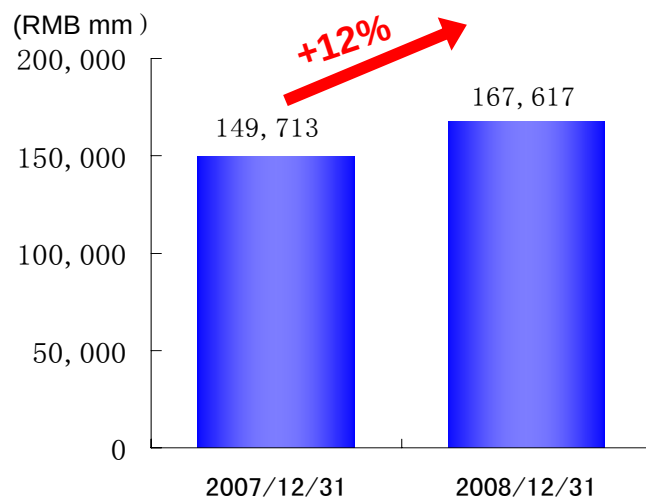


2008/12/31 Commercial Business

2008年12月31日公司银行业务

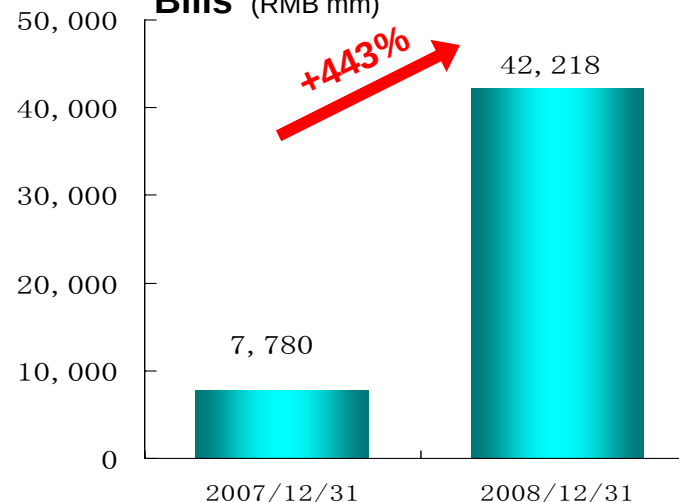
一般性公司贷款（不含票据贴现）

General commercial loan excl Bills



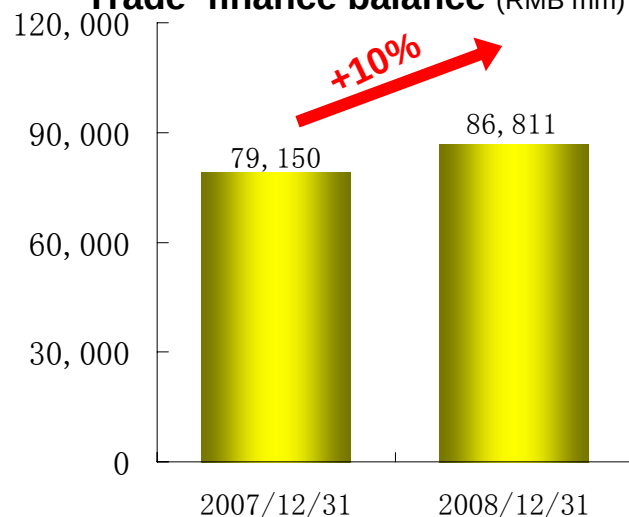
贴现

Bills (RMB mm)



贸易融资余额

Trade finance balance (RMB mm)





2008/12/31 Commercial Business

2008年12月31日公司银行业务

(人民币百万元, RMB mm, %)

31st Dec 2008

占比%

31st Dec 2007

占比%

变动
change%

国内贸易融资

Domestic trade finance

81,692

94%

73,587

93%

+11%

-华南地区 South

30,593

35%

33,414

42%

-8%

-华东地区 East

17,618

20%

14,002

18%

+26%

-华北东北地区 North

28,740

33%

22,771

29%

+26%

-西南等其他地区
Southwest

4,741

5%

3,400

4%

+39%

国际贸易融资

International trade finance

5,119

6%

5,563

7%

-8%

- 出口贸易融资

Export trade finance

1,436

2%

1,369

2%

+5%

- 进口贸易融资

Import trade finance

3,683

4%

4,195

5%

-12%

贸易融资总额

Total trade finance

86,811

100%

79,150

100%

+10%

贸易融资不良贷款

Trade Finance NPL

43

0.05%

415

0.52%

-90%

贸易融资客户数 (户)

