

**經營業績****截**

至二零零零年十二月三十一日止年度，集團之盈利刷新紀錄，除稅後盈利達港幣九億零一百二十萬元，較去年上升百分之三十二。每股盈利上升百分之三十二點三至港幣三元零七仙。董事會建議派發末期股息每股港幣八角五仙，連同年內已派發之中期股息每股港幣三角七仙，全年每股股息共達港幣一元二角二仙，較一九九九年上升百分之四十三點五。

**財務回顧**

本集團扣除準備金前之經營溢利上升百分之十三，由去年港幣十二億六千四百七十萬元上升至港幣十四億二千八百六十萬元。由於息差擴闊，由去年的百分之二點九二上升至本年的百分之三點一六，使淨利息收入上升百分之十四點九至港幣十六億五千九百四十萬元。期間，資金成本下降及更佳的貸款組合，亦抵銷了按揭息差收窄之影響。

另一方面，由於股票買賣及信用咭佣金錄得顯著增長，加上貿易融資佣金亦有理想增長，令非利息收入上升百分之四至港幣三億五千一百四十萬元。

開支上升百分之十二點六至港幣五億八千二百二十萬元，主要由於拓展電子銀行服務所作出之投資及推廣消費信貸產品所需之費用所至。縱使開支上升，集團之收入開支比率亦與去年相約，維持於百分之二十九的水平。

本行的資產質素亦因經濟復甦而續有改善。年內，不履行貸款下降至港幣十三億四千萬元，佔總貸款額僅百分之三點九六。呆壞賬準備下降百分之十六點三至港幣三億六千七百二十萬元。

本年度集團之平均資產回報率及平均股東資金回報率分別上升至百分之一點七二及百分之十七點六。集團之資本充足比率及平均流動資金比率分別為百分之十六點二及百分之四十四點三，均遠超法定的最低要求。

**OPERATING RESULTS**

For the year ended 31st December, 2000, the Wing Hang Bank Group achieved a record profit of HK\$901.2 million, an increase of 32.0 percent over 1999. Earnings per share increased by 32.3 percent to HK\$3.07. The Board has recommended a final dividend of HK\$0.85 per share. Together with the interim dividend of HK\$0.37 paid in mid 2000, total dividends for the year amounted to HK\$1.22 per share, representing a 43.5 percent increase over 1999.

**FINANCIAL REVIEW**

During the year, the Group's operating profit before provisions increased by 13.0 percent to HK\$1,428.6 million from HK\$1,264.7 million in 1999. Net interest income increased by 14.9 percent to HK\$1,659.4 million which was primarily due to wider net interest margins, which increased from 2.92 percent to 3.16 percent over the same period last year. Despite narrowing margins in residential mortgages, they were compensated by lower cost of funds and a more favourable asset mix, resulting from efforts in increasing our higher yielding assets.

Non-interest income increased by 4.0 percent to HK\$351.4 million due to a significant increase in our securities trading business and credit card commissions as well as a healthy growth in trade finance commissions.

Expenses increased by 12.6 percent to HK\$582.2 million due to investments in the development of electronic banking services as well as expenses for the promotion of consumer finance products. Despite the increase, our cost to income ratio remained unchanged at 29.0 percent.

The quality of our assets continued to improve with the recovery of the economy. For the period under review, the level of non-performing loans dropped to HK\$1.34 billion, or 3.96 percent of total loans. Charges for bad and doubtful debts declined by 16.3 percent to HK\$367.2 million.

