



中國人民建設銀行

THE PEOPLE'S CONSTRUCTION
BANK OF CHINA

A N N U A L

R E P O R T

年報

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財務概要 Financial Highlights

單位：百萬元人民幣

全年度	1991	1990
總收入	21,753	17,920
總支出	19,873	15,997
淨收入	1,880	1,923
年底	1991	1990
資產總額	669,742	517,838
貸款總額	260,021	192,805
政府投資總額	159,413	139,887
存款總額	211,638	158,049

In Millions of RMB

FOR THE YEAR	1991	1990
Gross Revenue	21,753	17,920
Gross Expense	19,873	15,997
Net Income	1,880	1,923
AT YEAR-END	1991	1990
Total Assets	669,742	517,838
Total Loans	260,021	192,805
Total Gov. Invest. Loans	159,413	139,887
Total Deposits	211,638	158,049

總行領導 Senior Executives at Head Office



右起
周道炯行長
周漢榮副行長、
蘇文川副行長、
王毅山副行長

From the right:

*Mr. Zhou
Daofiong, President*

*Mr. Zhou Hanrong,
Executive Vice President*

*Mr. Su Wenchuan,
Executive Vice President*

*Mr. Wang Qisban,
Executive Vice President*

行長致辭 President's Statement



行長 周道炯
The President,
Mr. Zhou Daoqiong

1991年，是我國國民經濟和社會發展第八個五年計劃的第一年。在這一年裡，中國人民建設銀行認真貫徹治理整頓和深化改革方針，全行信貸業務和管理國家投資工作都有了新的進展，取得了新的成果。

1991年，全行存款和放款持續穩定增長，均創造了歷史最高水平。到年末，全行一般性存款餘額已突破2000億元大關，達到2116.38億元，比上年初增加535.89億元，增長33.91%。貸款餘額達到2600.21億元，當年新增672.16億元，增長34.80%。各項貸款根據國民經濟發展的需要和國家產業政策的要求，向急需發展的行業傾斜，優先保證國家重點工程的需要。全年新增固定資產投資貸款567.22億元，80%以上投向國家急需發展的能源、交通、通訊和重要原材料工業。為了籌措更多的重點建設資金，1991年建設銀行首次以債權人的身份向社會發行了80億元國家投資債券，並圓滿完成了發行任務。

1991年，全行經辦國家財政投資300餘億元，在開展“質量、品種、效益年”的活動中，進一步加強對建設資金使用的監督和管理，廣泛開展投資規模、概算執行和投資安排情況的調查研究，促進提高投資效益。通過加強財務監督和資金管理，全行1991年共為國家節約建設資金86億元。

1991年，為了適應住房制度改革的需要，已經成立了1,568個房地產信託部，承辦

了1,514個市、縣的房改金融業務。全行房改存、放款餘額分別達到103億元、55.2億元，分別比上年初增長2倍和1.5倍，有力地支持了住房制度改革。

1991年，建設銀行的融資活動十分活躍，全年折借資金總量達980億元，比上年增長13.8%；證券交易網點發展到550多個，全年證券交易總額達到60億元。

1991年，中國人民建設銀行同國際金融界的交往與合作有了新的發展，國際金融業務取得了新的成績。11月，我行在英國倫敦設立的辦事處，成為中國人民建設銀行在海外設立的第一個分支機構。全年與30多家國外銀行簽署了20多項銀匯貸款協議或雙邊貸款協議，總金額5億多美元。我行還同國內外經貿組織合資，先後成立了財務公司和租賃公司。到年底，全行外匯存款達13.94億美元，比上年初增長26.7%；外匯貸款達17億美元，增長71.1%。

1991年全行上下在心全意服務於國家經濟建設的同時，狠抓經營管理，取得了良好的經營成果：全年實現利潤48.2億元，稅後淨利18.8億元。全行資產總額達1,677.42億元，比上年增加1,519.04億元，增長29.33%。

回顧1991年我行取得的成績，我與我的同事以及建設銀行22萬員工由衷地感謝給予建設銀行熱情支持與密切合作的國內外各界朋友。1992年是我國進一步深化改革開放，大力推進社會主義現代化建設進程的重要一年。在新的一年裡，我行將認真執行國家有關的方針和政策，大力籌措資金，支持國家重點建設，進一步加強管理，不斷提高投資和經營效益，為實現國民經濟的持續穩定協調發展做出更大的貢獻。我們將一如既往，堅定不移地執行改革開放的方針，進一步發展與國內外金融界企業界的關係與合作，竭誠為客戶服務，並熱切希望得到各界朋友的支持。

周道炯

1992年2月

The period covered by this report, that is 1991, was the first year of our country's Eighth Five Year Plan for national economic and social development. During our 1991 fiscal year, due to our Bank's carefully carrying out the policy of readjustment and rectification and deepening the reform, PCBC made a considerable progress and new achievements in its credit lending and government investment funds managing operations.