No. of Trade Finance Client

3,730

-

2,869

-

+30%



2008/12/31 Commercial Business

2008年12月31日公司银行业务

国内首家提出

“面向中小企业”、“面向贸易融资”，发展供应链金融服务



新增一批总对总合作核心企业，链条营销成效显著，“1+N”模式经受住了金融风暴的考验。
Increased a batch of new HO to HO cooperation core enterprise clients, and supply chain marketing had a significant effect, “1+n” model also went through the test of the financial crisis.

投产保理、票据业务系统，公司金卫士业务升级，产品创新与平台支持进一步强化。
The factoring and bills systems were put into effect, and the golden corporate guard was upgraded. Product innovation and supporting platform were further enhanced.

推展公司理财业务，有效拓宽中间收入来源。
Strengthened corporate wealth management business, and effectively enlarged fee income sources.

新设保理业务中心，推展应收帐款融资业务与客户翻番增长。
Established the Factoring Center, prompted double increase of amount and customer number of receivables financing

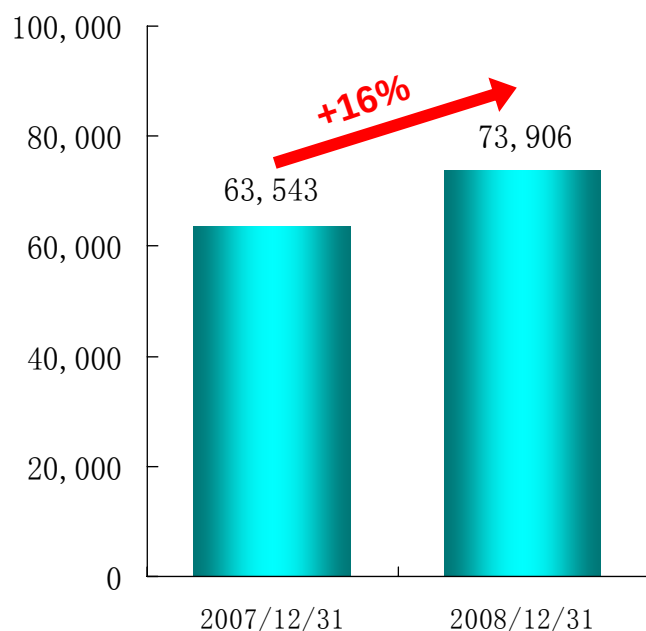
出版《供应链金融》专著，“池融资”摘取深圳市政府金融创新奖，公司品牌上新高度。
The book of Supply Chain Finance was published, and the Pooling Finance Series won the Shenzhen Municipal Innovation Award. The corporate brand of SDB reached the new height.



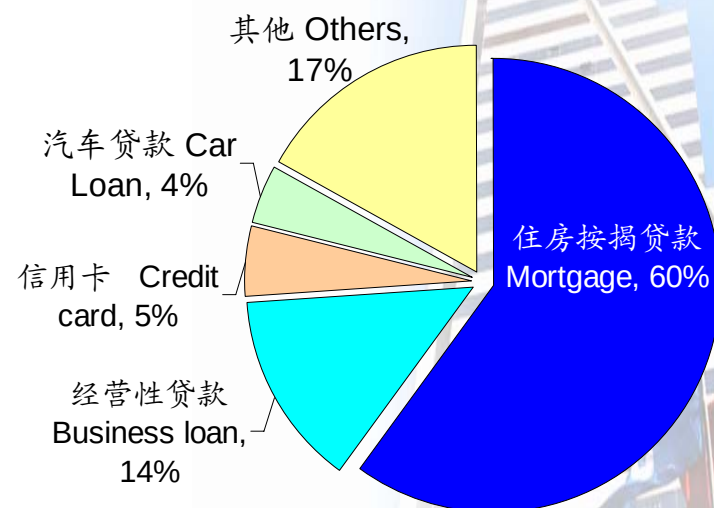
2008/12/31 Retail Business

2008年12月31日零售银行业务

零售贷款 Retail loans (RMB mm)



