

# 中国人保信托投资公司

China Insurance  
Trust & Investment Co.



1993 年报 Annual Report



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## 公司简介

中国人保信托投资公司是经中国人民银行批准成立的全国性非银行金融机构，是中国人民保险公司的全资附属企业。

中国人保信托投资公司成立于一九九三年一月五日，为全民所有制国营企业。公司在国家工商行政管理局登记注册，注册资本为人民币陆亿元，实收资本为人民币叁亿元，美元伍仟万元。

## Profile of the company

The China Insurance Trust and Investment Company, a wholly-owned subsidiary of the People's Insurance Company of China, is a national non-bank financial institution established on January 5, 1993 upon approval by The People's Bank of China.

The company is a state-owned enterprise registered with the State Administration of Industry and Commerce, with a registered capital of 600 million yuan and a paid-up capital of 300 million yuan plus USD 50 million.

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董事长：李裕民  
Li Yumin, Chairman

搞好资金运用  
为促进保险  
发展而奋斗

李裕民  
廿五日

李裕民董事长题词：

“搞好资金运用，为促进保险发展而奋斗！”

Chairman Li Yu-min's inscription:

"Make good use of funds and work hard for the development of the insurance industry".



总经理：刘 锐  
Liu Rui, President

## 总经理致辞

中国人保信托投资公司以新生的姿态和旺盛的活力度过了她的第一个生日。

过去的一年，是中国人保信托投资公司从无到有、蓬勃发展的一年。公司以切合实际的发展战略为指导，以灵活多样的经营方式为依托，在广阔的范围内迅速拓展其业务、扩大其影响。迄今为止，公司已成功地在全国各地，尤其是在北京、上海、深圳、重庆、张家港及珠江三角洲和长江三角洲的其他地方，建立起信托、外汇、证券、投资、期货等多项业务的广泛网络，进行了卓有成效的运作。

在过去的一年中，我们不仅致力于向社会提供高效一流的金融服务，而且有意识地将我们的经营与国家的政策和市场的需要相契合，以贷款、参股、投资等因时因地因事而宜的方式对国家大中型企业的技术改造、基础产业的发展、城市改造、市政建设和地方经济的腾飞给予了有力的支持；并在注入资金的同时输出管理，以较完善的业务信息网络和富有经营管理技能的高智识人才优势，深层次地介入企业的机制转换和发展，为企业管理的现代化及经济活动的规范化做出了自己的贡献。

今天，正是我国加快改革开放和经济高速发展的重要时期。我们希望以笃实正直的商业操守发展同众多客户的信任关系，我们更希望以积极卓越的业务进取与国内外同仁共享机会，共创未来。

刘锐



公司总经理室成员  
Leading members



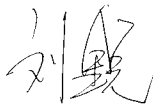
## Message from the President

In an entirely new posture and with full vigour, the China Insurance Trust and Investment Company has celebrated its first birthday.

In the past year, the company, starting from scratch, enjoyed a booming development. By a practical development strategy and in multiple operation forms, it rapidly enlarged its business scope, making itself more influential. So far, it has successfully built up a nationwide network stretching from Beijing to Shanghai, Shenzhen, Chongqing, Zhangjiagang and other places on the Pearl River Delta and the Yangtze Delta, which operates effectively in trust, foreign exchange, securities, investment and futures business.

The company not only devoted itself to offering society high quality financial services, but also kept in mind that it must abide by state policies and market principles in operations and give vigorous support to large and medium-sized state enterprises for technical innovation according to actual conditions and in various forms such as loans, equity participation and investment. Meanwhile, it actively involved itself in infrastructure development, urban restructuring, municipal construction and local economic takeoff. Apart from injecting funds into potential enterprises, the company which boasts more automated information networks, better educated personnel and abundant managerial experiences did much down to earth work for their mechanism transformation, business development, management improvement and standardization of economic activities.

Today, it is just the crucial time that China is quickening the pace of reforms and opening-up. Under the principles of honest performance and with quality services, we do hope that our friendly relations with all counterparts and customers will be reinforced and expanded. More than that, we would like, in a pathbreaking spirit, to share new opportunities and create a more prosperous future in a joint effort with friends all over the world.

A stylized handwritten signature in black ink, consisting of several fluid, connected strokes that form the characters '刘瑞' (Liu Rui).

Liu Rui





北京创格科技发展有限公司  
Beijing Trunk Science and Technology Development Co.

上海保信置业有限公司  
Shanghai Baoxin Real Development Co., Ltd.

海南中保投资发展公司  
China Insurance Trust and Investment Co.  
Hainan Zhongbao Investment Development Co., Ltd.

佛山中保投资管理公司  
China Insurance Trust and Investment Co.  
Foshan Zhongbao Investment Management Co., Ltd.