1991 showed that our bank's deposit and loans kept on growing, both breaking their respective historical records. By the year end the outstanding of our regular deposit had exceeded the record of RMB 200 billion yuan, reaching 211.638 billion yuan and indicating a 33.91% increase of 53.589 billion yuan, compared with that of the year beginning, while the outstanding of lending amounted to 260.021 billion yuan, with the year's newly-increased amount and percentage respectively being 67.216 billion yuan and 34.86%. Most of the lending, issued according to the priorities in the national economic development and in compliance with the State's sector policies, was focused on those sectors that urgently need to develop, and was given to meet the needs of those State key projects. Of the year's newly-issued fixed assets investment loans, more than 80% was forwarded to such urgently needed sectors as energy, communication, transportation and raw material. For enriching the bank's funding channels, PCBC in 1991 first succeeded as a debtor in the issuance to the public of 8 billion yuan government investment bonds.

1991 proved that the government investment funds managed by the bank topped more than 50 billion yuan. 1991 was a year when a special program of quality, variety and efficiency was widely exercised in bank-

ing and industria sectors, which resulted in the enhancement of the supervision over and management of construction funds utilization. At the same time the bank made extensive investigations and studies on the investment scale, the budgetary estimation realization and investment progress so as to increase investment returns. The financial supervision and funds management the bank focused its attention on brought about the success to the bank of saving 8.6 billion yuan construction funds for the government. 1991 indicated that in order to satisfy the demand for residential housing reform, the bank set up at different tiers 1,568 real estate credit departments, which were entrusted by 1,514 cities' and counties' residential housing authority to carry on the business. The outstandings of deposit and loans received and given by the bank in this business respectively amounted to 10.3 billion and 5.52 billion yuan, 2 and 1.5 times increase over that of the year beginning. The bank's support to the residential housing reform was obvious and vigorous.

1991 told that the bank was quite active in its funding business, the evidences of which were first its total domestic money market transaction volume stood at 98 billion yuan, a 13.8% growth over the previous year; and second its bond trading offices increased to more than 550, whose total annual business volume reached 6 billion yuan.

1991 also witnessed new developments made by the bank in its contact and cooperation with the international financial and banking institutions, and also new achievements gained by the bank in its international financial and banking business. One of the instances was that an arm to the bank's international business was built up in November, that is our London Representative Office, the first overseas office of the bank.

Other instances were first the bank signed more than 20 syndication loan or bilateral loan agreements with over 30 overseas banks, whose total amount was U.S.\$500 million, and second the bank cooperated with some domestic and international economic or trade organizations in establishing successively the joint-ventured financial and leasing companies. By the end of the year the bank's foreign currency deposit and loans topped respectively U.S.\$1.394 billion, an increase of 26.7% over that at the year beginning, and U.S.\$1.7 billion, the increase being 71.1%.

While carefully and wholeheartedly serving the nation's economic construction, the bank, no matter at the Head Office or at different branch levels, focused the attention on operation and management, which brought about sound results: the year's profit amounted to 4.82 billion yuan, the after-taxation net profit totaled to 1.88 billion yuan, the total assets of the bank increased to 669.742 billion yuan, a 29.53% growth of 151.904 billion yuan over the previous year.

When reviewing what we had done and achieved in 1991, I, doing the same as my colleagues and thousands and thousands of my employees, feel very much grateful to those friends in various sectors and fields both at home and abroad for their enthusi-

astic support to and close cooperation with PCBC. In 1992, which is an important step year on our course to deepen our reform, widen our opening, and push forward and accelerate our socialist modernization construction, the bank will insist on firmly carrying out the related country policies and disciplines, make all efforts to enrich funding channels so as to support state's key project construction, and continue to enhance management and increase investment and operation returns. I have a great confidence in the bank's competence and capability to make a better contribution to the steady and stable and systematic development of national economy. In the new year, we will, as always, further strengthen our relationship and cooperation with domestic and foreign friends in the industrial and financial sectors, and do our best to well service our customers and clients. We appreciate very much support from our friends in all sectors and fields both at home and abroad when we implement with a firm determination the policy of reform and opening.

