

[For Immediate Release]

**PAObank, Hong Kong's Best Virtual Bank for SMEs,  
Commemorates 4<sup>th</sup> Anniversary  
Net Interest Income Reports a 57% Surge to HK\$60.2 Million  
in the First Half of 2024**

- In the first half of 2024, PAObank recorded robust performance with a substantial 57% year-on-year increase in the net interest income to HK\$60.2 million
- Despite the challenging local operating landscape for SME business, PAObank remains steadfast in its commitment to supporting SMEs, providing assistance for their advancement. Loan assets increased by 25% to HK\$2.63 billion from the second half of 2023, and 32%<sup>1</sup> of SMEs obtained their first bank loan from PAObank
- PAObank officially became a subsidiary under Lufax Holding Ltd., harnessing synergies that will introduce a spectrum of innovative digital banking services
- PAObank's exceptional business performance has garnered industry acclaim, clinching six prestigious international and local awards

**30 September 2024, Hong Kong** – PAO Bank Limited (“PAObank”) commemorates four years of operation, reaffirming its core commitment to stand by SMEs through the provision of a convenient, highly effective and competitive digital banking experience. Building upon its forward-thinking business strategies and robust business management, PAObank achieved a notable year-on-year growth of 57% in the net interest income to HK\$60.2 million in the first half of 2024. The loan assets accelerated in the post-pandemic era, rising by 25% to HK\$2.63 billion from the second half of 2023; while customer deposits recorded a substantial increase of 69% to surpass HK\$4.22 billion, indicating a steady growth in operations.

---

<sup>1</sup> As at 30 June 2024, 32% of SMEs received their first bank loan amongst the approved loan cases of PAObank.

In April 2024, PAObank officially became a subsidiary of Lufax Holding Limited ("Lufax"), aligning closely with Lufax's vision to leverage finance technology to advance financial inclusion in the Greater Bay Area. This aims to create synergies that will support PAObank in developing cutting-edge digital banking services.

SME is the cornerstone of Hong Kong's economy. As their reliable partner, PAObank understands SMEs' financing needs and has been providing a diverse array of digital financial solutions upon financial technology and commercial data tailored for SMEs, enriching their digital banking experience. PAObank also collaborates closely with various government initiatives to support SME lending, facilitating their business growth and transformation. This year, PAObank introduced the "Business Secured Loan" to assist SMEs in navigating market turbulence and operational challenges. As at 30 June 2024, 32%<sup>1</sup> of SMEs obtained bank loan for the first time from PAObank, and 10%<sup>2</sup> of startups received the unsecured loan, reflecting PAObank's commitment to uphold financial inclusion, expanding the customers thresholds while empowering their business potential.

**Mr. Michael Fei, Chief Executive and Executive Director of PAObank,** said, "Despite the unfavourable challenges faced by local economy and business environment in the first half of this year, we are glad to see resilience from many SMEs. They steered away from the conventional business model and embraced business growth through digital transformation. As PAObank embarks on the fourth year, we will continue to provide timely and efficient support to SMEs, partnering with them to overcome different challenges. Looking ahead, leveraging the Lufax's ecosystems, we will offer individuals and SME clients more diversified, convenient and flexible financial products and services."

---

<sup>2</sup> As at 30 June 2024, 10% of SMEs were start-ups operating for less than 3 years.



PAObank's outstanding business performance has consistently earned recognition from the industry. PAObank has successfully clinched six international and local accolades this year, including the "Hong Kong's Best Bank for SMEs" at the Euromoney Awards for Excellence 2024, "Best SME Bank in Hong Kong" at The Digital Banker Global SME Banking Innovation Awards 2024, "Best Digital SME Financing" at The Asian Banker Hong Kong Excellence in Retail Finance and Technology Innovation Awards 2024, "Virtual Bank of the Year - SME Banking" at The Asset Triple A Digital Awards 2024, "Excellence Performance in the Virtual Bank of the Year" at the Bloomberg Businessweek/Chinese Edition Financial Institution Awards 2024 and "Best SME's Partner Award" at the Hong Kong General Chamber of Small and Medium Business 2024. These awards acknowledged PAObank's efforts and contributions towards advancing digital banking services and promoting financial inclusion.

Looking ahead, PAObank will continue to bring more diverse and innovative banking products and services to individual and SME customers, supporting the development of financial technology and fulfilling the commitment to financial inclusion.

For the interim report 2024 of PAObank, please visit: [www.paob.com.hk](http://www.paob.com.hk).

—END—

## PAObank Commemorates 4th Anniversary

### Achieving a Robust Business Growth



PAObank's financial performance for the first half of 2024

### Standing shoulder to shoulder with SMEs



\* The percentages were based on the approval loan cases of PAObank as of 30 June 2024

\* Companies which have operations for less than 3 years

### The Best Bank for SMEs in Hong Kong



We have proudly clinched **six international and local awards**, a testament to our outstanding business performance and industry recognition.

### The Future Vision

PAObank will deepen the integration within the Lufax's ecosystem, delivering an array of financial products and services to the bank's individual and SME customers in a more convenient and flexible way.



PAObank



**Media Enquiries:**

Cecilia Shum

PAO Bank Limited

[cecilia.yk.shum@pingan.com](mailto:cecilia.yk.shum@pingan.com)

+ 852 3951 4810

Madison Wai

Hill & Knowlton Asia Limited

[madison.wai@hillandknowlton.com](mailto:madison.wai@hillandknowlton.com)

+ 852 9306 1632

**About PAO Bank Limited**

PAO Bank Limited (“PAObank”), a wholly-owned subsidiary of Lufax Holding Ltd (“Lufax”) (SEHK: 6623; NYSE: LU) and a member of Ping An Insurance (Group) Company of China, Ltd. (“Ping An”) (SEHK: 2318; SSE: 601318), is committed to fostering financial inclusion and establishing a virtual banking ecosystem by leveraging its extensive experience in SME banking services and its leading financial technology advantages. PAObank was granted a banking licence by the Hong Kong Monetary Authority in May 2019 to offer banking services via digital channels. PAObank is expanding diverse business segments including retail banking and SME banking.