



World Microfinance Forum Geneva
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China Microcredit Development & Opportunities

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HARBIN BANK



➤ Philosophy of Development:

**Inclusive Finance
Harmonious Co-Enrichment**

➤ Featured Banking Business:

**Commercialized sustainable
microcredit**



By the end of June 2008,

- Total assets: 10 billion US dollars
- Total deposits: 7 billion US dollars
- Total loans: 3.4 billion US dollars
- Capital Adequacy ratio: 9.01%



By the end of June 2008,

- Total portfolio of microcredit : 1.35 billion US dollars, accounting for 40% of the bank's total loans
- Microcredit interest income: 53 million US dollars, accounting for 50% of the bank's total interest earnings

Trends of China Microcredit

- **Microcredit structure is diversified;**
 - **Banking Practitioners:** CCBs, RCCs, village banks, MCCs, China Savings Bank, Agriculture Bank, policy banks; Citibank and other foreign banks
 - **Current leading force of China microcredit:** city commercial banks
 - **Advantages:** Fast decision-making, flexible mechanism, experienced credit team and capable risk management
- **Microcredit policy environment is increasingly optimized**
 - Favorable policies are successively promulgated by CBRC, even though there are still some policy limits in term of equity investment to new financial institutions.



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Business Opportunities of China Microcredit

- Huge market demand for microcredit investment.
- Interest rate policies are favorable for investors

The annual interest rate of urban microcredit is up to 18% at most, 2.4 times higher than PBC's bench interest rate.

- Many choices for microcredit investment

Funds, technology, qualified talents, or management can be the choice for international investors.



International Cooperation Are Encouraged

Harbin Bank would like to launch all-round cooperation with international investors in such fields as microcredit funds, technology, product innovation, risk control, non-performing loans collection, personnel training, client management, consultancy, information exchanges and microcredit theory, to achieve the goal of mutual benefit and win-win result.





Thanks!

Welcome you to Harbin, China