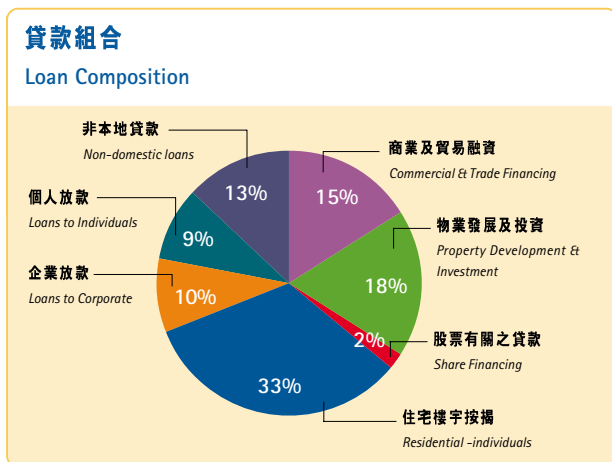
Return on average assets and return on average shareholders' funds were both higher at 1.72 percent and 17.6 percent respectively. The Group's capital adequacy ratio and average liquidity ratio were well above the statutory minimum level and stood at 16.2 percent and 44.3 percent respectively.

## 業務回顧 貸款

二零零零年度，集團之總貸款額上升百分之四點二至港幣三百三十六億八千萬元。其中包括消費信貸業務顯著上升，特別是信用咭、私人貸款及運輸器材貸款均錄得顯著增長。本行在住宅樓宇按揭方面亦增長理想，年內，本行推出多項優惠按揭計劃，以配合市場之需要。

### 私人及中小型企業貸款服務

本集團根據既定策略，拓展多元化的貸款業務，並透過全資附屬機構永亨財務有限公司、永亨信用財務有限公司，信用咭處及永亨證券有限公司，繼續拓展消費信貸產品及非利息收入業務。



### 永亨財務有限公司

永亨財務成功之市場推廣計劃及多元化策略令公司貸款錄得百分之三十的理想增長，年內，該公司推出多項推廣計劃，拓展汽車及機械貸款業務，其中，在運輸器材及機械貸款錄得顯著的貸款增長。

### 永亨信用財務有限公司

為配合銀行進一步拓展消費信貸業務的策略，永亨信用財務於年內透過旗下的八間分行推出多項消費信貸產品。年內，該公司之消費信貸業務錄得百分之三十的增長。為增加市場佔有率，該公司年內推出了優惠之稅務貸款計劃，並積極拓展汽車貸款。永亨信用財務將繼續推出更全面及更優惠之產品，以配合市場上之轉變。

## BUSINESS REVIEW

### Loans

For the year 2000, the Group's total loan outstanding increased by 4.2 percent to HK\$33.68 billion with significant growth recorded in consumer lending, in particular credit cards, personal loans as well as transport equipment finance. Satisfactory growth was also recorded in residential mortgages. During the year, the Bank launched a number of competitive mortgage programmes to suit different market needs.

### Consumer and Small Business Financing

The Group continued its diversification strategy in the expansion of consumer loan products and fee income businesses through Wing Hang Finance Company Limited, Wing Hang Credit Limited, the Credit Card Division as well as Wing Hang Share Brokerage Company Limited.

### Wing Hang Finance Company Limited

The company recorded a 30.0 percent growth in loan assets as a result of its continuous marketing efforts and prudent diversification strategy. During the year, the company launched a series of programmes to promote vehicle and equipment financing, resulting in significant increases in transport equipment and equipment finance.

### Wing Hang Credit Limited

In line with the Bank's strategy to further develop its consumer finance activities, Wing Hang Credit continued to expand consumer-lending products through its eight branch offices. During the year, the company recorded a 30.0 percent growth in consumer loans. To expand its market share, the company



永亨財務有限公司新址開幕。

Wing Hang Finance Company Ltd. moved to new office premises.

### 信用咭處

縱使消費信貸市場競爭激烈，本行之信用咭貸款錄得百分之五十六的顯著增長。年內，本行推出多項推廣計劃，以增加持咭客戶及刺激消費。去年十一月本行更與香港公開大學合辦免息分期計劃，反應理想。此外，本行亦於三月間推出獨有的 CASH CARD 以拓展信用卡業務。

