

作為工銀亞洲的控權股東，工商銀行將全力支持工銀亞洲在可預見之未來發展為香港優秀上市銀行之一，並成為工商銀行未來在港長期發展中起關鍵作用的旗艦。本人相信工銀亞洲在新世紀裏的表現將會更加卓越。

主席獻辭 Chairman's Statement

ICBC, as the controlling shareholder of ICBC (Asia), is fully committed to this newly acquired bank with a view to helping it grow into one of the most outstanding listed banks in Hong Kong in the foreseeable future and becoming the flagship of ICBC in implementing its long-term business expansion strategy in Hong Kong. I am confident that ICBC (Asia) will thrive and demonstrate better performance in the beginning of this new century.

姜建清博士 主席
Dr. Jiang Jianqing Chairman



在成功抵禦亞洲金融危機的沖擊後，二零零零年的香港經濟全面復甦，伴隨着宏觀經濟環境的改觀，銀行業的經營狀況明顯改善。

二零零零年七月中國工商銀行（「工商銀行」）成功收購香港友聯銀行，並於同年八月將其更名為中國工商銀行（亞洲）有限公司或簡稱「工銀亞洲」。在不足半年的時間裏，工銀亞洲通過調整經營方向，改進競爭策略，提高管理水平，壓縮營運成本，一舉扭轉了一九九九年之龐大虧損，實現全年稅後利潤150,000,000港元，重建其於市場上穩健進取之形象。

Year 2000 has witnessed a full recovery of the Hong Kong economy from the Asian financial crisis. The banking industry has benefited markedly from the overall improvement of the macro-economic environment.

Adding to this picture is the successful acquisition of Union Bank of Hong Kong by Industrial & Commercial Bank of China ("ICBC") in July, 2000 immediately followed by the Bank's name change in August to "Industrial & Commercial Bank of China (Asia) Limited", or "ICBC (Asia)" in short. In less than 6 months, ICBC (Asia) adjusted its operating policy, enhanced its marketing strategy, built up its managerial efforts, and lowered its operating cost. As a result, it achieved a thorough turn around from a huge loss in 1999 into a substantial profit in 2000, generating after tax earnings of HK\$150 million, thus re-establishing itself in the market with a sound and prudent business image.



工銀亞洲於二零零零年八月二十二日舉行揭牌儀式。
The inauguration ceremony of ICBC (Asia) took place on 22nd August, 2000.

主席獻辭 • CHAIRMAN'S STATEMENT

二零零一年，香港經濟將繼續穩步發展，但金融監管也會更加嚴格，隨着於二零零一年七月一日實施取消《利率協議》和樓宇按揭貸款息差收窄，銀行業之間的競爭將進一步加劇，經營環境愈趨不明朗。故此，銀行在保持審慎經營的同時必須具有更大的靈活性和開拓進取精神。此外，面對信息科技對銀行營運模式的沖擊，香港銀行業的格局和經營方式亦將出現微妙變化。二零零一年工銀亞洲將進一步改革管理體制和經營機制；擴大資產規模，增強資金實力，提高盈利能力，實行多元化戰略，努力開拓包括電子銀行業務在內的新的金融產品和金融服務工具，提高服務質量和服務效率；在控權股東工商銀行的支持和配合下，發揮在香港、內地兩地業務之間的優勢，為工銀亞洲持續、穩健和快速發展奠定基礎。

Year 2001 will see the Hong Kong economy continue its steady growth. But in the meantime a tighter regulatory environment for the Hong Kong banking industry will continue to evolve. With the imminent dismantling of the Interest Rate Agreement scheduled on 1st July, 2001, combined with the narrowing of interest margins for residential mortgage lending, banks will face fiercer competition and more uncertainty in their operations. They will have to be more flexible and more responsive to changing market conditions without neglecting the adequate maintenance of prudence and control of their operations. In the wake of the impact of information technology on the banking operational mode, subtle changes will also take place with regard to the structure and operational form of the Hong Kong banking industry. In the year ahead, ICBC (Asia) will be further improving its management and operational systems. Additional efforts will be made to increase its assets, strengthen its financial resources, improve its profitability, effectively implement its diversified business strategy, provide more financial products and services including e-banking business, and enhance its service quality and efficiency. All in all, with the strong support and close cooperation of its parent ICBC, ICBC (Asia) will take full advantage of its parent's strong position in Mainland China and close business connections with Hong Kong, paving the way for a sustained, healthy and rapid business development in the future.

香港是一個充滿活力，欣欣向榮的國際經濟、金融中心，其穩定的政治環境、完善的法律和金融監管制度，為我們提供了一個可以充份發揮的空間。工商銀行是中國內地最大的商業銀行，並於二零零零年獲《歐洲貨幣》雜誌評譽為「中國最佳銀行」，作為工銀亞洲的控權股東，工商銀行將全力支持工銀亞洲在可預見之未來發展為香港優秀上市銀行之一，並成為工商銀行未來在港長期發展中起關鍵作用的旗艦。本人相信工銀亞洲在新世紀裏的表現將會更加卓越。

在此，本人謹向給予工銀亞洲巨大支持的各界友好人士表示由衷的感謝，並祝願我們在新世紀裏繼續維持更密切、更廣泛的合作，為香港的繁榮、穩定及為香港市民作出貢獻。

姜建清博士

主席

二零零一年二月二十七日

Hong Kong is a vibrant and dynamic international financial centre with stable political environment, sound legal and banking regulatory systems, which provide us with ample opportunities in the financial services sector. Being the largest commercial bank and "the best domestic bank in the PRC" (as rated by "Euromoney" in 2000), ICBC, as the controlling shareholder of ICBC (Asia), is fully committed to this newly acquired bank with a view to helping it grow into one of the most outstanding listed banks in Hong Kong in the foreseeable future and becoming the flagship of ICBC in implementing its long-term business expansion strategy in Hong Kong. I am confident that ICBC (Asia) will thrive and demonstrate better performance in the beginning of this new century.

I would like to take this opportunity to express my heartfelt gratitude to all our friends and partners for their generous and great support to ICBC (Asia) in the past year, and wish a closer and broader cooperation among us as we move into the new century, contributing more to the prosperity of Hong Kong and its people.

Dr. Jiang Jianqing

Chairman

27 February 2001