Zhou Daojiong

February 1992

概況 PCBC'S Profile

中國人民建設銀行是以經營中長期投資業務為主，既管理政府投資又經營信貸業務，既經營國內業務又經營國際業務的全國性金融經濟組織。

自1954年成立以來，中國人民建設銀行經辦的固定資產投資和地質勘探費達一萬多億元，支持建成了幾千個大中型骨幹項目和數十萬計的小型企業，還支持建成了一大批學校、醫院、住宅等生活福利設施，對奠定國民經濟物質技術基礎，提高人民群眾的生活水平，發揮了重要作用。

近年來，中國人民建設銀行貫徹改革開放的方針，經營範圍不斷拓展，各項業務蓬勃發展，組織機構更加健全，職工隊伍迅速壯大，工作手段日趨現代化。隨著改革開放的深化，中國人民建設銀行將不斷開拓與發展，成為資金實力雄厚、多功能、現代化大銀行，在我國社會主義經濟建設中發揮更大的作用。

Being characterized by majoring in the management of medium-and-long-term investments, the People's Construction Bank of China (hereinafter referred to as PCBC) is a financial and economic institution country-covered that acts both as a government investments management agent and a credit-lending entity, with the businesses ranging from domestic banking to international finance.

Since 1954, the year when the bank was established, PCBC has played an important role in laying a material and technology foundation for the national economy and in improving people's living standard, by not only facilitating the finance of thousands of large-sized key projects, but also supporting the construction of hundreds of thousands of small enterprises and such social welfare facilities as schools, hospitals and house buildings. Its management of fixed assets and budget allocations to geological prospecting has totaled up to more than one trillion RMB yuan.

In recent years, guided by the policy of reform and opening to the outside world, PCBC has greatly and vigorously extended its business rang, with the traditional businesses developing energetically. And at the same time its staff team has been enlarged, and its working facilities and means been perfected and modernized. Along with the deepening of reform, PCBC will continue its development and expansion so as to build into an all-round, multi-functional and financially powerful modern bank that will play an even greater part in the socialist economic construction of China.

