RETURN TO THE COMMUNITY

Establish of staff development platform to enhance the value of employees

We adhere to "people-oriented" and implement the "ability and integrity, performance focused, personnel matching the personnel specialties" philosophy as well as lifelong training for staff, to provide staff with a good working environment, nurture outstanding corporate culture, and promote common growth of employees and business.

Increase employment opportunities

We always adhere to the "openness, fairness, impartiality" principle to absorb the outstanding management talent with ability and integrity, add fresh blood for the sustained and steady development of the bank and at the same time make efforts to support economic development and solve the social employment issue. In 2011, the bank carried out classified personnel management in accordance with the positions set, set appropriate recruitment standards to attract the compound talents, and ensure that candidates enjoy fair treatment. As of December 31, 2011, the bank employs 34,611 people, including 16,578 male employees, and 18,033 female employees, with ratio of male to female staff at 0.9:1; ratio of male to female of 2.6:1 at senior and middle management positions, and minority staff ratio of 1:50.

Case 44: Multi-channel to increase employment opportunities

The bank's Xinjiang branch actively supported employment of the local community since the beginning of establishment. As of December 31, 2011, 95 percent of the employees of the Xinjiang branch were locally employed. In 2011, the Xinjiang branch jointly established the "Industrial Club" with the Xinjiang University of Finance, to reserve talent in outstanding university graduates, increase employment opportunities, and ease the pressure on graduate employment.

Changsha branch of the bank started the "Intern Training Program" since 2010, selecting outstanding college students for the bank's internship through campus recruitment. As of December 31, 2011, the "Intern Training Program" had trained more than 70 interns, among which 21 graduates in 2011 joined the Changsha branch.

The Changchun branch took the lead to introduce student internship team-building in Changchun in the second half of 2010, providing practice base for students at school. The Northeast Normal University has listed Changchun branch as the students practice demonstration base. As of December 31, 2011, the Changchun branch has provided internship opportunities for more than 30 college students.

To protect the interests of employees

The bank has always been committed to improve the human resource management mechanism, to ensure that each employee enjoy fair treatment by focusing on the aspects of selection and appointment, assessment and incentive, pay and benefits, and earnestly safeguard the legitimate rights and interests of employees.

Over the years, the employees labor contract rate, employee social security coverage, provident fund coverage, overtime subsidy rates were all 100 percent. On the bank's major business decisions, and matters involving vital interests of employees, the bank organizated staff discussion in advance, and put into practice public policy of bank operation via documents, weekly reports, and office systems, set up multiple channels of communication and feedback platforms such as President's mailbox, workers' congress, democratic life meeting, supervision hotline, surveys, electronic forums, staff interviews, micro-blogging, to collect views of the staff, and feedback in a timely manner.

The bank adhere to construction and improvement of the "Staff Home", improve the implementation of visit to important family matters of the staff and immediate family members, care for the life of the retired workers with respect and love for the elderly, and to provide staff with a pleasant working and living environment.

The bank pays special attention to female employees, in addition to enriching women leisure activities in the work union, we pay special attention to occupational health and mental health of female employees. In 2011, the bank particularly added medical examination items for female employees of different ages, and organized Women's Day activities and charming women training activities.

Case 45: Focus on health of female employees

In 2011, the bank's customer service center carried out "Meng Meng Care Plan" to strengthen the physical health and safety protection of female employees during pregnancy, to buy love fruit for pregnant female employees of the call center, as well as to set up Meng Meng bookshelf and purchase green plants and blankets, set up a "care team" to offer timely help to the practical difficulties of mothers-to-be.

Enhance employee's capacity

The bank attaches great importance to staff training and education, and adhere to cultivation of employees' lifelong employability. In 2011, we launched a multi-level, multi-form, and personalized education and training focusing on the business and risk management, service capabilities, products and marketing. Only in the head office level, the bank has organized more than 210 training programs, with nearly 15,500 trainees.

To strengthen the construction of staff training support

In August 2011, the bank's first modern, multi-purpose training center - the Zhangjiang training base - was officially put into use. As of the end of 2011, the training base in Zhangjiang has been running for five months, organizing 57 training courses of all types such as new employee training, business training, with up to 3,370 trainees.

To build E-learning system

To further expand training coverage, promote the construction of the learning organization of the bank, in December 2011, we completed the development and launched the E-learning system, to provide staff with a brand new, personalized, and continuing education training platform with no time and geographical restrictions.

The bank's Commercial Bank Operation and Management Senior Seminar was held in Singapore, secretary of the board Mr. Tang Bin addressed at the graduation ceremony

Case 46: To build a new model of high level training

Since 2009, we have been carrying out seminars for senior and middle managements, via bank finance, wealth management, risk management, team control and leadership ability, to promote the senior and middle management cadres to study advanced management concepts with industry, business process practice, and product innovation while enhance the professional competence and comprehensive quality. The seminar for senior and middle management cadres not only obtained a greater influence within the bank, its design ideas, curriculum, and management processes have become a training template for domestic commercial banks.

Case 47: To vigorously cultivate financial professionals

In order to enhance the professional competence of the staff in the corporate financial sector, the bank launched in 2010 the "corporate finance expertise training plan", and organized two training sessions in 2011, with each phase of training for a period of four months, with a total of 117 students. The plan introduced the concept of action learning and blended learning, arranged the participants to attendant training in professional offices after centralized and systematic instructions, to enable trainees to enhance the theory and practical ability on a basis of comprehensive understanding of the corporate financial sector business, to further improve their overall quality.

Case 48: To Strengthen training efforts in the retail financial business

In 2011, the bank's retail business segment held 38 training sessions, with 1,900 people participated, which covered multiple positions such as the head of the sub-branches retail business, retail account manager, financial manager, lobby manager. By inviting inside and outside professional lecturer, student interaction, this training series created a good learning platform and enriched professional knowledge of the trainees, which effectively improved the overall quality of the retail operations team.

To promote the corporate culture

The bank insisted on training a positive and enterprising spirit, and create a harmonious "home culture" and enterprise environment through a variety of theme cultural activities.

In 2011, we carried out the "Master, Responsibility, Dedication" theme practice, to let the employee percept the bank's corporate culture and enhance staff cohesion through a series of productive enterprises and cultural activities such as "IB Green Action", "IB Development Plans and Strategy", and "IB Love", "Free Views and Suggestions", "Achievements Promotion Activities in Master, Responsibility, Dedication". In addition, the bank excerpted a lot of exciting events in the work and life, and prepared corporate culture case sets and corporate culture concept case guidance, to mobilize the employees' enthusiasm and creativity, and deepen their understanding of the corporate culture of sustainable development.

Case 49: Staff brainstorming for business management

In 2011, as an important part of the "Master, Responsibility, Dedication" activities, the bank carried out "IB Development Strategy" activities to call for the staff to provide suggestions around the development and Five-Year Plan of the bank. In this regard, the staff responded positively, respectively, and brought a lot of constructive suggestions from strategic planning, business management, business development, institutional mechanisms, innovation management, and provided broader ideas for the effective operation of the bank.

Case 50: To establish a benchmark of learning, vying for the work pioneer

In 2011, the bank carried out promotional activities emphasizing on the achievements of "Master, Responsibility, Dedication" activity, selected 20 typical characters with a sense of responsibility and dedication, diligent in their own workplace, hard working, to influence employees with characters around, and further strengthen a positive corporate culture where everyone is the master, and fulfills duties with dedication.

Sponsor to public financial education to promote harmony between finance and society

Following the banking public education campaign theme of "harmonious finance, better life", the bank continued to carry out public education services, outreach financial knowledge, strengthen consumer awareness of risk, encourages responsible consumption, guide consumers proficient banking and financial services to enhance people's quality of life, and promote the harmonious development of the society, economy and finance.

In respond to the call of "financial literacy" campaign by China Banking Association, the bank organized a wide range of financial literacy outreach activities, to familiarize consumers with the use of various types of financial services. In 2011, combining with product promotion, we carried out more than 40 business promotion activities of financial knowledge on business district and market, as well as product promotion, covering 15,000 audiences, and conducted more than 200 lectures, questionnaires and other forms of advocacy activities in neighborhood, commercial districts, wholesale markets, schools, and other areas, with the theme of financial knowledge around the interest rate, credit, financial, security card, covering more than 50,000 people.