零售贷款业务分布
Retail loans by types





2008/12/31 Retail Business

2008年12月31日零售银行业务

住房按揭余额比去年年底增长% Mortgage change compare with YE 2007 %

▲ 6%

住房按揭 Mortgage

信用卡应收帐款余额比去年年底增长 C/C Receivable change compare with YE 2007 %

▲ 85%

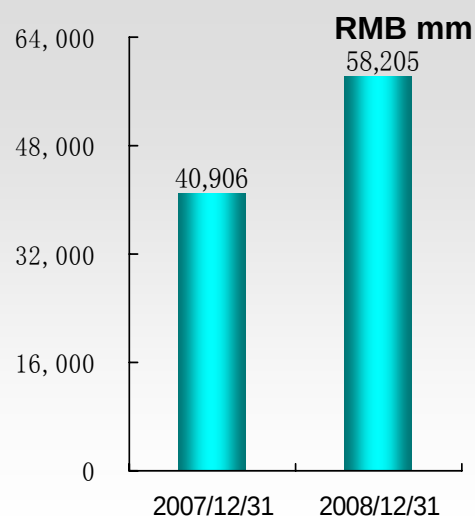
信用卡 Credit Card

汽车贷款余额比去年年底增长 Car Loan change compare with YE 2007 %

▲ 140%

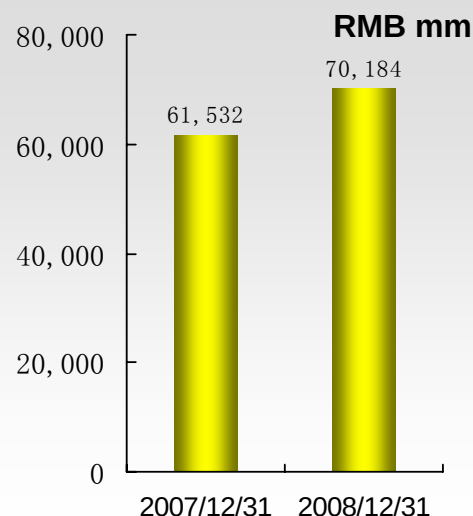
汽车贷款 Car Loan

零售存款
Retail Deposits



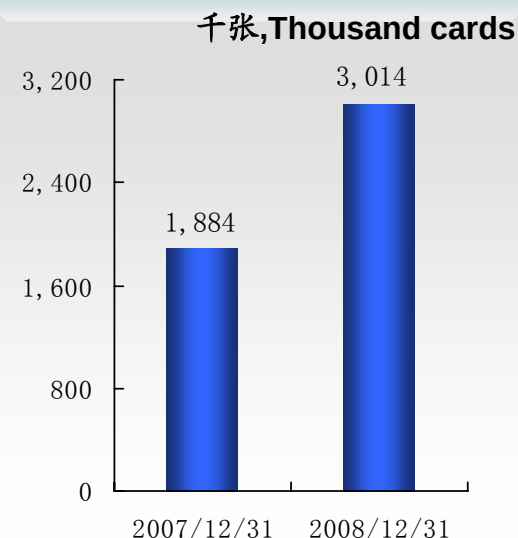
▲ 42% up

个贷总额(不含信用卡)
Personal Mortgage (exl C/C)