江蘇分行辦公樓
The Office Building of
Jiangsu Branch



北京城建支行營業廳
The Operation Hall of
Beijing Urban
Construction Subbranch

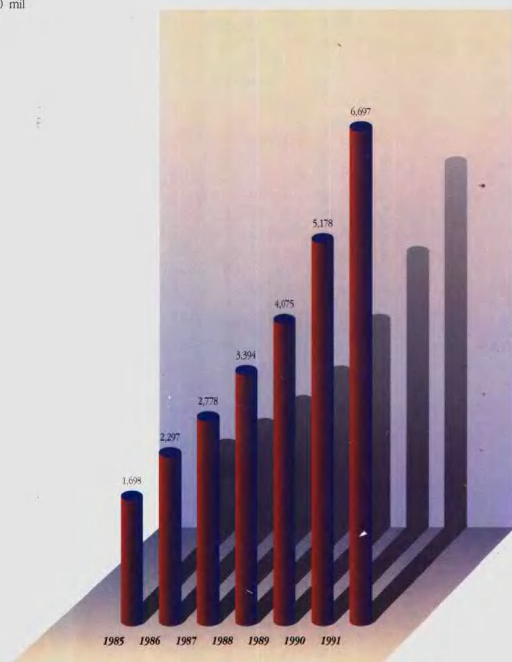


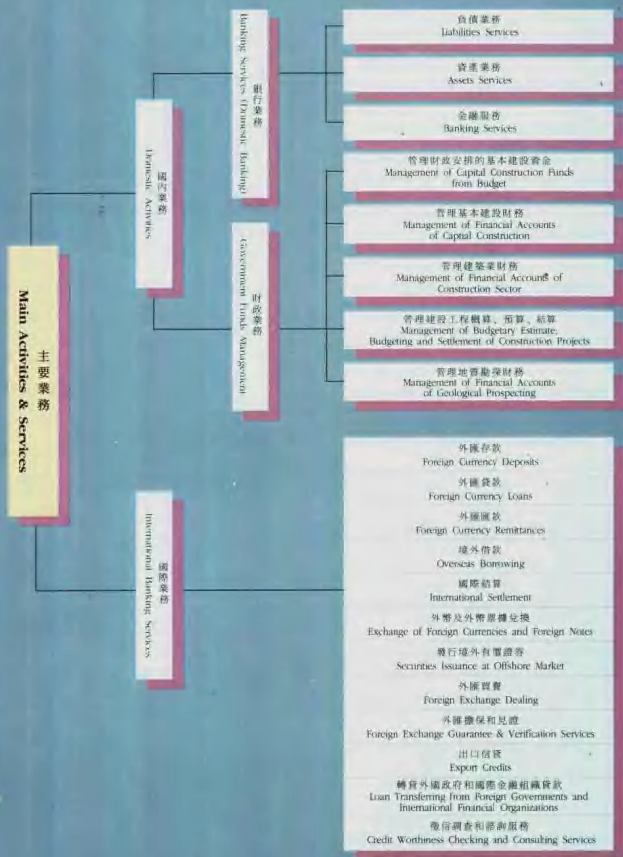
資產

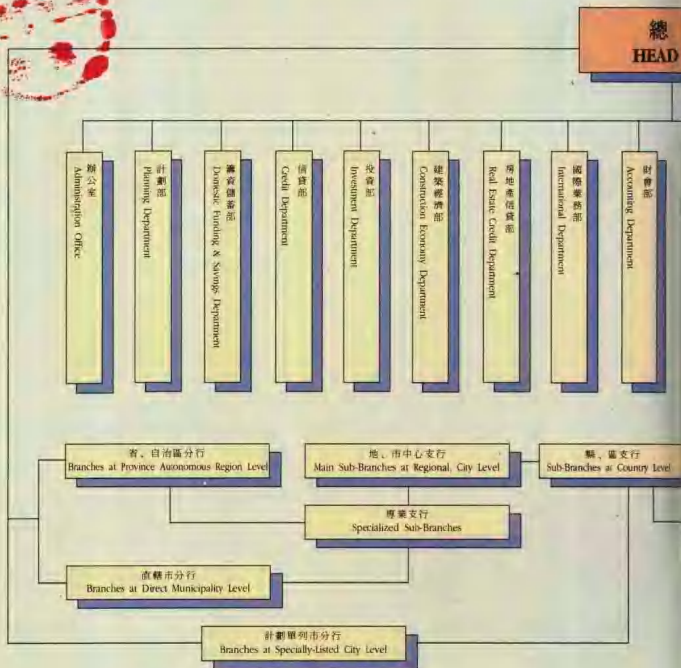
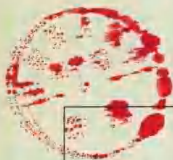
Assets