- Carried out promotional activities on the security of bank card to enhance consumer safety awareness, and prevent bank card crime. The first batch of more than 3 million copies of our unified design printed posters and folding of bank card security knowledge were distributed to the branches in early August, requiring posted and placed in the operating offices, and distributed to consumers in the crowded area of the plaza and community.
- Organized activities of the financial consumer surveys. To improve our financial services and promotion work and to adapt to customer needs and enhance customer experience, the bank designed unified financial consumer survey covering content such as the customers' financial literacy, attention to bank developments and customer aspirations, and conducted the financial consumer surveys within the entire system.
- Implementation of the regulatory requirements on the bank service charges policy. With policy promotion and implementation arrangements, the bank actively cooperated with the China Banking Association, gave wide publicity of industry rules to the community, and at the same time, provides a detailed and clear interpretation material in particular about the controversial matters the public is more concerned.
- Carried out financial literacy promotion activities. Via promotion station, outdoor promotion, customer visits methods, the bank organized the publicity team "into the park, into the community, into the business district, into the suburbs, and into the market", carried out financial literacy promotion activities including knowledge of anti-money laundering, SME credit knowledge "Business Express" payment and settlement, the latest financial information, online banking and mobile banking service channels.

In 2011, the bank, enhanced the public's ability to identify counterfeit money through the promotion of the anti-counterfeit currency; improve citizens' financial security awareness via financial risk education; and enhance the public finance quality by organizing various lectures, the investment seminars, and training of new business knowledge.

Case 51: Financial knowledge into the park, the suburbs, and the community

In 2011, the bank's Shanghai branch followed the theme of "Serving the public and agriculture", held 18 theme events on the anti-counterfeiting, money laundering and other content, with a total of 230 youth members in 23 locations participating, activities widespread to nine residential communities in downtown and suburban area, seven regional business centers, and Songjiang University City which consists of seven Universities, with nearly 2,500 residents, consumers, tourists, and students get a better understanding of the relevant financial knowledge through participation in the series of events.

Case 52: Tips to improve customer safety awareness

In 2011, the bank opened card safety tips column in the credit card bill and launched comic series on tips of card safety, to warn on card risk to the majority of cardholders, and guide customers to the safe use of the card in a humorous manner.

Participation in public service to requite the community

By participating in various social welfare activities, the bank positively undertook corporate social responsibilities, and established a responsible corporate public image. In 2011, the bank's external public welfare donations amounted to more than 10 million yuan, which were invested in multiple areas such as student donation and poverty alleviation, and actively organized employees to participate in volunteer activities.

Donations to help students fulfill their school dream

In 2011, we helped the students from poor families to complete their studies by donation of money, school supplies and other ways, to give students material assistance and meanwhile let them feel the warmth of the society.

Case 53: Continuous implementation of "Industrial Bank Charitable Funding Scheme"

In 2011, the bank donated 180,000 yuan to Fujian caring the next Generation working committee to subsidize poor students to complete their studies. At the same time, the bank also successfully completed the "Industrial Bank Charitable Funding Scheme" launched in 2007, with a total donation of 10 million yuan, funding a total of 2,500 poor students in five universities including Xiamen University etc. In November 2011, the bank decided to continue cooperation with the Fujian Provincial Charity Federation, planning to donate another subsidy of 10 million yuan to the five universities.

Case 54: Remembering the old revolutionary base areas, and books donation

In 2011, the Board of Directors and Longyan branch party branch jointly donated more than 20,000 yuan to the old revolutionary base areas - Gutian town center elementary school in Shanghang County, Fujian province - to purchase more than a thousand books and improve the teaching conditions in school. Party Secretary and the chairman of the bank Mr. Gao Jianping has given full recognition to the donations and participated as an individual in the activities.

Case 55: To continue fulfilling the commitment of the "China Heart Credit Card Project"

The China Heart credit card had achieved good social repercussions since debut as the first patriotic theme credit card in May 19, 2008. In 2011, the "China Heart Projects" donated 45,431 yuan to the China Foundation for Poverty Alleviation, and sent a care package to all students in elementary School in Changting County, Longyan City, to solve the learning stationery shortage.

Dedication to the disadvantaged groups with the warmth of love

We pay attention to social disadvantaged groups, and to contributed our part through donations, support to poverty alleviation projects, and material and financial support for the difficult groups.

Case 56: To launch a new round of poverty alleviation

In 2011, the bank launched a new round of poverty reduction, conducted a special investigation to the two key villages the bank supported, clarified the bank's key supporting projects in the villages, and planned to gradually invest 1.45 million yuan within the next three years to support the development of the village poverty alleviation.

Case 57: Sent love breakfast for children in difficulty

The bank's credit card center organized voluntary contributions in 2010 to 2011, funding the Weiguo elementary school in Guangxi Baise old district to launch student breakfast, sending warmth to the children in difficulty. A credit card center employee who made voluntary contributions said, "give other roses, and you'll have a fragrance in your own hands, as long as we take some less taxi, less party, less game cards, and less shopping on Taobao for a month, the savings could allow a child to eat breakfast for one more month. Our donation is perhaps insignificant, but for these innocent children it is the future and hope. If our humble efforts could make those children feel happy and warm, it is worthwhile."

Case 58: Warmth sent in early spring

On the eve of the 2011 Spring Festival, the bank's Dalian branch carried out poverty alleviation donation activities, with poor families, dual unemployed families, lonely elderly and immigrant workers and children as the helping object, established seven warmth squad in seven offices, spreading to more than 10 surrounding communities, and sent money, materials as well as the faith and love of the bank staff to more than 130 families.

To carry out volunteer activities to show the style of the Industrial Bank employees

The bank actively organized various volunteer activities, sending care and help for people in needs.

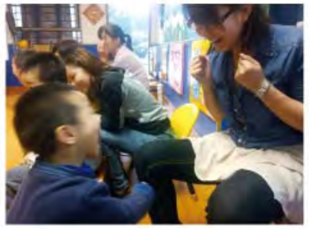
Case 59: Changing bit by bit, starting from volunteering

In cooperation with the public interest organization "Hands-On Shanghai" and "Love Home", the credit card center carried out "changing bit by bit, starting from volunteering" to take care of the childless elderly, care for sick children, and teach migrant worker's children on a regular basis. In addition, the credit card center include volunteer work into the credit card center staff ideological and moral education program, to form long-term mechanism, organized staff to participate in turn in volunteer work on a regular basis to guide them dedicate light and heat to the elderly, children in pain and disable people, to bring them joy and warmth, and inspire the staff's social responsibility of dedication and return to society. As of December 31, 2011, the bank's credit card center has carried out a total of 23 volunteer activities, with up to 136 participants.

Dear Industrial Bank Volunteers:

How are you! Thank you very much for your continuous participation in the volunteer activities of our Hands On Shanghai for the year, including Kangyuan health care of children with cerebral palsy, Fahua nursing home elderly care and child care of the Shanghai Children's Medical Center and other activities. It is because of you volunteers that bring sunshine and warmth of these vulnerable groups.

- "Hands-On Shanghai" public interest organization



Case 60: Contribute their strength to Horticultural Expo

In 2011, to support the successful convening of the World Horticultural Expo in Xi'an, the bank's Xi'an branch set up the volunteer system of "full-time volunteers in network, and background service in branch", actively joined financial youth volunteer activities, to provide information consultation, orientation guide, language support and other services.

Case 61: Convergence of young blooded to pass on the hope for life

To bring life hope to more leukemia patients, the Ningbo branch of the Bank started on April 10, 2011 hematopoietic stem cell donation volunteer activity. The bank's volunteers filled out the application form, and solemnly signed their names, sending their blood samples to the "life bank". On that day, 25 branch employees gloriously became volunteers for china marrow donor program(CMDP).

"I am very proud to be the organizer and participant of the hematopoietic stem cell donation activity, and I hope my own meager strength will give others a trace of hope to life, I also appeal to all the loving ones to join the activities. Get united, as long as everyone gave a love, the world will be a better tomorrow!"

- Yuan Jingjing, Planning and Financial Department, Ningbo branch

GLOBALIZATION

By utilizing the advantages of financial leverage, the bank strengthened communication and contact with government, regulators, domestic and foreign industry in promotion of green credit and practice of the landing of Equator Principles projects, integrated with global criteria, promoted the development of international standards, and talked with NGOs and actively explored and promoted practice of sustainable finance in China's banking industry.

Coordination with regulators to propel sustainable financial development

In 2011, the bank actively involved in various types of policy formulation and seminars around the green credit initiated and organized by the regulatory agencies, and coordinate with the regulatory agencies to carry out on-site investigation of the green credit, and timely reported to regulators implementation of the bank's Equator Principles and green credit policy.