深圳阳光基金管理有限公司  
Shenzhen Sunshine Fund Management Co., Ltd.

中国人保信托投资公司珠江公司  
China Insurance Trust & Investment Company Zhujiang Co.

惠州中保实业发展公司  
China Insurance Trust and Investment Co.  
Huizhou Zhongbao Industries Development Co.

张家港保税区京港大厦有限公司  
Zhangjiagang Bonded Zone  
Jinggang Mansion Development Co., Ltd.

北京泛亚房地产开发有限公司  
Beijing Pana House Property Developmet Co., Ltd.

北京华视汽车租赁公司  
Beijing Huashi Cars Leasing Co., Ltd.

# 公司机构

## Organization

开发部 Development Dept.
人事部 Personnel Dept.
计财部 Planning & Financial Dept.
银行部 Banking Dept.
房地产部 Real Estate Dept.
投资部 Investment Dept.
证券部 Securities Dept.
项目管理部 Projects Management Dept.
期货业务部 Futures Dept.

董事会 Board of Directors
总经理 President

副总经理 Vice President
助理总经理 Senior Assistant to the President

中国人保信托投资公司上海证券业务部 China Insurance Trust & Investment Company Shanghai Securities Department
中国人保信托投资公司宜兴办事处 China Insurance Trust & Investment Company Yixing Office
中国人保信托投资公司海南代表处 China Insurance Trust & Investment Company Hainan Representative Office

# 合并资产负债表

## CONSOLIDATED BALANCE SHEET

(Dec.31,1993)

单位:万元

Unit:10,000yuan

### 资产

### ASSETS

现金及银行存款	Cash & Balances with Banks	2,496
存款准备金	Deposits Reserve on Central Bank	3,660
贷款	Loans	116,857
有价证券	Securities	13,991
投资	Long-term Investment	38,798
委托贷款	Trust Loans	40,216
委托投资	Trust Investment	39,000
应收帐款	Accounts Receivable	7,775
固定资产	Fixed Assets	5,304
其他资产	Other Assets	7,768
资产总额	Total Assets	275,865

### 负债及净值

### LIABILITIES & EQUITY

### 负债

### LIABILITIES

存款	Deposits	28,100
同业存款(同业往来)	Liabilities to Banks	10,000
中央银行借款	Liabilities to Central Bank	1,000
委托存款	Trust Deposits	79,573
PICC存款	Deposits on PICC Basis	73,767
应付帐款	Accounts Payable	8,545
其他负债	Other Liabilities	10,345
负债合计	Total Liabilities	211,330

### 净值

### EQUITY

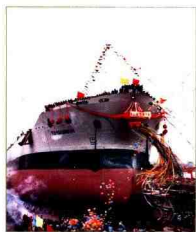
资本金	Capital	59,000
呆帐准备金	Reserve for Bad Debts	115
本年损益	Profit	5,420

负债与净值合计	Total Liabilities & Equity	275,865
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# 合并损益表

## CONSOLIDATED PROFIT AND LOSS STATEMENT

	(Dec.31,1993)	单位:万元 Unit:10,000yuan
<b>收入</b>	<b>INCOME</b>	
利息收入	Interest Income	7,264
手续费收入	Commissions	238
其他收入	Other Income	812
收入合计	Total Income	8,314
<b>支出</b>	<b>EXPENSES</b>	
利息支出	Interest Expenses	2,542
营业费用	Operating Expenses	811
其他支出	Other Expenses	673
支出合计	Total Expenses	4,026
营业利润	Operating Profit	4,288
投资收益	Investment Income	1,132
利润总额	Total Profit	5,420



## 信托业务

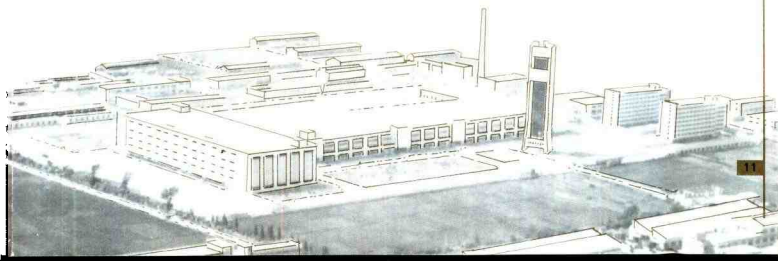
截止1993年底,公司信托、委托存款余额为10.77亿元,组织运用保险资金7.38亿元,发放流动资金贷款11.69亿元,委托贷款和委托投资7.92亿元,在壮大了公司“主业”的同时,有力地促进了国民经济,特别是基础产业的发展。