人民幣億元

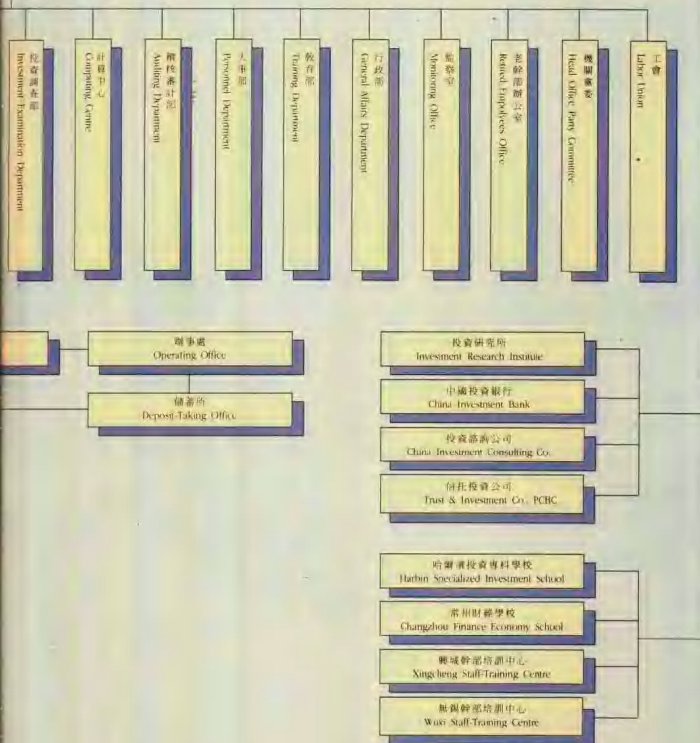
In RMB 100 mil





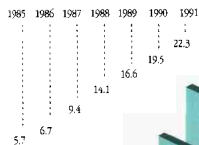


行 OFFICE



機構人員發展示意圖

The increase of offices and staffs



職員年齡構成

Percentage of Different Aged Staffs

55歲以上 3.5%

55 and above, 3.5%

46-54 歲 6.7%

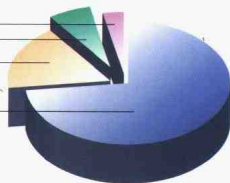
46 to 54 6.7%

36-45 歲 16.8%

36 to 45 16.8%

35歲以下 73%

35 and below, 73%



職員文化構成

The Structure of Staff Education Background

大專以上 35.9%

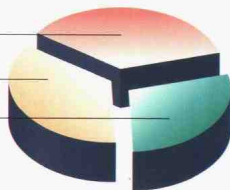
Higher education, 35.9%

中專 35.7%

Middle education, 35.7%

高中以下 28.4%

High school education, 28.4%



職員職稱構成

Percentage of Professional Positions

高級職稱 1.3%

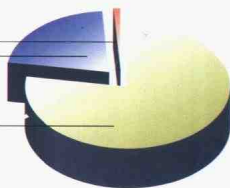
Higher positions, 1.3%

中級職稱 21.3%

Middle positions, 21.3%

初級職稱 77.4%

Primary positions, 77.4%



主要業務 Main Activities

信貸業務 Credit Lending

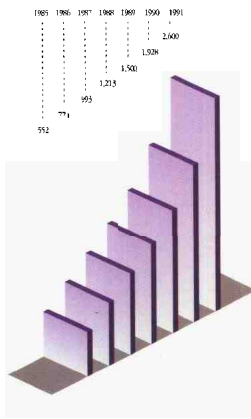
銀行貸款支持建設的
沈陽機場
Shenyang Airport
Financed by the Bank



銀行貸款支持建設的南京
新港碼頭
The Xinshengwei Port in
Nanjing supported by the
Bank's loan.



貸款
Loans



人民幣億元
In RMB 100 mil

秦山核電站
Qin Mount Nuclear
Power Station



中國人民建設銀行的信貸業務在 1991 年穩步發展，業務範圍逐步擴大。當年新增貸款餘額 672.16 億元，貸款客戶超過 25 萬個，貸款餘額突破 2,000 億元，達到 2,600.21 億元。

1991 年我行認真執行國家貨幣信貸政策，根據經濟結構調整和行業規劃的要求，在控制總量的前提下，各項貸款向重點行業、重點項目、重點企業傾斜。當年增加固定資產投資貸款餘額 567 億元，其中基本建設貸款餘額新增 482.71 億元，支持了能源、交通、原材料等重點行業的 341 個國家重點項目和大中型項目的建設；技術改造貸款餘額新增 84.51 億元，有 82% 用於限上技術改造項目和國家專項建設項目；科技開發貸款業務又有了新的發展，當年對 309 個高科技項目投入 3.5 億元貸款，是 1990 年的 2.5 倍。

為配合全國清理“三角債”工作，我行先後對固定資產投資項目注入清欠貸款資金 147.85 億元，解開債務總約 690 億元，為全國清欠工作的順利開展做出了貢獻。

1991 年，我行在進一步發展中長期貸款業務的同時，短期貸款業務也有較快發展。到年底，建築業在我行開戶的企業近 13 萬個，流動資金貸款餘額為 363.67 億元，增長 25.6%。其中：城鎮房地產開發企業貸款餘額為 80 億元，承擔國家重點建設項目施工任務的企業貸款餘額為 61.5 億元，對外承包企業貸款餘額為 9.2 億元。此外，向近 5 萬多個工商企業發放的流動資金貸款餘額已達 216.75 億元，比上年增長 44%，支持了秦山核電站、瀋陽輪船廠等一批國家重點項目和大中型項目投產發揮效益。

1991 年，我行全面推行項目評估、審貸分離、跟蹤監督等管理制度，貸款管理水平得到進一步提高。

PCBC had a stably developing year in 1991 in its credit lending sector, with the business range further expanded. The year's newly-increased loan balance was 67.216 billion yuan, bringing the total lending balance to break the record of 200 billion yuan and to amount to 260.021 billion yuan, and its credit lending customers came up to 250,000.