▲ 14% up

信用卡有效发卡量
Credit cards issued



▲ 60% up

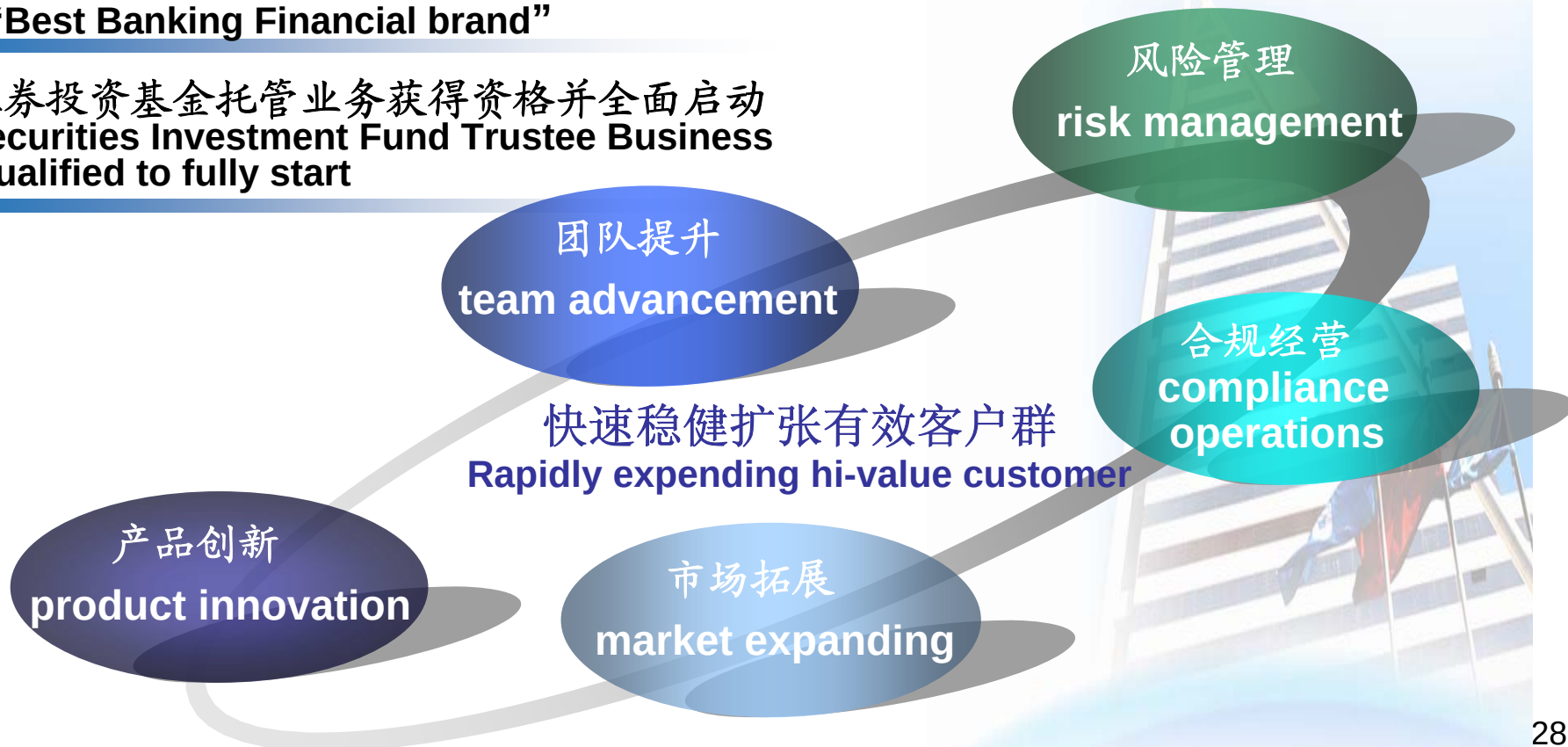
2008/12/31 Retail Business 2008年12月31日零售银行业务

中国最佳零售信贷银行 China Best Retail Credit Bank Award

中国金融营销十佳奖
“Best Financial Marketing Award”

最佳银行理财品牌
“Best Banking Financial brand”

证券投资基金托管业务获得资格并全面启动
Securities Investment Fund Trustee Business
qualified to fully start





卓越计划 – 提升总行效率

PROJECT EXCELLENCE – Improve HO Efficiency

改革总行架构体制和制度

Overarching organization
rules

调整架构、职责及权限

Org and R&R&A

优化关键管理流程

Streamline key
Management Processes



打造卓越的总行
Achieving
Excellence
in the HQ



Ops Reform and BPR 运营改革和流程再造

主要目标和
在08年取
得的重要成
绩
key Objs
and initial
results in
2008

组织体系 - 建立了新的运营条线组织架构，重组后台与其他有关活动到运营条线，清晰定义了运营管理的角色、组织架构与管理决策流程，组建了专业团队并实施了总、分、支行的运营垂直管理。

Organization structure - Established the new vertical Operations management with clear roles and responsibilities, organizational structure, and reporting line

