



姜建清博士 主席
Dr. Jiang Jianqing *Chairman*

二零零二年，銀行業在經濟持續低迷和競爭激烈的環境下艱辛經營。面對嚴峻的挑戰，中國工商銀行(亞洲)有限公司有效運用發展策略，在管理層和全體員工的共同努力下，繼二零零一年強勁增長的基礎上再次創出佳績，二零零二年年經審核綜合除稅後溢利大幅增長百分之四十六至四億八千二百萬港元。

自中國工商銀行收購以來，本銀行實力不斷壯大。二零零二年本銀行通過發行新普通股和次級債券，增加資本二十八億港元，資本結構得以進一步強化，為未來的發展奠下穩固的基礎。與此同時，本銀行致力優化資產素質，年內不履約貸款比率由百分之六點八顯著下降至百分之二點三。本銀行又積極參與本地銀團貸款市場及資本市場的融資活動，與香港的大型藍籌企業及主要的中資機構建立了密切的業務關係，優化了本銀行的客戶基礎，並帶動了本銀行綜合業務的健康發展，大大提升了市場形象和競爭力。

作為中國工商銀行海外業務發展的上市旗艦，本銀行在多個業務領域上有效運用了內外聯動的策略，充份利用中國工商銀行在內地的品牌、分行網絡、客源、清算系統等方面的優勢，與中國工商銀行內地分行緊密合作，共同拓展本地和內地金融市場，為中港兩地客戶提供高效、優質及一體化的跨地域服務。在零售業務方面，本銀行成功推出了「匯款通」、「按揭通」及「帳戶通」一系列貫通兩地的服務產品。在人民幣貸款業務方面，本銀行通過向中國工商銀行內地分行提供擔保和開立信用證的方式協助客戶在內地的企業取得人民幣貸款。在台灣業務方面，本銀行緊抓機遇，針對台灣企業對兩岸三地金融服務的殷切需求，發揮連接大陸銀行與台灣銀行業務往來的橋樑，提供匯款、清算、貿易融資、人民幣貸款、保理及福費廷(信用證買斷)等服務。信用卡業務方面，本銀行在二零零二年底開始代理銷售中國工商銀行首次在香港發行，以穿梭中港兩地的客戶為對象的首張一卡集兩個賬戶(人民幣及港幣)的雙幣信用卡。



中國工商銀行在香港首次發行首張結合人民幣、港幣的雙幣信用卡，並委託中國工商銀行(亞洲)為銷售代理。
ICBC launches its first dual-currency (RMB & HKD) credit card in Hong Kong and appoints ICBC (Asia) as marketing agent.

主席獻辭

回顧本銀行在二零零二年錄得的理想業績，正反映本銀行在母公司中國工商銀行的強大後盾支援下，積極進取、開拓創新、內外聯動的效果。自中國工商銀行收購以來，本銀行齊心協力，逆境而上，取得了盈利和資產的高速增長，再者，不履約貸款比率的大幅下降至同業較好水平及股東回報不斷增加，說明本銀行已轉變為一家強健且高速增長的銀行，也充分顯示出本銀行的管理層管理上市銀行的能力。

展望二零零三年，隨著中國加入世貿及區域經濟的融合，我們預期中國內地與香港、台灣之間的跨邊界、跨海峽金融服務需求將急劇增加，並為中國工商銀行(亞洲)的發展提供更大的空間。本銀行將繼續依托母公司的品牌和資源優勢，內外聯動，在提升企業融資業務優勢的同時，致力擴展商業銀行、個人銀行及財富管理領域的服務，推陳出新，交叉銷售，提升本銀行的綜合競爭能力，朝著成為香港卓越及領先商業銀行之一的目標前進，為客戶和股東創造增值回報。

藉此機會，本人謹向給予中國工商銀行(亞洲)巨大支持的各客戶、商業夥伴及股東表示由衷感謝。本人亦在此向為本銀行發展付出辛勤努力的全體員工致以衷心的謝意。

姜建清博士

主席

二零零三年三月四日

CHAIRMAN'S STATEMENT

In 2002, the banking industry was operated arduously in a sluggish economy and an intensively competitive environment. In the face of the severe challenge, Industrial and Commercial Bank of China (Asia) Limited effectively pursued its development strategy, and with the collaborative effort from the management team and all dedicated staff, the Bank repeated to achieve another remarkable results following the strong growth in 2001. For the year of 2002, the audited consolidated after tax profit was amplified by 46% to HK\$482 million.

