



**QILU BANK**

NEEQ : 832666

**齐鲁银行股份有限公司**

**QILU BANK CO., LTD**

English abbreviations : QLB



**Summary of the Annual Report**

**2018**

## I. Important Notice

- 1.1 This Summary is extracted from the full text of the 2018 Annual Report. For details, please read the full text of the annual report published on the information disclosure platform ([www.neeq.com.cn](http://www.neeq.com.cn) or [www.neeq.cc](http://www.neeq.cc)) designated by the National Equities Exchange and Quotations Co. Ltd.
- 1.2 The Board of Directors, the Board of Supervisors and the directors, supervisors and Senior Management members of this Company warrant the materials included in this Report don't contain any false records, misleading statements or material omissions, and bear the joint and several liability for the authenticity, accuracy and integrity of the contents thereof.
- 1.3 All the directors of the Company have attended the meetings of the Board of Directors held to review the annual report.
- 1.4 Ernst Young Hua Ming LLP has issued a standard unqualified auditor's report for the Company.
- 1.5 Contact information

Information Disclosure Manager / Secretary of the Board of Director	Cui Xiang
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Address and zip code	176 Shunhe Street, Shizhong District, Jinan City, Shandong Province, 250001
Website designated by the Company for its information disclosure	<a href="http://www.neeq.com.cn">www.neeq.com.cn</a>
Place where the annual report is available	Board Office

## II. Major Financial Data, Share Structure and Shareholders

### 2.1 Major financial data

Unit: RMB

	End of 2018	End of 2017	+/-% at the end of 2018 as compared to the end of 2017

Total assets	265,737,064,071	236,295,240,579	12.46%
Net assets attributable to shareholders of listed company	20,695,256,110	18,265,375,500	13.30%
Operating income	6,402,409,726	5,425,826,306	18.00%
Net profit attributable to shareholders of listed company	2,152,390,534	2,014,857,278	6.83%
Net profit attributable to shareholders of listed company after deduction of non-reoccurring profit/loss	1,956,466,872	1,995,073,236	-1.94%
Net cash flows from operating activities	8,009,864,948	5,346,976,766	49.80%
Weighted average return on equity(Based on the net profit attributable to the shareholders of the listed company)	11.78%	17.18%	-
Basic earnings per share (in RMB)	0.50	0.66	-24.24%
Diluted earnings per share (in RMB)	0.50	0.66	-24.24%
Net assets per share attributable to shareholders of listed company (in RMB)	4.54	3.95	14.94%

## 2.2 Ordinary share structure

Unit: Share

Share nature		At the beginning of 2018		2018 Variable	At the end of 2018	
		Number	Percentage%		Number	Percentage%
Shares not subject to restrictions on sales	Total number of shares not subject to restrictions on sales	3,456,615,411	83.842%	+366,812	3,456,982,223	83.851%
	Including: Controlling shareholder and actual controller	-	-	-	-	-
	Directors, supervisors and senior management	62,318	0.002%	-40,000	22,318	0.001%
	Core staff members	-	-	-	-	-
Shares subject to restrictions on sales	Total number of shares subject to	666,134,589	16.158%	-366,812	665,767,777	16.149%

	restrictions on sales					
	Including: Controlling shareholder and actual controller	-	-	-	-	-
	Directors, supervisors and senior management	730,062	0.018%	0	730,062	0.018%
	Core staff members	-	-	-	-	-
<b>Total share capital</b>		<b>4,122,750,000</b>	<b>-</b>	<b>0</b>	<b>4,122,750,000</b>	<b>-</b>
<b>Number of ordinary shareholders</b>		<b>4,243</b>				

### 2.3 Top 10 ordinary shareholders

Unit: Share

Serial No.	Shareholder name	Number of shares held at the beginning of the period	Changes in shares held	Number of shares held at the end of the period	Shareholding ratio % at the end of the period	Number of shares subject to restrictions on sales held at the end of the period	Number of shares not subject to restrictions on sales held at the end of the period
1	Commonwealth Bank of Australia	737,124,358	0	737,124,358	17.88%	263,374,358	473,750,000
2	Jinan State-Owned Assets Operation Co., Ltd	422,500,000	0	422,500,000	10.25%	0	422,500,000
3	Yanzhou Coal Mining Co., Ltd	357,320,000	0	357,320,000	8.67%	357,320,000	0
4	Jinan Urban Construction& Investment Group Co, Ltd	259,708,785	0	259,708,785	6.30%	0	259,708,785
5	Chongqing Huayu Group Co, Ltd	254,795,642	0	254,795,642	6.18%	0	254,795,642
6	Jinan West City Property Co., Ltd	183,170,000	0	183,170,000	4.44%	0	183,170,000
7	JiGang Group Co., Ltd	169,800,000	0	169,800,000	4.12%	0	169,800,000
8	Jinan Xicheng Investment& Development Co. Ltd	153,535,058	0	153,535,058	3.72%	0	153,535,058
9	Shandong Tri-Cel Property Co., Ltd	143,820,000	0	143,820,000	3.49%	0	143,820,000

10	Sino Truk Group Co., Ltd	129,314,059	0	129,314,059	3.14%	0	129,314,059
<b>Total</b>		<b>2,811,087,902</b>	<b>0</b>	<b>2,811,087,902</b>	<b>68.19%</b>	<b>620,694,358</b>	<b>2,190,393,544</b>

Notes to the relations between shareholders above:

Jinan State-Owned Assets Operation Co., Ltd and Jinan Urban Construction & Investment Group Co., Ltd are under common control by Jinan Urban Investment Group Co, Ltd. Jinan Xicheng Property Co, Ltd. and Jinan Xicheng Investment& Development Co, Ltd are under common control by Jinan Urban Construction Group Co., Ltd.; The other top 10 shareholders have no relations with one another.

## 2.4 Property right and controlling relationship between the Company and its controlling shareholder and actual controller

The Bank has no controlling shareholder or actual controller.

# III. Matters relating to the Financial Report

## 3.1 Changes in accounting policies and estimates or correction of major accounting errors

☒Applicable ☐Inapplicable

Changes in the presentation of Tax withholding charge. According to the requirements of *the Interpretation on Issues Related to the Format of General Financial Statements of Enterprises in 2018* issued by the ministry of finance in 2018, the tax withholding charge that received by the enterprise which acts as the withholding agent of individual income tax according to *Individual Income Tax Law of the People's Republic of China*, should be listed as other items related to daily activities in the "other income" item of the income statement. If the items listed in the financial statements of an enterprise are changed as a result, the comparative data of the comparable period shall be adjusted in accordance with the relevant provisions of *the Accounting Standards for Business Enterprises No. 30 - presentation of financial statements*. The change of accounting policy has no impact on the consolidated or the Company's net profit and equity of shareholders.

## 3.2 Retrospective adjustment or restatement necessary for correction of accounting errors

☒Change of Accounting Policy ☐Correction of Accounting Errors ☐Inapplicable

Unit: RMB

Accounting item	End of 2017(same period of 2017)		End of 2016(same period of 2016)	
	Before adjustment or restatement	After adjustment or restatement	Before adjustment or restatement	After adjustment or restatement
Other incomes	17,923,998	19,051,749	-	-
Commission and Commission Income	541,209,541	540,081,790	-	-

**3.3 Changes in the scope of consolidated statements**

☐ Applicable    ☒ Inapplicable

**3.4 Statement on non-standard audit opinions**

☐ Applicable    ☒ Inapplicable

Qilu Bank Co., Ltd

Board of Directors

March 29, 2019