流程再造 - 为了提高“服务、效率、内部控制和适应性”，我行开展对关键业务流程进行标准化、简化、自动化、集中化再造的工程，打造以客户为中心的网点，建立高效的总分行集中作业平台。初步试点结果表明在提升客户服务、减少不必要的重复工作、释放网点资源、促进业务发展、对关键风险点实现了更好的风险控制等方面取得明显成效。

Business Process Re-engineering - In order to improve customer services, efficiency, internal controls, and adaptabilities, SDB launched re-engineer key business processes through standardization, simplification, automation, and centralization to develop customer-centric outlets and efficient, centralized processing platforms at Head Office and branches. Initial pilot results have shown significant improvements in customer service, reducing unnecessary processes, better use of resource at the outlets, and risk control at key process steps.

运营风险监控 - 建立了总分支行联动、动态持续运营风险监控体系，实现运营关键监控指标按日监控管理。建立新产品运营与控制委员会，有效提高新产品运营与控制的管理，并防范了合规风险和运营风险。

Ops Risk control - Developed an operation risk monitoring and reporting system For the head office, branch, and sub-branch levels. Monitor the key operation metrics on a daily basis. Established the New Product Committee to govern the operations and control functions for new product approval process.

As the bank begins 2009 在进入2009年之际

(人民币百万元, RMB mm, %)	Start of 2009 2009年开始	Start of 2008 2008年开始	Change 较年底增长额%/bp
不良贷款余额 NPL	1,928	12,475	-85%
不良贷款率 NPL%	0.7%	5.6%	-496 bp
可疑类贷款 Loans classified "doubtful"	0	4,506	-100%
拨备覆盖率 PCR%	105%	48%	+5686 bp
拨备充足率 PSR%	365%	127%	+23745 bp
股东权益 Equity	16,401	13,006	+26%
资本充足率 CAR	8.58%	5.77%	+281 bp
核心资本充足率 CCAR	5.27%	5.77%	-50 bp
总存款 Total deposits (bn 十亿)	361	281	28%
总贷款(含贴现) (bn 十亿) Total loans incl bills	284	221	28%



2009 1Q

2009年第一季度

-
- 与去年同期相比，2009年前两个月净利息收入实现了一位数的增长

Net interest income in the first 2 months in 2009 achieved single digit percentage growth compared with the same period in 2008

- 2009年前两个月的净利润超过去年同期水平

Net profit for the first 2 months of 2009 exceeded that of the same period in 2008.

- 2009年余下的几个季度中净息差会继续收窄，我行希望通过高质量的资产增长结合适当的资产负债管理来部分抵消利差压力的影响

The Bank expects the NIM to decline in future quarters of 2009 but hopes to help offset part of the effect of spread pressure by growth of good assets & balance sheet management.



2009 1Q (con.)

2009年第一季度（续）

- 强劲的公司存款和零售存款的增长

Solid deposit growth in both retail and commercial

- 至2008年底放开信贷额度限制以来，我行的贷款得到了良好的增长

Good loan growth from end 2008 after loan limit was relieved

- 鉴于当前宏观经济的不确定性，我行更加注重在保证贷款质量的前提下增长贷款

In light of uncertainties in the economy, more special attention given to matters of credit quality, as a condition of loan growth

- 2009年前两个月不良贷款增长不到1亿元，不良率未发生重大变动。该行仍然适当增加了信贷拨备，拨备覆盖率和拨备充足率均较2008年年底有所提升

NPL increase in the first 2 months of 2009 amounted less than 100 million Yuan and NPL ratio has no material change. However, the Bank made appropriate additions to credit provisions, in light of the economy, and the Provision Coverage Ratio and Provision Sufficiency Ratios both increased from the figures of 2008/12/31.



Looking Forward 展望未来

加强网点和渠道建设，加大IT系统建设投入

Outlet and IT System Construction

积极的资产负债管理:在严格资本约束下的资产规模的有序增长

Proactive Balance Sheet Management

公司业务战略主线——创建中国领先的供应链金融服务专业银行

Corporate Banking – Supply Chain Finance

零售业务基本方向——以快速稳健扩大有价值客户群

Retail Banking – Value added Customer Service

整合业务运营——业务流程再造

Streamline Operation in various business areas



Q & A





Thank You !

携手发展 共享未来
Developing Together For The Future