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PRESS RELEASE - FOR IMMEDIATE RELEASE

China Merchants Bank wins Best Retail Bank and Best Joint Stock Retail Bank in China award for 2011

- *China Merchants Bank has successfully leveraged on its extensive cross-border network*
- *The bank's phenomenal growth in investment banking has contributed to its success*
- *China Merchants Bank excellent customer service is key to its success*

Singapore, March 23rd 2012—China Merchants Bank has been named as winners of the Best retail bank and Best Joint stock retail bank in China for the year 2011 during the 11th International Excellence in Retail Financial Services Awards Programme. The bank received the awards at The International Excellence in Retail Financial Services 2012 Awards ceremony, held in conjunction with the region's most prestigious retail banking event, the Excellence in Retail Financial Services Convention. The ceremony was held at the Marina Bay Sands in Singapore on March 23rd 2012.

Banks in China have been facing intense competition over the last few years. The winning bank for this award was able to out-beat the rest through innovative retail banking business that is highly efficient. Through maintain its leadership position in wealth management segment, we see fee income growing by an incredible 46%. This leads to an amazing year of net profit growing by 37%. Credit card and customers deposits increased by 15% and 11% respectively.

Through further streamlined of its channel distribution operation by leveraging on sophisticated technology and redesigning business process, efficiency level was way above industry average. The traditionally hallmark of low cost to income ratio for the bank was further enhanced through a decreased of 3.4 percentage point.

About 150 senior bankers from award-winning banks in 29 countries across the Asia Pacific, the Middle East, Central Asia and Africa attended the glittering event that recognises their efforts in bringing superior products and services to their customers.

The awards programme, administered by The Asian Banker and refereed by prominent global bankers, consultants and academics, is the most prestigious of its kind.

A stringent three-month evaluation process based on a balanced and transparent scorecard used to determine the winners and the positions of various retail banks in the region is attached.

About The Asian Banker

The Asian Banker is the region's most authoritative provider of strategic business intelligence to the financial services community. The Singapore-based company has offices in Singapore, Malaysia, Hong Kong and Shanghai as well as representatives in London, New York and San Francisco. It has a business model that revolves around three core business lines: publications, research services and forums. The company's website is www.theasianbanker.com

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