- Involved in the CBRC and the green credit policy formulation, took the lead in the preparation of the green credit Key Performance Indicators (KPIs);
- Participated in green credit at home and abroad and sustainable financial comparative research project initiated by the CBRC, and jointly prepared the study questionnaire;
- Coordinated with the CBRC, Zhejiang Environmental Protection Agency and other regulatory bodies to carry out field investigation of the green credit;
- Invited to send representatives to attend the "China Steel Industry Green Credit Guide" achievements exchange meeting jointly organized by the Ministry of Environmental Protection, Economic Policy Research Center, the CBRC, the China Iron and Steel Association and Syntao;
- Invited to send representatives to attend the launch of "Evidence-based Green Credit Policy Evaluation Project" organized by the Ministry of Environmental Protection and Economic Policy Research Center, and put forward opinions and suggestions on the establishment of corporate environmental performance database;
- Regular and irregular reported to the regulatory agencies on the bank's implementation of Equator Principles and green credit;
- Active participated to the activities to promote the work of social responsibility in banking industry organized by regulatory authorities, and promoted the formulation of the CBRC on banking social responsibility management approach;
- As members of the group, participated in the work of China Banking Association to improve and promote the banking sector's fulfillment of corporate social responsibility rating.

The bank and the Statistics Department of China Banking Regulatory Commission carried out research and discussion seminar on green credit statistics system

Broadening communication channels with the industry,and boosting sustainable development of banking sector in emerging markets

In recent years, the bank's exploration and practice of the Equator Principles, energy conservation and emission reduction project loans and green credit, have drawn much attention from peers in emerging market. In 2011, the bank continued to explore channels of communication with the industry, apart from invited participation in large forums and training sessions to share experiences with domestic peers, we also constantly increased efforts of the external communication in the breadth and depth, and carried out extensive exchanges with outstanding Equator Principles financial institutions such as the International Finance Corporation (IFC), Mizuho Corporate Bank, Citibank, Itaú Unibanco, to learn from the best practices in international field of sustainable finance.

- In March, 2011 a delegation led by the bank's vice president Mr.Kang Yukun carried out business meetings with Citibank, Bank of Nova Scotia in Canada and Hong Kong Hang Seng Bank, to learn more about advanced experiences and operating mode in sustainable financial environmental and social risk management from internationally excellent Equator Banks.
- In April 2011, the bank was invited to send representatives to attend the "Domestic and Foreign Banking Sector Sustainable Financial Seminar" jointly organized by the the China Banking Regulatory Commission, the World Wide Fund (WWF) and United Nations Environment Programme Financial Initiative (UNEP FI), to introduce the bank's practice and experience of the Equator Principles and sustainable finance.
- In July 2011, as invited by the International Finance Corporation (IFC) and the Banking Association of Thailand, the bank sent staff to exchange and discuss with peers in Thailand on the Equator Principles and sustainable finance, in a hope to use our own experiences to jointly promote sustainable development in the emerging market countries.

Integrating with international norms, and passing on the voice of the Chinese banking sector

In 2011, the bank actively involved in standards-making process of international sustainable development, based on the position of China and emerging market countries, strived to pass the China's voice, and made our own efforts to explore the international perspective and integrate with international criteria.

Participation in the development of Global Reporting Initiative (GRI)

- In 2011, the bank especially organized translation and learning of the bank staff on the GRI "Sustainability Reporting Guidelines" technical standards revised document and stakeholders Commission governing documents, and made full use of the resources and advantages of the GRI platform in the context of sustainable development, and learned from best practice and experience of the international sustainable development.
- In January 1, 2011, as the sole representative of Chinese banking sector, the bank's Legal and Compliance Department of General Manager Mr. Hua Bing was elected member of the GRI Stakeholder Committee.
- In mid-February 2011, the bank's Legal and Compliance Department of General Manager Mr. Huabing as member of GRI Stakeholders Committee was invited to attend the Annual General Meeting of the GRI Stakeholders Committee in Amsterdam, Netherlands. At the meeting, Mr. Huabing put forward constructive views on the issues of organization's development of GRI, the GRI Sustainability Reporting Guidelines G3.1 version amendment, as well as the G4 version compilation from the reality of China and China's financial industry.

The bank's chairman Mr. Gao Jianping (third left) communicated with counterparts from the international financial industry

Participation in the IFC Performance Standards Amendment and the Equator Principles strategic Review

- In October 14, 2011, our Legal and Compliance Department was invited to a conference call with Itaú Unibanco Bank, to exchange of opinions and views on the issue of strategic review of the Equator Principles which will be discussed late October in Washington meeting and the revise of Equator Principles III.
- In late October 2011, we were invited to send staff to participate in the Equator Principles Annual General Meeting and the Performance Standards Conference of International Finance Corporation (IFC), to share and describe the bank's sustainable development practices.

The bank was invited by the Ministry of Finance's Clean Development Mechanism Fund to attend the Durban Climate Change Conference in South Africa, and to make a keynote speech at the side forum in the China corner

Participation in United Nations Environment Programme Financial Initiative (UNEP FI) activities

- In early January 2011, the bank as the only bank in Asia, was invited to participate in "Sustainable Finance Training and Capacity Building Project" by UNEP FI, and wrote in the case of the bank in environmental and social risk management case applicable for emerging market countries.
- In June and August 2011, the bank was invited by relevant departments and organizations to participate in online training courses of the environmental and social risks analysis organized by the UNEP FI.

- In early October 2011, the bank was invited by the UNEP FI to make recommendations for the upcoming release of "Guide to Banking & Sustainability", and to provide information about the bank's sustainable financial cases.

Participation in United Nations Climate Change Framework Convention

- From November 28 to December 11, 2011, the bank staff were invited to the 17th United Nations Framework Convention on Climate Change (UNFCCC) parties conference held in Durban, South Africa, and to address on a side meeting China's Climate Change Financing, introducing the bank's exploration and practice in the financial response to climate change, and supporting the energy conservation and emission reduction field.

The bank's speech on China's Climate Change Financing received the unanimous approval of the countries participants and caused a lot of media attention.

CCTV 1 and News channel broadcasted in "Morning News" on December 8 "the emerging Chinese carbon trading market", reported the bank's issuance of carbon assets to pledge the credit to Min Hou Wangyuan Hydropower and interview with the bank's Sustainable Finance Centre at the Corporate Finance Division Centre to showcase our energy conservation and emission reduction loan business.

CCTV 2 "first time" and "Global Finance On-line" in December 7 broadcasted "Game in Durban" with an interview in Durban with the bank's participant from Sustainable Finance Center at the Corporate Finance Division, to introduce the bank's business development in the field of financial support to address climate change.

Xinhua News Agency published on December 9 "China is expected to establish carbon emissions trading system during the "12th Five-Year Plan", which referred to the bank staff participating in the Durban meeting and presented the bank's green financial developments such as in carbon assets pledge credit business.

Dialogue with NGOs to strengthen the exchange of information

In recent years, NGOs played a lot of roles in promoting banking sector to concern for the environment and social risks, to establish a good dialogue mechanism with the NGOs has become an important part of promoting the sustainable development of the banking sector.

In 2011, the bank further improved exchanges with NGOs such as the World Wide Fund (WWF), the Banktrack, Friends of the Earth, the Green Watershed, and paid continuous attention to the NGO's evaluation and reporting on the bank, provided positive feedback to the China Banking Environmental Record 2011 survey by the Green Watershed, to promote the establishment of good dialogue mechanism through sustained attention to the information and activities of the NGOs and to respond positively to their enquiries.

The bank's vice president Mr. Kang Yukun (third left) and vice chairman of Citigroup's investment bank Mr. Jeff Shafer (fourth left) were in talks on sustainable finance, environmental and social risk management, and business cooperation between the two sides

Case 62: Carefully verified loans for polluting enterprises to actively respond to the NGOs

The bank has always been concerned about the environmental and social issues of the borrower, carefully verifies the situation of the bank's business dealings with the polluting enterprises, and plans in advance according to the verification results. In August 2011, Yunnan Luliang chromium slag pollution incidents caused widespread concern in the news media and the community. A total of 23 domestic non-governmental environmental protection organizations, including Yunnan public watershed management research and promotion center (Green Watershed), Panzhihua Hengduan Mountains institute, the Chongqing Green Volunteer League, and Fujian Environmental Protection Volunteers Association, jointly sent a letter to the 16 domestically listed banks on the Yunnan chromium pollution incidents, requiring the banks to disclose their credit business relationship with Yunnan Luliang Chemical Industry Co Ltd and its affiliated companies Yunnan Luliang Peace Technology Co Ltd, and Luliang Shenhong Chemical Co Ltd. In this regard, the bank responded actively, indicating that there was no credit business with the three related companies.