### 永亨證券有限公司

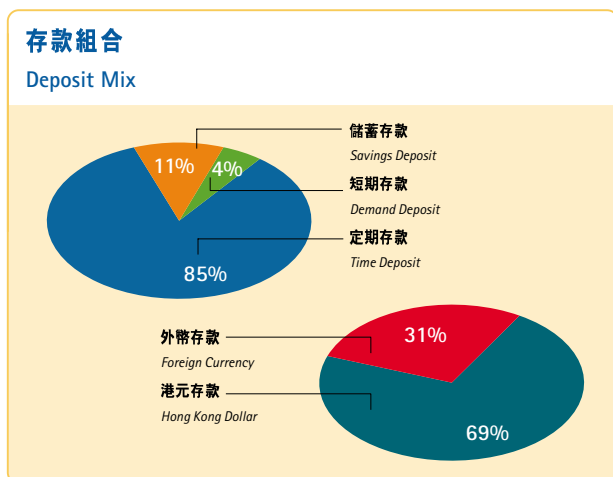
受到股票市場興旺及新推出的電話證券買賣服務的幫助，永亨證券的營業額較一九九九年上升百分之三十八。隨著網上證券服務及第三代自動對盤買賣系統的推出，預料永亨證券來年的營業額將進一步上升。

### 存款

總存款及客戶存款分別上升百分之八及百分之十達港幣四百八十二億四千萬元及港幣四百五十九億三千萬元。而由於存款比貸款增長快，集團之貸存比率下降至百分之六十九點八。

### 保險

為配合強制性公積金之實施，永亨銀行年內積極推廣與強積金有關的產品，本行之附屬公司永亨蘇黎世保險有限公司及永亨銀行的保險代理及經紀業務，均錄得理想之業績。二零零一年初，本行並計劃與多間本地銀行合資成立人壽保險公司以拓展人壽保險業務。



introduced a competitive tax loan programme during the year, generating encouraging results from the market. The company also expanded its motor vehicle financing activities and will continue to offer comprehensive and competitive products to meet changing market needs.

### Credit Card Division

The credit card division achieved a remarkable growth of 56.0 percent in credit card receivables despite increasing competition in the consumer loan market. To increase the cardholder base and to encourage usage, a variety of card acquiring and card usage programmes were introduced during the year. In November, an interest free installment programme was launched with the Open University of Hong Kong and the results were encouraging. The division also expanded its business with the introduction of a unique Cash Card in March.

### Wing Hang Share Brokerage Company Limited

Benefiting from a buoyant stock market and the introduction of share call centres, the company's turnover increased by 38.0 percent over 1999. With the launching of e-brokerage service and the implementation of the AMS/3 system introduced by the Stock Exchange of Hong Kong, we expect further growth in the volume of business for Wing Hang Share Brokerage in the year ahead.

### Deposits

Total deposits and customer deposits increased respectively by 8.0 percent and 10.0 percent to HK\$48.24 billion and HK\$45.93 billion. Our loan to deposit ratio lowered marginally to 69.8 percent as the rate of growth for deposits continued to run ahead of loans.

### Insurance

Along with the implementation of the Mandatory Provident Fund ("MPF") Scheme, Wing Hang Bank has placed a great deal of effort in the promotion of MPF related products throughout the year. Despite keen competition in the insurance market, the Bank's insurance underwriting subsidiary, Wing Hang Zurich Insurance Company Limited, achieved satisfactory results due to its prudent underwriting standards. Meanwhile, the Bank's insurance agency and brokers businesses also performed well. In early 2001, the insurance division will expand into the life insurance business through an investment in a new life insurance company with several local banking partners.

## 消費信貸 Consumer Finance



Tax Loan

Cash Card

為配合進一步拓展消費信貸業務的策略，本行於年內推出具循環貸款之CASH CARD。永亨信用財務亦成功再度推出了優惠之稅務及私人貸款計劃。本行將繼續推出更全面及更優惠之產品，以配合市場上之轉變。

As part of its efforts to expand its retail business, Wing Hang Bank has introduced a unique Cash Card providing competitive revolving credit privileges. Wing Hang Credit Limited once again offered an innovative tax loan package combining a tax loan and a personal loan at favourable rates. We will continue to provide comprehensive and competitive products to meet changing market needs.