Following ICBC's acquisition, the capabilities of the Bank have been growing continually. In 2002, the Bank increased its capital by HK\$2.8 billion through the issuance of new ordinary shares and subordinated notes, thereby further strengthening its capital structure and establishing a solid platform for its future development. At the same time, the Bank devoted itself to improving its asset quality which has resulted in the significant drop of NPL ratio from 6.8% to 2.3%. The Bank has also actively participated in the local syndicated loan market and capital market. By establishing close relationship with major blue-chip enterprises and China-affiliated institutions in Hong Kong, the Bank has optimized its customer base and has given impetus to the healthy development of its comprehensive business, which have enhanced its market image and competitiveness significantly.

Being the listed flagship of ICBC for its overseas business development, the Bank has successfully employed the strategy of internal and external interaction in various business fields. Taking advantage of ICBC's brand, branch networks, customer base and settlement system, the Bank has closely cooperated with ICBC mainland branches and has jointly developed the domestic and the Mainland financial market by providing efficient, high-quality and integrated cross-border services to the customers in the Mainland and in Hong Kong. Regarding the retail business, the Bank has successfully launched a series of cross-border services including "Remittance Express", "Mortgage Plus" and "Easyaccess". As for RMB financing business, the Bank has assisted the customers whose enterprises are located in the Mainland to obtain RMB financing by providing guarantees and issuing letter of credits to ICBC mainland branches. In terms of Taiwan business, the Bank has seized the opportunity of the growing demand of cross-strait and cross-border financial services for Taiwan-based enterprises by acting as a bridge between the banks of the Mainland and Taiwan and providing various kind of services such as remittance, settlement, trade finance, RMB financing, factoring and forfeiting. On credit card business, the Bank has acted as the marketing agent for ICBC since the end of 2002 to promote its dual-currency credit card firstly launched in Hong Kong, which is also the first card with two accounts (in Renminbi and Hong Kong dollars) targeting at customers shuttling between Hong Kong and the Mainland.

CHAIRMAN'S STATEMENT

The impressive results achieved in 2002 are the result of the aggressiveness and initiatives of the Bank and the leverage of internal and external interaction under the solid support from the parent bank, ICBC. Since the acquisition by ICBC, the Bank has united for advancement in adverse market condition, and was able to register a fast growing profits and assets. Together with the significant plunge of NPL ratio to a better-than-peer level and the progressive increase in return on equity, the Bank has demonstrated its successful transformation to a healthy and fast growing bank and its management capability to manage a listed bank.

Looking ahead to 2003, given China's accession to the WTO and the integration of regional economies, it is expected that the growing demands for cross-border and cross-straits financial services amongst Hong Kong, Taiwan and the Mainland shall provide much room for ICBC (Asia) for development by capitalizing on the brand and resources of its parent through internal and external interaction. While enhancing its competitiveness in corporate financing business, the Bank shall also endeavor to strengthen its services in the areas of commercial banking, personal banking and wealth management through innovation and cross-selling. By enhancing its comprehensive competitiveness, the Bank is on the right track towards one of the excellent and premier commercial banks in Hong Kong to provide value-added returns to its customers and shareholders.

Taking this opportunity, I would like to express my heartfelt gratitude to all our valued customers, business partners and shareholders for their enormous support to ICBC (Asia). I would also like to thank our dedicated staff for their collaborative efforts and hard work, which have contributed immensely to the Bank's development.

Dr. Jiang Jianqing

Chairman

4th March 2003