Case 63: Continue to be CDP signing investors, positive feedback from the CDP questionnaire

In January 2008, we became the Carbon Disclosure Project (CDP)'s first joint support of investors in China, and vigorously participate and supported its Carbon Disclosure Project. As of 2011, the bank has been CDP joint supporting investors for the fourth consecutive year, and was invited to feedback to the CDP Carbon Disclosure Questionnaire for the third consecutive year.

China Finance magazine on the issue of 2011.10 published the article by the bank's President Mr. Li Renjie – "Green finance practice and exploration", which introduced the bank's following of the Equator Principles, exploration and effectiveness in practicing green finance, as well as the relevant views and recommendations on the development of green finance.

World Environment magazine published in June 2011 the article by the bank's President Mr. Li Renjie – "Banking sector and environmental responsibility", which explained that the green credit is an active environmental responsibility of banks, and inevitable choice for achieving sustainable development.

PRACTICE

Implementation of "Equator Principles" within Industrial Bank

The Equator Principles are designed to provide a common basis and framework to facilitate the judgment, assessment and management of environmental and social risks for of banking financial institutions in project financing, to ensure the financing of the project is in accordance with socially responsibility, and emphasis on category management of financing projects according to the potential the impact of environmental and social risks and continuous monitoring. Up to now, there are 73 financial institutions around the world who have announced the adoption of the Equator Principles, including HSBC, Citibank, Barclays Bank, Mizuho Corporate Bank, Standard Bank.

In our opinion, the Equator Principles is the best starting point for us to comply with the national macro-control policies to restructure its business, changes mode of development, and develop of green finance. It can assist borrowers to improve the environmental and social performance management system, and to reduce the policy and operational risk in the environmental and social aspects; to enhance financial institutions' risk prevention capability and service innovation capabilities, and promote the fulfillment of corporate social responsibility; guide an effective allocation of financial resources, promote the country's economic structural adjustment and economic growth mode transformation; to protect the natural environment, improve, ecological and cultural environment of the community.

As for the bank, the adoption of the Equator Principles was as good as a revolution, it completely revolutionized the values of the bank and to promoted the transformation of the business. In the future promotion of economic and social sustainable development, the Equator Principles as a necessary and useful complement to the green credit policy in China, will continue to play an irreplaceable role, and adoption of the Equator Principles will also be the inevitable trend for commercial banks committed to the sustainable development in the future.

The Zhengzhou branch carried out a training of Equator Principles and green-credit, general manager of the Legal and Compliance Department Mr. Hua Bing addressed at the meeting

To improve the management system of the bank's Equator Principles

Organizational framework and enforcement mechanisms

The bank set up a Equator Principles work leading group formed by the chairman and senior management together on the head office level, as an overall leadership of the strategic layout and planning of the green financial development, to strengthen the organizational coordination and promotion for the development of sustainable finance. At the same time, a leading group office was established in the Legal and Compliance Division, to undertake the implementation and promotion of Equator Principles as well as environmental and social risk management responsibilities, and build two level environmental and social risk review and approval system at the head office the branch level.

Equator Principles management system

Since the adoption of the Equator Principles, the bank has gradually introduced a series of systems as well as operational tools for the application of the Equator Principles in project financing business. In 2011, to further enhance the rationality and execution of the Equator Principles system, the bank is actively involved in the Equator Principles Strategic Review Process and Equator Principles III revision, to explore the improvement of the system.

Environmental and social risk management processes for Equator Principles project

On the basis of the original credit review and approval process, the bank added the paralleled environmental and social risk review process. The process aims to review the project's environmental and social risks, and involved sustainable finance departments of the head office and branches. At present, the review comments on environmental and social risks has become an indispensable reference for credit business approval of project financing applicable to the Equator Principles.

All-around implementation of the Equator Principles

Continue strengthening guidance from the management level

To emphasis on communication of the head office and branches and information collection and feedbacks, conduct various forms of research targeting at priorities and difficulties in the implementation process of the Equator Principles, continue to strengthen guidance from the management level, and strengthen efforts for the implementation of Equator Principles.

Continue exploring the operational mode of the Equator Principles projects

- To continuously carry out financing environment and social risk review on the project applicable to Equator Principles, and to drive the development of sustainable financial business in the branch organizations;
- To coordinate resources among head office and branches to strengthen the guidance of the branch projects, promote interactive working mode among head office and branches, to provide full consulting services for the branch and develop periodic tracking service plan;
- To prepare project case study materials to further enhance the level of business operations at all levels of the bank.

Continue strengthening the concept publicizing and business penetration

- To published work briefing on a regular basis, update and maintain "sustainable financial page" on the official website, prepare the annual "Sustainability Report", to raise the overall environmental and social risk management capacity building from top to bottom;
- To bring into use the head office-branch linkage mechanism, to carry out exchanges of the Equator Principles as well as the concept of sustainable development on specific projects in a "practical" way. As of the end of 2011, the bank carried out 25 "practical" projects, which improved business operations level of the branch and customer acceptance;
- To strengthen the monitoring of environmental and social risks, and release the risk warning in a timely manner;
- To improve the training system, and further nurture the Equator Principles and the concept of sustainable development. In 2011, the bank carried out nearly 68 training in the forms of on-site training, special training, network training, and on-site visits, involving 20,783 people;
- To continue exploring an effective way to infiltrate the concept of Equator Principles and sustainable finance to various business lines of the bank, to promote the bank's transition to a sustainable differentiated business model.

Continue improving the interactive communication mechanism

To make full use of environmental and social risk management electronic platform, open up the Equator Principles information exchange, and channels for feedback and communication for the head office and branch staff;

To create of official micro-blog account "Low-carbon Happy Life", with another account specially set for "Industrial Bank Equator Principles" in order to promote more concern from businesses and individuals about the environment and social performance management and energy conservation, and to promote the dissemination of the Equator Principles and the green finance concept.

Continue strengthening communication and exchanges to increase customer awareness

To carry out face to face discussion and interviews with customers, to provide the relevant training of the Equator Principles, and listen to the voice of the customer;

To help improve the customer's environmental and social risk management capabilities, explore the effective transmission of the environmental and social risk management concept to customers and their supply chain management.

Case 64: Deepening the Equator Principles, and practicing sustainable finance

In 2011, the Xi'an branch has carried out the first project to voluntarily apply the Equator Principles in the bank as well as the first project applicable for the Equator Principles among branches, which successfully achieved the breakthrough of the Equator Principles in Shaanxi Province located in the hinterland of China with relatively backward economy.

Summary of Xi'an branch's good practices:

- Carry out concept publicizing via a combination of "one to many" comprehensive training, "one on one" training in operating offices and full guidance.

- Actively visit customers to find the right entry point based on customer characteristics, while patiently and carefully explain to customers the value Equator Principles via full explanation, in-depth analysis, and combining practice with cases.

- Earnestly organize the Equator Principles environmental and social risks investigation, and practice each Equator Principles project with unique method.

- Attach great importance to introduction and promotion to the regulatory authorities while concern about the training within the bank and enterprise development. Since the 2010 report of "Practice the Equator Principles, pursuit of sustainable development --- Industrial Bank Xi'an branch's practice of the Equator Principles", the Shaanxi Banking Regulatory Bureau again reported in 2011 with the theme "Practice green finance, pursuit of sustainable development, the landing and blossom of Equator Principles in Shaanxi province" among the banking industry of Shaanxi Province.

Case 65: To carry out learning and publicizing activities around the "Equator banks and green finance"

In October 2011, the bank carried out a series of bank-wide themed learning and publicizing activities on the Equator banks and green finance, requiring every Industrial Bank employee to be aware of and familiar with the Equator Principles, and to promote the concept of the Equator Principles into the daily business development. The activities consists of four stages of the basics of self-study stage of the Equator Principles, learning exchange stage, the knowledge testing stage, the results announcement stage and summarizing stage, and lasted a month. The content covered not only the basic knowledge of the Equator Principles, the strategic considerations and process for the Bank to adopt Equator Principles, but also the bank's environmental and social risk policies and management arrangements, the bank's Equator Principles project management requirements and operation standards, as well as the bank's efforts in recent years to promote China's banking sector as well as global sustainable development. There were a total of 17,574 people in the bank attending the Equator banks and green finance online test.

Promotion of the Equator Principles projects

Data of the bank's Equator Principles projects

As of December 31, 2011, the bank has a total of 646 loan projects for the review of the Equator Principles, the projects involved a total capital cost of 889.8 billion yuan. Among them, there was a total of 112 projects determined to be applicable for the Equator Principles, with a total capital cost of 150.6 billion yuan, involving 111 customers, in which 32 loans has been granted, involving 16 branches of the bank. In addition, there was one project voluntarily applying to the Equator Principles, which was with a total capital cost of 320 million yuan, and has successful landed in Xi'an, Shaanxi province.

