

董事長報告

Chairman's Statement

跌宕起伏的2020年是極不平凡的一年。香港繼社會事件衝擊、中美爭端加劇等各種不利因素影響，加上新冠疫情反覆變化並在全球各地蔓延，令香港經濟陷入深度衰退。在二五規劃收官之年的2020年，我們堅持化困難為機會、化挑戰為動力，千方百計克服阻力與不利影響，務實推進各項經營管理工作，並取得了良好成效。

The year 2020 was an extraordinary year with peaks and valleys. Following the impact of various adverse factors including the social event in Hong Kong and the intensification of Sino-US disputes coupled with the fluctuating changes in COVID-19 which has been spreading all over the world, Hong Kong's economy has experienced a deep recession. In 2020, which is the final year for the Second Five-Year Plan, we strived to turn difficulties into opportunities, and challenges into motivation. By overcoming obstacles and adverse impacts at all costs, we had promoted various operation and management work step by step, which achieved good results.



張衛東先生
Mr. Zhang Weidong
董事長 Chairman

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- 截至2020年12月底，本集團總資產為港幣5,056.98億元、存款為3,516.30億元、客戶貸款為2,797.23億元；
- 截至2020年12月底，稅後盈利較2016年年平均複合增長率達9%，持續提升盈利增長的貢獻度；
- 截至2020年12月底，本集團特定分類或減值貸款比率0.86%，整體資產質素維持良好水平；
- 全年新放出銀團餘額為港幣128.7億元，平均放款淨利率達164點子；收益率達350點子以上的新做貸款共港幣58.4億元，平均收益率為405點子；
- 為同業發行首筆經香港品質保證局(HKQAA)認證的COVID-19響應債券(COVID-19 Response Bond)，金額為港幣30億元；以及中資股份制商業銀行的首筆藍色債券(Blue Bond)，金額為4.5億美元。
- 推出「健康理財在南商」創新產品，重點對有健康方面需求的客戶提供商戶優惠，為品牌增值及加強客戶的忠誠度，品牌戶按年上升近10%。
- 克服疫情各種影響，開設南商(中國)武漢分行，全力推進內地業務發展。
- As of the end of December 2020, the Group's total asset, deposits and customer loans amounted to HK\$505,698 million, HK\$351,630 million and HK\$279,723 million respectively;
- As of the end of December 2020, after-tax profit reached an average compound annual growth rate of 9% compared with 2016, which continued to increase the contribution of profit growth;
- As of the end of December 2020, the classified or impaired loan ratio of the Group was 0.86%, and the overall asset quality remained sound;
- The balance of new syndicated loan issued for the year was HK\$12,870 million, with an average net interest rate of 164 points; new loans with a yield of 350 points or more totaled HK\$5,840 million, with an average yield of 405 points;
- We issued the first COVID-19 Response Bond amounting to HK\$3,000 million certified by the Hong Kong Quality Assurance Agency (HKQAA) for the banks; and the first Blue Bond of a Chinese joint-stock commercial bank amounting to US\$450 million.
- An innovative product of "Health and Wealth Management in NCB" was mainly launched to provide merchant offer for customers with health needs, adding value to our brand and strengthening customer loyalty. Customers to the brand increased by approximately 10% year-on-year.
- With various impacts such as the COVID-19 pandemic resolved, we set up NCB (China) Wuhan branch to fully promote the business development in mainland China.

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年內，在一體化管理的基礎上，為更好地踐行上下一盤棋的大協同文化和“One Bank”的經營理念，大灣區辦公室努力推動灣區一體化經營落地。透過持續推進灣區聯動，形成戰略競爭優勢，並以靈活跨境貸款方案配合客戶業務需求，其中包括：研發「大灣區置業方案」、推出灣區個人「理財互認」服務、「深港通註冊易」服務，全力打造灣區專業銀行形象，為客戶提供一體化便利；特別是在疫況下，更首次落地個人外存內貸業務。另一方面，在兩地形成了定期交流研討以及互相溝通制度，特別是中高層管理人員的雙向交流任職，成功展現一體化互動成果。

在業務拓展取得良好成果的同時，我們不忘初心、積極履行社會責任。疫情期間，加強國家宏觀領域金融監管政策動態分析、解讀與傳導，嚴格落實各項要求；積極參與香港金管局以及香港按揭證券有限公司推出的有關「預先批核還息不還本」、「中小企融資擔保計劃」以及「百分百擔保特惠貸款」計劃，向受新冠疫情影響的企業及個人提供貸款紓困及適切的銀行服務。同時，回應政府防疫措施，配合政府資訊科技總監辦公室及銀行公會呼籲，成為首批參與安心出行計劃的機構；響應香港再出發大聯盟號召，參加「千萬口罩獻愛心」活動；積極參加香港金融發展局、中企協與勞工局組織的促進就業計畫，向社會提供工作崗位。

During the year, under the integrated management, in order to better practice the business philosophy of cultural synergy and “One Bank” together, the Greater Bay Area Office strived to promote the implementation of integrated operations in the Greater Bay Area. Through continuous promotion of the collaboration with Greater Bay Area which created a strategic competitive edge, and the flexible cross-border loan solutions to meet the business needs of customers, including: research and development of the “plan for purchasing properties in the Greater Bay Area”, the introduction of personal “wealth management mutual recognition” services in the Greater Bay Area and the “Shenzhen and Hong Kong Pass” service, we endeavoured to build up our brand image as a professional bank in the Greater Bay Area and offer our customers with integrated convenience. Especially during the pandemic, we launched our personal offshore-deposit-onshore-loan business for the very first time. On the other hand, regular discussions and mutual communication systems have been formed between the mainland China and Hong Kong, especially the mutual communication and appointments of middle and senior management personnel, which successfully demonstrated the results of integrated interaction.

While achieving good results in business development, we never forget where we started from and strive to fulfill our social responsibilities. During the pandemic, we reinforced the dynamic analysis, interpretation, and promotion of national macro-financial regulatory policies and strictly implemented various requirements. We have also actively participated in the “Pre-approved Principal Payment Holiday”, “SME Financing Guarantee Scheme” and “100% Loan Guarantee Scheme” launched by Hong Kong Monetary Authority and The Hong Kong Mortgage Corporation Limited, to provide loan relief and appropriate banking services to companies and individuals affected by the COVID-19 pandemic. Meanwhile, in response to the Government's anti-epidemic measures, and in line with the appeal from the Office of the Government Chief Information Officer and the Hong Kong Association of Banks, we became the first group of institutions to participate in the Leave Home Safe; in response to the call by the Hong Kong Coalition, we participated in the “Thousands of Masks, Thousands of Love” (千萬口罩獻愛心) event. We also actively participated in the employment promotion programmes organised by the Financial Services Development Council, HKCEA and the Labour Department which create job vacancies for the community.

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展望未來，面對新機遇與新風險並存的環境，我們將把握國家雙循環發展新格局和粵港澳大灣區金融合作所帶來的發展機會，進一步開拓目標業務，並持續提高盈利能力，推動銀行高質量發展！

Looking forward, in the face of an environment where new opportunities and new risks coexist, we will grasp the development opportunities brought by the China's new dual circulation development and financial cooperation with Guangdong-Hong Kong-Macao Greater Bay Area to further develop target businesses as well as continue to improve profitability and promote high-quality development of the bank!