In 1991, the bank performed, firmly in compliance with the State's money and lending policy and with the requirement of economy and sector structure adjustment, its lending plan according to the priorities of those key sectors, key projects and key enterprises, under the premise that the total lending amount was not exceeded. The year's newly increased fixed assets investment loans balanced at 56.7 billion yuan, of which the newly-increased capital construction loan outstanding was 48.271 billion yuan, by which 341 State key and large-and-medium-sized projects were supported in energy, transportation and raw material sectors; while the newly-increased technical transformation loan outstanding was 8.451 billion yuan, 82% of which was used for those above-limitation technical transformation projects and State's special construction projects. The new lending product the bank created in 1990 had new development in 1991, the evidence of which is that the bank gave a total loan of 350 million yuan to 309 Hi-tech projects in 1991, 2.5 times of that of 1990.

To support the program of clearing chain debts that was carried out all over the country in 1991, the bank successively injected 14.785 billion yuan debt repaying loans to those fixed assets projects, which helped loose a debt chain of about 69 billion yuan. The bank played its role well in the success-

ful nation-wide clearing of debts activity.

As what it did in 1990, the bank again achieved a rapid development in its short-term lending activity when focusing its main attention on developing its long-and-medium-term lending business. By the year end, about 130,000 constructors in the building sector had opened accounts with PCBC, to whom the bank granted an outstanding of 36.367 billion yuan working capital loans, the increase being 25.6%, of which 8.9 billion yuan was given to city/town real estate companies; 6.15 billion yuan to those constructors who contracted the construction of those State key projects; and 920 million yuan to foreign-contracts-having enterprises. The bank, moreover, issued a total of 21.675 billion yuan working capital loans to about 50,000 industrial and commercial enterprises, 44% over the previous year, which supported such a group of State key projects and large-and-medium-sized projects as Qin Mount Nuclear Power Station and Weifang Alkali Works to start production and have economic put-outs.

1991 was the year when the bank extensively spread the management method of credit lending decision separating from project appraisal and project examination, and tracing and supervising, the result of which was that credit management effectiveness was greatly improved.



由我行貸款支持建設的北京165萬門程控電話項目大大改善了首都的通訊狀況

The project of 165,000 program-controlled phone system financed by the Bank has greatly improved the capital's communication condition.

籌資業務 Fund Raising Activity

建設銀行第一次以債務人的身份發行80億投資債券為國家籌建投資金
The Bank first acted as a debtor in the issuance of 8 billion yuan bonds so as to raise construction funds for the government.



建設銀行VISA卡首發式
The Ceremony for PCBC's first issuance of RMB Visa Cards



建設銀行信託投資公司正式開辦證券交易業務
The Bank's Trust Investments Company declared its formal starting of securities trading business.



1991年，全行籌資業務以提高籌資效益為中心，籌資能力明顯增強。

到1991年末，全行一般性存款餘額突破2,000億元大關，達到2,116.38億元，比年初新增535.89億元，增長33.91%，新增額超過歷史最高水平。

在組織吸收企業存款上，全行上下注重加強內部管理，開展調查研究和分析預測工作，密切與客戶的合作，改進服務工作，企業存款大幅度增長，全年新增346.55億元，存款餘額達到1,294.16億元，增長36.9%。

1991年，在儲蓄工作中，全行通過調整網點佈局，推行遠標升級管理辦法，改善服務態度和服務手段，充分發揮現有網點潛力，使居民儲蓄存款保持了持續穩定增長，點均儲額有了較大提高。到年末，新增儲額227.67億元，儲蓄存款餘額達到738.17億元，增長44.6%；全行點均儲額從年初的306萬元增加到年末的410萬元，增長34%；儲額超千萬元的高產所從年初的1840個增加到1,600個，儲蓄存款超億元的縣支行從年初的7個發展到了16個。

1991年，根據國務院要求和國家計劃安排，我行首次大規模地向國內企業事業單位、金融機構和城鄉居民個人成功地發行了80億元國家投資債券，支持了150個國家重點工程和大中型項目的建設。1991年繼續發行建設銀行金融債券同時，還承擔了代理政府、部門和企業發行債券，發行各種債券164億元。1991年，我行證券交易業務得到積極穩步發展，我行設立的證券交易機構已有146個，代辦點400多個，當年交易額達到60億元。

1991年我行信用卡業務試點工作取得良好成績，繼1990年5月廣州市分行發行萬事達信用卡後，北京、上海、天津、重慶等地的建設銀行分行也先後發行了萬事達和維薩信用卡，從而使我行經辦信用卡業務的城市分行擴大到10個。全行發卡約11,000張，共存570多萬元，交易額達到3,030萬元。

存款
Deposits