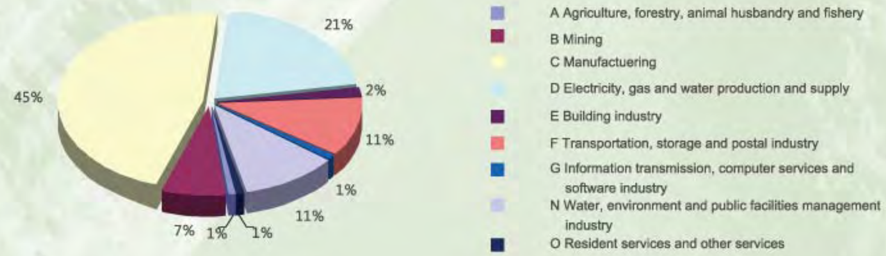
Classification of Industrial Bank's project financing applicable to the Equator Principles as of December 31, 2011

Projects classification	Number of projects
A	10
B	77
C	2
Not classified	23

The regional distribution of Industrial Bank's project financing applicable to the Equator Principles as of December 31, 2011

(North China: Beijing, Tianjin, Shanxi; Northeast: Liaoning, Heilongjiang, Dalian; East China: Shanghai, Jiangsu, Zhejiang, Anhui, Fujian, Jiangxi, Shandong, Ningbo, Xiamen, Qingdao; and South Africa: Henan, Hubei, Hunan, Guangdong, Guangxi, Shenzhen; Southwest Region: Chongqing, Sichuan and Yunnan; Northwest: Shaanxi, Xinjiang)

The industrial distribution of Industrial Bank's project financing applicable to the Equator Principles as of December 31, 2011



Case 66: Industrial Bank's first voluntary application of the Equator Principles project - Jingbian County Xilan Natural Gas Liquefaction Co Ltd natural gas utilization project

Basic situation of the project

Jingbian County Xilan Natural Gas Liquefaction Co Ltd (hereinafter referred to as "Jingbian Xilan") has a good cooperative relations with the bank, the bank has put in its energy efficiency 100 million yuan loans. Jingbian Xilan's parent company Xi'an Xilan Natural Gas Co Ltd (hereinafter referred to as the "Xilan Group") is a Nasdaq-listed companies, with a global outlook in both development strategies and financing plans.

In 2011, the bank's Xi'an branch took the initiative to explain the basic idea of the Equator Principles to, and preach the core values of the Equator Principles to Xilan Group during the development of the group's financial services program, which received a high degree recognition from the Xilan Group and expectations of long-term cooperation with the bank, the group offered to carry out environmental and social risk management requirements in accordance with the relevant standards of the Equator Principles in the Jingbian Xilan project.

The total capital cost was 600 million yuan, in which bank offered loans of 40 million yuan, as it did not applies to the bank's scope of project financing of the Equator Principles, the bank introduced a third-party environmental and social experts, who provided environmental and social risk management consulting services in accordance with the Equator Principles to the Jingbian Xilan.

Xi'an branch held the awarding ceremony for China's first project to voluntarily apply to the Equator Principles

Economic and environmental contribution of the project

- To provide clean energy, improve the quality of urban ecological environment;
- To Introduce investment and taxes, increase the city's economic strength and employment, promote the development of transport and services sector;
- To create jobs to solve the employment problem;
- To take full advantage of the natural gas resources, enhance economic efficiency, and accelerate the development and construction of gas fields;
- To adjust the product structure of natural gas, optimize the way of supply of natural gas.

The project's environmental and social management

Liquefied natural gas is efficient and clean energy with storage efficiency, transport convenience , and less environmental pollution. Although this project has been determined to belong to energy conservation and emission reduction projects the bank encourages, focus on project performance is still need in the aspects of occupational safety and health, hazardous chemicals management, and community relations.

The bank has formulated nearly 30 recommendations for improvements in environmental and social risk management performance in 12 aspects, including the social and environmental assessments, occupational health and safety, pollution prevention, waste, harmful substances, personnel training, community exchanges, environmental monitoring, reporting regimes, non-employment workers, resource conservation and energy efficiency, and greenhouse gas emissions, and provided a program of environmental and social risk management system building with reference to international good practice.

Equator Principles' help to enterprise

- Reference to management experience of international natural gas counterparts, to build the of environmental and social risk management system;
- Sound protection of the legitimate rights and interests of employees, concerning about the occupational safety and health of employees;
- Enhance emergency handling capacity of the environmental and social risks;
- Increase the utilization of various categories of resources, reduce greenhouse gas emissions;
- Establish smooth communication mechanisms with community to promote the formation of good community relations.

Enterprise feedback

"When I heard of Equator Principles for the first time, I considered this as a good cause. The Equator Principles promote green development, if we are all to do so, there will be better environment and development space reserved to future generations. For the work required by Equator Principles, we will actively participate and cooperate, while attempt with a bold hand."

- Mr. Ji Qin'an, Chairman of the Board, with Xilan Natural Gas Group.

Case 67: Communication won corporate recognition - HMT (Xiamen) New Material Technology Co Ltd airbag fabric new plant project and the industrial fabrics new R&D center project

Basic situation of the project

The HMT (Xiamen) New Material Technology Co Ltd airbag fabric new plant project and the industrial fabrics new R&D center project located in the Houxi industrial group of Jimei Taiwanese Investment Zone, Jimei District, Xiamen, Fujian province, it mainly produces whole weave high-end air bag fabric and plain weave airbag fabric, which is of great significance to the protection of vehicle safety. The project covers an area of 80,000 square meters, with a total capital cost of 370 million yuan, and investment in environmental protection amounted to 12.83 million yuan, the bank offered a credit of 140 million yuan. The project is among the state-encouraged high-tech industries, and imported advanced production equipment and testing instruments from abroad, The various energy-saving standard of these devices and instruments have met or exceed industry standard requirements, and can effectively reduce the negative effects on the environment and society, the operation and development of the project can provide a large number of jobs for local residents and promote local economic development.

- How to make customers understand and recognize the Equator Principles, and the bank's approach to manage environmental and social risk

Confusion of customer: the company is going through environmental verification for listing process, and is applying for ISO management system certification, the projects has carried out environmental impact assessment in accordance with the national requirements, and the construction has passed the approval of environmental protection department, and it seems like duplication to carry out another environmental and social risk assessment and review.

Actions of the bank

- To conduct Multi-angle, multi-level communication with the customer, interpretation of the Equator Principles and environmental and social risk management, to win consensus.

  To detailed introduced the bank's sustainable finance concept development and the strategic considerations of the adoption of the Equator Principles, so that customers can percept that its management philosophy actually is consistent with that of the bank.

  To carry out in-depth communication to allow customers to recognize that a comprehensive identification of environmental and social impact, and improve enterprise management capabilities is a useful complement and enhancement to the traditional EIA, ISO management system certification.
- Carry out environmental and social risk assessment, review, monitoring.

  - To classify projects according to the environmental and social sensitivity of the industry and affected communities, and potential environmental and social impacts,.
- - To invite third-party professional assessment agencies to conduct a joint due diligence on environmental and social risks.

  - To carry out environmental and social risk review, for a comprehensive assessment of the project environmental and social impact and risk management.

  - To help companies develop a workable "Action Plan", including 19 action measures such as the establish a social and environmental management system, improve the management of occupational health, establish community communication system, and provide the company with the building plan of environmental and social management reflection.
- Put "Action Plan" as a part of loan contract, and ask the corporate to make commitment to complete within an agreed period.
- Carry out loan-monitoring to environmental and social risks, to ensure that the project has implemented the Action Plan and other requirements of the bank in the environmental and social risk management.

Enterprise feedback

"After the introduction of the Industrial Bank staff, we have learned more about the Equator Principles, Industrial Bank's concept of sustainable development is consistent with the idea of ours in HMT. Industrial Bank has not only brought us financial support, but from another perspective also helped us to understand business management, project risk, and further improve our management systems, reduce project risk, thereby ensuring the smooth operation of the project. I hope the Industrial Bank will continue bringing comments and suggestions on the environmental and social risk management of the project operation."

- Mr Zhang Chuquan, General Manager of HMT (Xiamen) New Material Technology Co Ltd.