一年来,公司除利用信贷杠杆有选择地支持珠江三角洲的佛山、顺德、南海、中山、江门、三水和长江三角洲的张家港、常熟、江阴、无锡等地的国营和明星乡镇企业发展外,还集中资金支持国家大中型企业和交通、原材料等基础行业的发展。如对中国船舶工业总公司及其下属的沪东造船厂提供5500万元人民币的流动资金贷款,又如组织保险系统的银团贷款支持广东佛山市的市政建设和投资,再如支持广东省云浮水泥厂引进国外先进设备进行技术改造,累计承诺和安排资金1.2亿元等。

## Trust Business

By the end of 1993, the balance of the company's trust transactions and commissioned deposits totalled 1077 million yuan. The company had made use of its insurance capital of 738 million yuan, issued working capital loans of 1169 million yuan and handled trust loans and investments totalling 792 million yuan. At the time of self expansion, the company boosted the growth of the national economy, especially the advancement of the infrastructure industry.

In the last year, the company, by employing credit leverage, optionally supported state and township star enterprises in many places, such as Foshan, Shunde, Nanhai, Zhongshan, Jiangmen, Sanshui on the Pearl River Delta and Zhangjiagang, Changshu, Jiangyin and Wuxi on the Yangtze Delta. Meantime, much of its available funds was directed at State large and medium sized enterprises and infrastructural projects including communications and raw materials. For instance, a total of 55 million yuan in working capital loans was provided to the China State Shipbuilding Corporation and its subsidiary, the Hudong Shipbuilding Plant in Shanghai. Another example was that syndicated loans from the insurance network were launched for urban construction in Foshan city of Guangdong province. Still another example was Yunfu Cement Plant in Guangdong province to which a total of 120 million yuan was committed and arranged for its technical transformation by importing advanced equipment from abroad.





## 外汇业务

截止1993年底,公司外汇信托存款余额为6,100万美元,组织运用保险资金3,500万美元,发放外汇流动资金贷款近5,000万美元,委托贷款和委托投资4,650万美元,公司外汇长期投资535万美元,外汇资本金为5,000万美元,外汇资产负债总额达1.59亿美元,全年实现利润418万美元。

公司还接受中国人民保险公司的委托,对北京国际贸易中心投资3,900万美元。另外,公司通过佛山、顺德等地金融机构以转贷款方式,出资500万美元支持了珠江冰箱厂第四期科龙空调的技术改造,贷款500万美元支持三水电厂的火力发电厂的一期、二期工程。目前,上述项目均已投产并达到了设计的生产能力。

随着外汇资产的扩大,公司外汇业务范围也不断扩展。公司现有的外汇业务种类已涉及存款、信托存款、委托存款、流动资金贷款、委托贷款、委托投资、境外借款等多项业务。





## Foreign Exchange Business

By the end of 1993, the company's trust business and deposits commissioned in FOREX amounted to USD 61 million, use of insurance funds organized by the company to USD 35 million, FOREX working capital loans to USD 50 million and commissioned loans and investment to USD 46.50 million. Its Long-term foreign investment stood at USD 5.35 million. The company had a foreign capital of USD 50 million, foreign assets of USD 159 million, and realized profit of USD 4.18 million for the year.

As authorized by PICC, the company has also invested USD 39 million in the China World Trade Centre in Beijing. Moreover, in the form of relending through the financial institutions in Foshan and Shunde, the company advanced USD 5 million to Kelong air-conditioner of Zhujiang Refrigerator Plant for phase IV of its technical renovation and USD 5 million to the thermal power plant of Sanshui Power Plant for phases I and II of its construction. The above projects have gone into operation to their full capacity as designed.

Along with the expansion of foreign currency assets, the scope of its foreign business has also been broadened. At present, its foreign business includes deposits, trust deposits, commissioned deposits, working capital loans, commissioned loans and investment, overseas borrowing.





## 投资业务

信托投资公司的主业之一是集聚社会资金,发展投资业务,促进社会经济的发展。

在北京,公司投资成立了“北京创格科技发展公司”。公司成立仅一个月,就开发并生产了在探测原理和准确度方面居领先地位的第一代伪钞识别仪。由公司控股的座落在中关村电子一条街的泛亚大厦,目前销售情况良好。

在广东、海南,公司分别在佛山、顺德、惠州、海口等地成立了投资管理和实业发展公司,这些公司在实业投资、企业体制转换、企业兼并、收购、投资管理等多方面深层次地参与了地方经济建设的。

在上海,公司抓住机遇投入重资参与了上海浦东开发区的建设,投资入股的“陆家嘴金融贸易区联合发展有限公司”,已取得了明显的业绩。此外,公司投资的蓬莱路、河南路高层商住楼项目及公司在浦东新区投资参股兴建的中保大厦也均已开始设计。

在深圳,公司牵头并注资成立了“深圳阳光基金管理有限公司”,该基金管理公司将以高素质的管理人才和投资专家为广大投资者提供一流的服务。

在张家港,公司参与城市改造并投资兴建了“京港大厦”。