### 澳門

由於淨利息收入增加，澳門永亨銀行盈利錄得理想的增長，達百分之二十三點六至葡幣一億二千六百一十萬元。總存款較去年上升百分之十四點三至葡幣七十三億二千萬元。澳門主權回歸中國，進一步刺激澳門經濟增長，給澳門永亨提供一個更理想經營環境。



本行推出強制性公積金產品。  
Launching of MPF Products.

### 中國

年內，本行於上海開設代表辦事處，拓展國內業務。上海代表辦事處是繼本行於一九九七年在廣州市開設之代表辦事處後在國內開設的第二所代表辦事處。近期多項對國內具正面影響的消息，包括中國即將加入世貿組織及東南亞國家之經濟復甦，均有助與國內有生意往來的公司的業務發展，永亨銀行將善用這等機會，進一步拓展國內業務及擴闊服務範圍。

### Macau

Banco Weng Hang posted satisfactory results, registering a 23.6 percent increase in net income to 126.1 million Macau patacas as a result of increase in net interest income. Total deposits as at 31st December, 2000 increased 14.3 percent to 7.32 billion Macau patacas compared with the same period last year. The handover of Macau to the Mainland has stimulated economic growth, which has provided a more favourable business environment for Banco Weng Hang.

### China

During the year, the Bank opened a representative office in Shanghai as part of its efforts to expand its presence in the Mainland. The Shanghai office represents the second representative office in the Mainland following the opening of the Guangzhou representative office in 1997. Recent positive developments such as China's impending entry into the World Trade Organization and economic recoveries in the Southeast Asian markets have presented ample opportunities for companies doing business in China. Wing Hang Bank will capitalize on these opportunities to further pursue its business in the Mainland and broaden its scope of services.



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## 中國業務 China Business



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### 電子銀行

年內，永亨銀行致力投資發展資訊科技項目，與多家資訊科技公司組成策略性聯盟，進一步鞏固銀行在市場上之商貿發展。

去年六月，永亨銀行推出超卓電子理財服務，擴大本行之銷售渠道，並可令客戶透過網上銀行及流動電話處理銀行事務及證券買賣服務。本行亦計劃於二零零一年拓展網上服務，包括信用咭、私人貸款、帳單結算及網上保險業務等。

本行在善用先進科技拓展銷售渠道的同時，亦將會繼續在發展迅速的新市鎮開設分行為客戶提供銀行服務。我們深信分行網絡在吸取客戶方面極為重要，再配合多方面的電子銷售渠道將有助加強本行與客戶之連繫。

### *Electronic Banking*

During the year, the Bank has made considerable investments in the development of IT related projects. Strategic alliances were formed with a number of IT-related companies to further strengthen the Bank's e-Business development in the market.

The introduction of e-Banking in June has broadened the Bank's delivery channels and enabled our customers to access banking services and trading of securities via the internet and the mobile phone. We are planning to expand our on-line services to cover credit cards, personal loans, bill payments as well as general insurance products in the year 2001.

While we will make use of technologies to enhance our direct delivery channels, we will also open new branches to cover newly developed residential areas. We believe that physical presence still plays an important role in acquiring customers, and the combination of a physical and electronic multi-channel strategy should help further strengthen our relationship with customers.

## 電子銀行 e-banking



年內，本行致力投資發展資訊科技項目，與多家資訊科技公司組成策略性聯盟，進一步鞏固銀行在市場上之商貿發展。本行推出超卓電子理財服務，擴大了銷售渠道，並可令客戶透過網上銀行及流動電話處理銀行事務及證券買賣服務。

*Wing Hang Bank has made a strong commitment in the development of e-Commerce IT related projects. During the year, strategic alliances were formed with a number of IT-related companies to enhance e-business development and launched its e-Banking services. The introduction of e-Banking has broadened the Bank's delivery channels and enabled our customers to access banking services and trading of securities via the internet and the mobile phone.*