Case 68: Effective mitigation of environmental and social risks - Quanzhou Jinjiang Airport conversion project

Basic situation of the project

Quanzhou Jinjiang Airport conversion project was located in the east side of Heping Road, Jinjiang City, Quanzhou, Fujian Province. Jinjiang Airport was built in 1955, formerly as a military airport, and was expanded to the dual-use airport in December 1993, duo to economic development, and fast growing tourists, businessmen and compatriots, the scale, route and infrastructures of the existing Quanzhou airport can no longer meet the requirements. In June 2007, the CAAC East China Regional Administration officially approved the overall plan for Quanzhou Jinjiang Airport (civil part), agreed to rebuild terminal of 15,788 square meters, and the new terminal building of 42,559 square meters on the basis of existing Quanzhou Jinjiang Airport to meet the needs of a continuously-growing socio-economic, tourism and air transport business volume in Quanzhou. The project was with a total capital cost of 780 million yuan, the bank has offered 250 million yuan credit support to the construction of the project.

Environmental and social benefits of the project

- Take advantage of Quanzhou's geographic advantages, to achieve sustainable regional economic development;
- Stimulate the economy and development of related industries to meet the needs of tourism development, provide employment opportunities for surrounding communities;
- Adjust the industrial structure, promoting regional economic coordination.

Response measures to potential environmental and social issues

Compared to the industrial manufacturing projects, the negative effects of airport projects are in the ecological and social aspects. The project's potential environmental and social issues are mainly in terms of aviation noise control, land acquisition and resettlement compensation, community safety and occupational safety and health protection, If effective preventive measures are taken, the impact of the project on the surrounding environment (mainly residential and industrial enterprises) is limited.

According to the country's relevant environmental laws and regulations, the Equator Principles and the supporting "Airport Environment, Health and Safety Guide", the bank came up with project-based solutions to help minimize the environmental and social impact.

- Aviation noise: the main environmental impacts of airport operation is aviation noise, the companies will mainly adopt the following mitigation measures:

  - Relocation or functional replacement measures for residential buildings and schools with excessive noise;

  - Sound insulation upgrade for building exterior and windows for residential buildings, schools and hospitals with normal noise;

  - To set personal control to aircraft noise and implement appropriate measures.
- Land acquisition and resettlement: although this project has been successfully completed its land acquisition and resettlement project, the land acquisition will result losses in some of the residents income or livelihood, and the company will take additional measures, namely identification of the residents whose livelihood or income level have been adversely affected due to project construction land acquisition, and provide additional targeted assistance (such as training or job opportunities, etc.).
- Oil depot risk: Due to the potential risks of airport oil depot leakage, fire and explosion, enterprise's management measures are as follows:

  -To strengthen the anti-leakage measures and improve protection of the safety signs;

  -To develop all kinds of unexpected emergency plans and emergency drills for the accident on a regular basis.
- Occupational health and safety: as for risks of occupational hazards caused by noise, heat and chemical exposure in airport operations, the company will take the following preventing measures:

  -To provide staff with regular medical check-ups, and arrange occupational medical examination for staff on special positions every year;

  -To equip with ear muffs, reflective clothing, sunglasses and other necessary Personal Protective Equipment.

In addition, we developed 14 action clauses in eight major aspects including environmental protection measures implementation, management of special equipment, construction safety, water and soil conservation, employee training, internal reporting system, which were included in the Action Plan to help improve the enterprise' environment and social risk management.

Enterprise feedback

"As a municipal level state-owned enterprises, we recognize corporate social responsibility concept advocated by the Equator Principles like the Industrial Bank, we will continue focusing on project environmental and social issues in the daily production operations, and strive to achieve sustainable development of the enterprises."

- Mr. Huang Jianfeng, Chief Financial Officer of Quanzhou Jinjiang Airport Co Ltd

The future

As China's first "Equator bank", the Industrial Bank embraces a vision "first-class bank, a century prosperous", always adhere to serving the economy, concern about people's livelihood, return to the society, and protection of environment as its own duty, and pursuing of economic, social and environmental harmony and unity.

In the coming year, the Industrial Bank will continue to adhere to the business philosophy of sustainable development, to guide all economic entities to develop a green economy by operating activities, and to explore a sustainable win-win business models between the bank and society, and mode to practice corporate social responsibility. As for operation management, speed up the reform process of integration and specialization, improve internal control and compliance management capabilities, as well as environmental and social risk management system, to effectively improve the management level with the implementation of the new Capital Accord. On the basis of a prudent management, to serve the national economic development and implementation of the nation's "12th Five-Year Plan", to promote the development of key industries and areas and provide strong support to development of rural areas and SMEs, and further increase credit support for livelihood projects, make efforts to develop green credit and the promotion of the Equator Principles, continue innovation in financial products and services to meet the diverse needs of customers, improve customer satisfaction and deepen the cooperation with industry, dedicated to value creation, mutual development and a sincere return to shareholders. At the same time, further reciprocate to society, create equal employment opportunities, protect the interests of employees, strengthen staff training, explore a new model of utility, and maintain good communication and exchange among various stakeholders.

APPENDIX

- Early January, at the request of UNEP FI, CIB, as the only representative of Asia participated its "sustainable financial training and capacity building projects", take the bank's performances as cases to compile an example which apply to the environmental and social risk management of emerging countrie's markets.
- Jan 26, the second phase of the bank's comprehensive compliance management system was officially put into operation. New-added environmental and social risk management module has realized the bank's electronic management on the basis of equator principles.
- Jan 28, CIB anounced its cooperation with China Eastern Airlines in Shanghai, they jointly lauched "co-branded credit card" to provide customers with the best airlines mileage accumulated plan and direct ticket selling service.
- Mid Feb, as the committee member of GRI, Mr. Hua Bing, the general manager of CIB law and compliance department, was invited to attend GRI stakeholders committee meeting in Amsterdam, the Netherlands.
- In Feb, CIB offered 98.47 million to "Wen Huiyuan", an economical and practical housing project of Baibuting Group Co., Ltd. It's the first successful landed loan for economical housing.
- Mid March, CIB's vice president, Kang Yukun respectively hold business talk with American Citibank, The Bank of Nova Scotia and Hong Kong Hang Seng Bank on the aspects of sustainable finance environment, social risk management and cooperations and other related matters.
- March 25, CIB sent its overall staffs the letter "Participate the Earth for an hour, make a change to the Earth," to call on them to pay close attention to environment and climate problems, to support the sustainable development of the society, economy and environment in a low-carbon way.
- March 29, Mr. Gao Jianping, CIB's chairman and Mrs. Margaret May Yee Ko Leung, the vice president of Hang Seng Bank signed a letter of interest on behalf of the two sides at the "Promotion Conference of Fujian Scientific development" held in Hong Kong International Exhibition Center, the move is to deepen their friendly cooperative relations, to actively boost their communication and cooperation in multifields and to jointly promote steady and rapid development between mainland China and Hong Kong.
- March 30, Chairman Mr. Gao Jianping paid a visit to Hong Kong Hang Seng Bank with Fujian delegation leaded by Sun Chunlan, Fujian provincial party committee secretary.
- In April, the bank's first carbon assets mortagage business ---Minhou Wangyuan 20 megawatts hydropower project was successfully landed in local.
- April 20, CIB was invited to attend "Chinese and foreign banking sustainable financial seminar" co-hosted by CBRC, WWF and UNEP to present the bank's Equator Principles and sustainable financial experience.
- April 22, (World Earth Day), as the national first publisher of issuing low-carbon credit card----the public welfare fund "low-carbon lohas fund" established by CIB credit card center present gifts to the" Mother Earth" by collectively purchasing voluntary carbon emissions of 1,108 tons.
- In May, CIB launched an iPhone client mobile banking service, which embraces three features "close-fitting financial service, affluent bank information and convenient operation experience."
- May 20, CIB and Shanghai Environmental Energy Exchange co-issued Xing Yetong credit card, the features of the card including automatic installment payment, free charge of cash withdrawing and low-carbon privilege. The card would fully meet the requirements of those privite owners and installment customer groups.
- Jun28, CIB successfully issued 15-year subprime bonds of 10 billion yuan among the national bond market. The annual face value of the bond is 5.75 %, all the raised money would be added to the bank's affiliated capital for promoting its capital adequacy ratio.
- July 16, CIB signed a strategic cooperation agreement with Kunming Pan-Asia non-ferrous metal exchange in Shanghai, becoming its first strategic cooperative bank and clearing bank
- July 22, CIB introduced the cooperation between itself and Foton to the main Foton distributors in Shanxi province at the promotion meeting "CIB financial service for Foton motor supply chain" held in Taiyuan. The bank planned to provide high-efficient mortgage loan and payment & clearing service to the enterprises and individuals who needed moderate & heavy vehicles.
- In July, CIB was invited to attend an international conference on sustainable finance co-hosted by IFC and Thailand bankers association. At the meeting, representatives of CIB introduced the bank's practice and experience in sustainable financial fields and they also held deep talks with the Thailand counterparts.
- In Aug, the bank officially opened its Sina micro blog account with the name "CIB equator principles micro blog" to constantly release its equator principles, working trends and related knowledge of social responsibilities. At the same time, CIB is timely transfering practical news and hot topics on environmental protection, biodiversity and sustainable development.
- In early Sept, CIB actively responded to the ENGO about the Yunan Luliang chromium residue incident, clearing its non-cooperations with the three related companies involved in the incident.
- Sept 14, CIB sent representatives to attend "Latin American—China Investment Forum" in Beijing. The representatives were also invited as special guests at the forum to discuss sustainable development.
- Oct 20-21, CIB sent representatives to attend the conference "Social Responsibility Training of China Banking in 2011---Social Responsibility Work Session" which was organized by China Banking Association in Langfang, Hebei province. At the meeting, representatives of CIB joined the deliberation and election on Joint Social responsitbilities System of Chinese Banking Industry and gave their advice on the issue.
- Oct 21, a branch of CIB in Taiyuan and Shanxi Environmental Protection Department signed a strategic coopertaion agreement at the opening ceremony of emission rights trading center in Shanxi province. The agreement is to push the environmental protection work in Shanxi province with finance.
- Late Oct, CIB sent representatives to Washington to attend the Equator Principles Annual Meeting and the the Annual Performance Standards Community of Learning Event held by IFC.
- Nov 10, Gao Jianping, the Chairman of CIB and Kuang Yukun, the vice president attended the signing ceremony "Industrial Bank Charity Grant" in Fuzhou. The bank planned to donate another 10 million yuan to Fujian Charity Federation to help poor college students in Fujian 5 big universities.
- Nov 16-17, CIB sent representatives to attend "Seminar on Green Credit Policy" held in Beijing by the statistics department of CBRC. The representatives put forward suggestions on the <Green Credit Gudelines (drafts).
- Nov 28-Dec 9, CIB was the only banking institution invited by the Ministry of Finance to attend the climate change conference of the UN in Duran, South Africa. At the meeting, CIB discussed with institutions of its kind on the issues of climate change financing and the future of carbon markets.
- Dec 6, CCTV News Channel interviewed CIB for the bank's financial initiatives to climate change.
- Dec 9-10, CIB sent representatives to attend the Sino-Us Solar Enerny Technical Coopertation---Resource assessment seminar" held by the energy department of NDRC.
- Dec 14, CIB send representatives to attend the seminar "Green Finance and Renewable Energy Resources----Current Situations and Chanlleges of China's Wind Power" held by WWF.

Industrial Bank in the eyes of the public(2011)

Jan

8, CIB won the First People's Listed Company Social Responsibility Award at the fifth People's Social Responsibility Award Selection for China's Listed Company in 2010 issued by www. people.com.cn.

12, the bank's website won the Best Bank Web Portal in 2010 at the eighth Top Finance Award Ceremony jointly held by www.hexun.com and SEEC (Stock Exchange Executive Council). And the bank's "Daily Wan Libao" was awarded as the Best Financial Products of the year.

14, CIB was awarded as the "Most Influencial Bank in 2010" and the "Most Growing Bank in 2010" in the Leading Central Plains Campaign held in Zhengzhou.

16, CIB was awarded the title "Low Carbon Pioneer Bank" at the China's Low Carbon Pioneer List Award Ceremony co-hosted by the Financial Times, the Chinese Environment Journal, the Sina Finance and economics, the International Distributed Energy Foundation and Beijing Green Economic Consulting Center.

20, customer service center of CIB was granted the "Best Service Award" at the Exellent Customer Service Center Selection Actitiy of China Banking organized by China Banking Association.

Feb

28, "IB Sesame Blooming--- listing plan for the growth of SMEs" was praised as "Featured Financial Service Products" at the SMEs financial service award ceremony in 2010 held by CBRC.

March

10, CIB was awarded the Most Influential Market Award and the Best Derivatives Trading Award among the banks' local currency market.

31, in the CBRC's notice of praising the public education serive day, CIB was granted the "Excellent Publicity Award for Public Education Service Day in the Banking Industry in 2010".

April

17, the bank's service plan for towns and villiages won "TOP 10 Financial Products Award" at the China Financial Marketing Award Ceremony in 2010.

22, CIB won "China TOP 100 Green Company Award" at China TOP 100 Green Company List Activity in 2011 launched by Daolong Research Institute and the Green Company Magazine.

May

7, Chairman of the bank, Gao Jianping was honored as the "Chairman with Best Strategic View", Secretary to the Board of Directors, Mr. Tang Bin, won the title of "Most Innovative Board Secretary", the Board of Directors was also honored with the Excellent Board Award in the Seventh Gold Roundtable Appraisal Event.

Jun

17, the subsidiary company of the bank, the Industrial Trust won a rising star award "Sincere Trust" at the fifth SincereTrust Award Ceremony in 2011 organized by Shanghai Securities News.

20, the bank was awarded as the "Best Public Image Among Listed Companies"at the TOP 10 Chinese Listed Companies Competitiveness and Trustworthiness Award Ceremony.

20, the bank won the Best Social Responsibilities Company Award and the Best Green Finance Award of China Banking Inudstry in 2010 at the first Social Responsibilities Roundtable Meeting.

July

5, the bank was honored as China's Top 10 from the 100 Listed Companies and the bank's Director, Secretary to the Board of Directors, Mr. Tang Bin, was awarded as one of the 100 Excellent Board Secretaries of the Companies Listed in Chinese Main Board at the fifth China Small and Medium-sized Listed Companies Selection Activity and the 2nd Award Ceremony for Excellent Board Secretaries.

9, the bank won the "Golden Shield Award", an award for Chinese listed company with the best investor relations in 2011 at the Award Ceremony jointly held by China Times and Chinese Enterprise Risk Management Research Center of Beijing University.

10, the bank was awarded as the "Best Public Image Among Chinese Listed Companies" in the Sixth Public Securities Cup --"TOP 10 Chinese Listed Companies Competitiveness and Trustworthiness Award Ceremony" held by Chinese Securities Journal.

15, according to the Chinese version of the US Fortune Magazine, the bank ranked 84th among the 500 Chinese Enterprises and the bank came in 11th place, ranking No.4 among the 40 Chinese Companies with the highest profit margins. Among the most profitable Chinese companies, the bank came in15th place, ranking No.9 among the Chinese banks, and it ranked 15th among TOP 40 Chinese Companies in Moneymaking (9th at home).

Aug

26, the bank's subsidiary company, the Industrial Trust was honored as "Chinese Most Regional Influential Trust Company in 2010" and its Chengrui securities investment project was awarded as the "Best Securities Investment Plan" at the fourth China's Excellent Trust Companies Award Ceremony held by the Securities Times.

Sept

1, the bank was awarded as the "Most Social Responsible Bank" by its low-carbon credit card at Chengdu Banking Reputation Selection Activity in 2011 organized by the Finance and Investment.

14, the bank's auditing department won the National Advanced Auditing Collective Title from 2008 to 2010 at the National Advanced Adduiting Collectives and Individuals Award Ceremony held by CNAO (China National Audit Office).

23, the bank won the fourth place in the National Commercial Banks Financial Evaluation in 2010 according to China's Commercial Banks Competitiveness Evaluation Report released by The Banker magazine.

Industrial Bank in the eyes of the public(2011)

Nov

1, the bank won the Gold Drill Prize in Netease for being the best innovative bank in 2011.

10, the bank ranked105th among the Global Top 500 Green Enterprises in 2011 and cam in 2nd place among the 32 listed Chinese-founded enterprises from the Chinese Mainland according to the well-known US media Newsweek.

11, the Bank won the Golden Tripod Award for blue-chip companies with its excellent business performance and outstanding social contribution at the seventh China Securities Market Annual Meeting and Award Ceremony.

16, the bank won the Best Financial Management Enterprise Award, Best Online Banking Award and Best Cash Management Company Award at the fifth Chinese Financial Innovative Enterprises Annual Meeting held by the Chief Finance Officer Magazine.

18, according to the social responsibilities report of the 3rd A Share Listed Company Summit, the sustainable development report of the bank was honored as "AA Level"

22, the bank won the Best Bank Award for assets custody and Best Enterprise Network Silver Award at the ninth Top Finance Award Ceremony in 2011 jointly held by www.hexun.com and SEEC (Stock Exchange Executive Council)

25, according to the fifth CFV Award Ceremony held by the China Business News, the CIB wholly-owned subsidiaries, The Industrial Trust was awared as the "Best Trust Company with Strongest Growth Potential in 2011", Which made it the only bank with the honer across the nation.

30, the bank won four big awards: Brilliant Competitive Financial Service Bank Award, Excellent Risk Management Bank Award, Competive Financial Service Supply Chains Award and Competitive Financial Bank for SMEs Award at the outstanding competitive financial organizations selection activity jointly sponsored by the China Business Journal and industrial economy research institute of CASS (Chinese Academy of Social Science).

Dec

3, the bank won the "Most Socially Responsible Company" at 2011 China's listed companies reputation list held by Daily Economic News.

3, the bank was honored as the "Bank with the Best Green Financial Service across Asia in 2011" at the 21 Century Asia Financial Annual Meeting held by 21st Century Business Herald.

4, the bank won the "Best Corporate Citizen Award" at the eighth China's Best Corporate Citizen Award Ceremony jointly held by the 21 century business review, 21Century Business Heral (undertaken by the 21Century Coporate Citizen Research Center).

6, the bank and seven other banks were awarded as "China's Most Respected Banks at the China's Retail Bank Summit--the 4th China's Most Respected Bank and Best Retail Bank Award Ceremony in 2011 held by the Financial Weekly.

9, the bank won the Best Online Banking and Best Mobile Banking Award at the 12th IT Financial Innovation and Excellent Financial Network Selection Activity held by The Securities Times.

9, the bank was awarded as the "Bank with Strongest Growth Protential in 2011 at the China's Electronic Bank Annual Meeting jointly held by the CFCA (China Financial Certification Authority) with nearly 40 other members.

10, the bank and 2 other banks were awarded as the "Best Service Bank" and "Best Marketing Case in Banking Industry in 2011" by its new generation online credit card , the activity was held by www.eastmoney.com.

10, the bank was awarded as the Safest Online Banking in 2011 at the China's Electronic Bank Annual Meeting jointly held by the CFCA with nearly 40 other members.

16, the bank won the "Best Asset Custody Bank Prize" and "Best Online Banking Enterprise Prize" at the nineth TOP Finance Award Ceremony jointly held by SEEC and other related organizations

19, the bank won "The Best Board of Directors Award" at the tenth Chinese Corporate Governance Forum jointly held by Shanghai Securities Exchange, SASAC (State-owned Assets Supervision and Administration Commission of the State Council) and OECD (Organization for Economic Co-operation and Development)

20, the bank won the "Golden Dragon Award---the Best Shareholding Commercial Bank in 2011" jointly held by the Financial Times and the financial research institute of the Chinese Academy of Social Sciences.

22, the bank won the "Golden Hikyuu Award" for the Best Innovative Credit Card of the Bank in 2011" at the 2nd China's TOP 10 Gold Financial General Selection Ceremony jointly held by Financial Money Magazine and Beijing Research Institute of Gold Financial. The bank was also awarded as the "Most Influential Bank" by its "Gold Exchange, Gold Trading" project.

29, the bank won the Best Precious Metals Investment Products Award in 2011 at the fourth Gold Financial Activity by its "Gold Exchange, Gold Trading" project.

29, the bank was awarded as the "Bank with Strongest Growth Potential in 2011 according to the www.enorth.com.cn and the bank was also granted the"Outstanding Achievement Prize" by its agent involved payment systems. The trade union of the bank was honored as "National Model Home for Employees" by ACFTU. (All China Federation OF Trade Unions)

GRI index (version 3.1)

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2.7	Markets served (including geographic breakdown, sectors served, and types of customers/beneficiaries).	47-90
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2.9	Significant changes during the reporting period regarding size, structure, or ownership.	7,56
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3.2	Date of most recent previous report (if any).	3
3.3	Reporting cycle (annual, biennial, etc.)	3
3.4	Contact point for questions.	3
3.5	Process for defining report content.	3,17
3.6	Boundary of the report (e.g., countries, divisions, subsidiaries, leased facilities, joint ventures, suppliers). See GRI Boundary Protocol for further guidance.	3
3.7	State any specific limitations on the scope or boundary of the report (see completeness Principle for explanation of scope).	3
3.9	Data measurement techniques and the bases of calculations, including assumptions and techniques underlying estimations applied to the compilation of the Indicators and other information in the report.	3
Corporate governance		
4.1	Governance structure of the organization, including committees under the highest governance body responsible for specific Governance structure of the organization, including committees under the highest governance body responsible for specific tasks, such as setting strategy or organizational oversight.	6
4.2	Indicate whether the Chair of the highest governance body is also an executive officer.	5-14
4.3	For organizations that have a unitary board structure, state the number and gender of members of the highest governance body that are independent and/or non-executive members.	5
4.4	Mechanisms for shareholders and employees to provide recommendations or direction to the highest governance body.	57-58，94
4.8	Internally developed statements of mission or values, codes of conduct, and principles relevant to economic, environmental, and social performance and the status of their implementation.	11-121
4.9	Procedures of the highest governance body for overseeing the organization's identification and management of economic, environmental, and social performance, including relevant risks and opportunities, and adherence or compliance with internationally agreed standards, codes of conduct, and principles.	15-18
4.11	Explanation of whether and how the precautionary approach or principle is addressed by the organization.	43-44
4.12	Externally developed economic, environmental, and social charters, principles, or other initiatives to which the organization subscribes or endorses.	107-110
4.13	Memberships in associations (such as industry associations) and/or national/international advocacy organizations.	108-109
4.14	List of stakeholder groups engaged by the organization.	17
4.15	Basis for identification and selection of stakeholders with whom to engage.	17
4.16	Approaches to stakeholder engagement, including frequency of engagement by type and by stakeholder group.	15-20,47-121
4.17	Key topics and concerns that have been raised through stakeholder engagement, and how the organization has responded to those key topics and concerns, including through its reporting.	15-20,41, 47-121
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EC3	Coverage of the organization's defined benefit plan obligations.	94
EC8	Development and impact of infrastructure investments and services provided primarily for public benefit through commercial, in-kind, or pro bono engagement.	74-76,99-102
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EN26	Initiatives to mitigate environmental impacts of products and services, and extent of impact mitigation.	79-90,113-121
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Links to news of sustainable development

Securities Times: 《Leapfrog development of CIB's green finance》

<http://stock.sohu.com/20111029/n323842947.shtml>

Yicai net: 《CIB joins hand with Shanghai environmental energy exchange to explore and establish a carbon trading market》

<http://www.yicai.com/news/2011/11/1177148.html>

Securities Daily: 《CIB: samples of investor's relations management on sustainable development 》

<http://stock.sohu.com/20111104/n324464296.shtml>

The Banker: 《To promote new development around the big trend—an interview with Li Renjie, the president of CIB》

<http://money.163.com/11/0413/15/71HFPMGT0025335L.html>

China's Financial Magzine: 《The Exploration and Practice of Green Finance》

<http://www.chinareform.org.cn/Economy/finance/Practice/201106/t20110601_111926.htm>

World Environment magazine: 《The Banking Industry and Environmental Responsibility》

<http://www.cnki.com.cn/Article/CJFDTotal-SJHJ201103014.htm>

China.cn: 《CIB: "Green Fiance"—to show ecological Central Plains》

<http://news.china.com.cn/rollnews/2011-01/12/content_6034370.htm>

China's Financial Magzine: Interview CIB's president, Li Renjie: To build a national financial brand in the transition process

<http://www.chinadaily.com.cn/hqcj/xfly/2011-11-06/content_4282920.html>

JRJ.com: CIB plans to build a nationwide carbon financial center for Shanghai.

<http://stock.jrj.com.cn/2011/11/11085111537469.shtml>

www.hexun.com: 《Establish first-class modern enterprises initiate green financial times》

<http://bank.hexun.com/2011-12-31/136858322.html>

www.caijing.com.cn: 《CIB's twelve five-year plan》

<http://www.caijing.com.cn/2011-05-16/110719611.html>

www.ifeng.comt: 《CIB: build green finance boost economic development 》

<http://news.ifeng.com/gundong/detail_2011_10/14/9836955_0.shtml>

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We appreciate your advice and valuable information on our report!

FAX: +86-591-87821426
ADD: No.154 Zhongshan Building, Hudong Road, Fuzhou, Fujian Province P.R.China
Zip Code: 350003
EMAIL: sustainability@cib.com.cn

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