

EXECUTIVE DIRECTORS' REPORT

FINANCIAL REVIEW

Financial Performance

Hong Kong enjoyed robust economic growth in 2006, leading to a record in the number of persons employed and a sustained increase in private consumption expenditure.

Amidst this favourable economic environment, the BEA Group achieved a profit after tax of HK\$3,486 million for the year ended 31st December, 2006, a growth of 25.1% as compared with 2005.

Despite continued competitive pressure on loan pricing, the Bank Group's net interest income increased by HK\$1,105 million, or 29.4%, to HK\$4,866 million. Non-interest income increased by HK\$506 million, or 23.1%, when compared with 2005, mainly due to an increase in net fee and commission income and the net result from financial instruments designated at fair value through profit or loss. As a result, total operating income increased by 27.1% to HK\$7,564 million.

Operating expenses increased by 16.0% over 2005 to HK\$3,465 million, due to continuing expansion of the Group's activities. As a result of the significant increase in operating income, the cost to income ratio fell from 50.2% in 2005 to 45.8% in 2006.

Operating profit before impairment losses was HK\$4,099 million, an increase of HK\$1,135 million, or 38.3%, as compared with 2005.

Impairment losses on loans and advances increased by HK\$102 million, or 72.3%, when compared with 2005, partly due to a decrease in impairment losses write back and bad debt recovered. There was a write back of impairment loss on bank premises of HK\$28 million due to higher property values in 2006. In 2005, an impairment loss of HK\$210 million was recognized on vacant bank premises. As a result, total impairment losses decreased by HK\$190 million, or 48.4%.

Associates performed extremely well in 2006 and the share of profits less losses of associates increased by HK\$148 million to HK\$182 million.

After taking into account income taxes, profit after taxation was HK\$3,486 million, an increase of 25.1% over the HK\$2,786 million recorded the previous year. Profit attributable to equity holders of the Group was HK\$3,435 million, an increase of 24.9%.

Financial Position

Total consolidated assets of the BEA Group were HK\$294,202 million at the end of 2006, representing a rise of 23.2% from HK\$238,799 million at the end of 2005. Advances to customers increased by 19.8% to HK\$166,178 million.

執行董事報告書

財務回顧

財務表現

2006年香港經濟增長強勁，令就業人數創新紀錄，私人消費開支持續增加。

受惠於經濟環境向好，東亞銀行集團於截至2006年12月31日止年度內，錄得除稅後溢利港幣34億8,600萬元，較2005年上升25.1%。

儘管貸款業務競爭依然劇烈，本集團淨利息收入增加港幣11億500萬元，或29.4%，至港幣48億6,600萬元。與2005年比較，非利息收入增加港幣5億600萬元，或23.1%，主要是由於淨服務費及佣金收入，和指定為通過損益以反映公平價值的金融工具的淨表現增加所致。因此，經營收入總額上升27.1%，達港幣75億6,400萬元。

因為集團業務不斷擴張，經營支出總額相較2005年上升16.0%，至港幣34億6,500萬元。經營收入大幅增加，令成本對收入比率由2005年的50.2%，下降至2006年的45.8%。

未扣除減值損失之經營溢利為港幣40億9,900萬元，較2005年增加港幣11億3,500萬元，或38.3%。

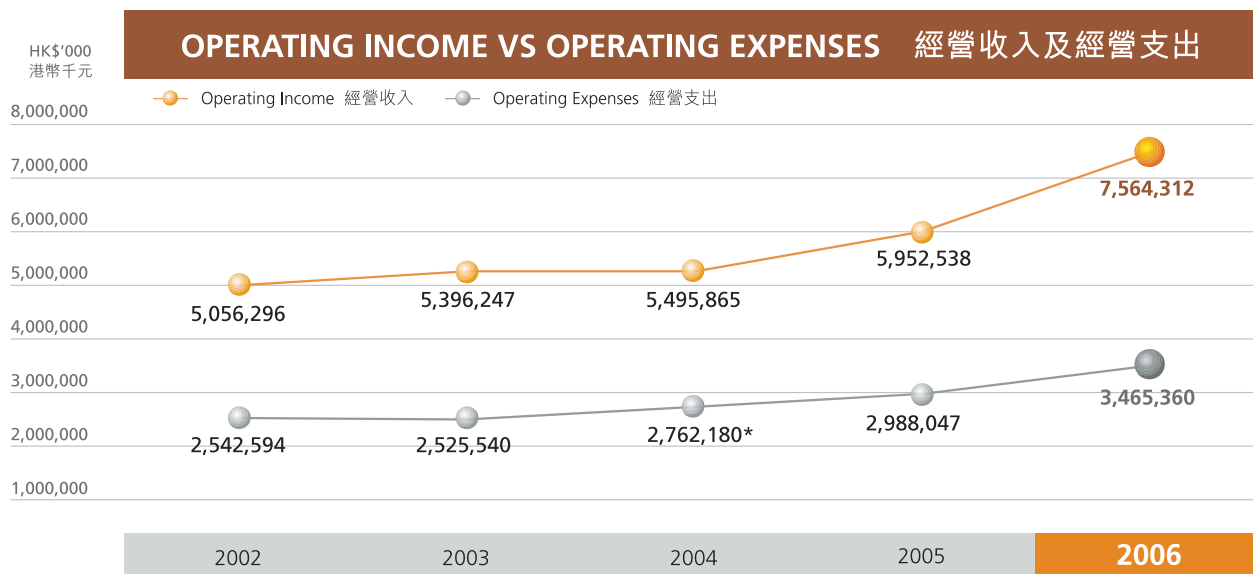
與2005年比較，貸款減值損失增加港幣1億200萬元，或72.3%，部分原因是減值損失回撥和收回壞賬減少。由於2006年物業價值上揚，本集團回撥行址減值損失港幣2,800萬元，於2005年所確認的空置銀行物業減值損失為港幣2億1,000萬元。因此，減值損失總額減少港幣1億9,000萬元，或48.4%。

本集團聯營公司2006年的表現極佳，令集團應佔聯營公司溢利減虧損增加港幣1億4,800萬元，至港幣1億8,200萬元。

經計及稅項支出後，除稅後溢利為港幣34億8,600萬元，相較2005年之稅後溢利港幣27億8,600萬元，上升25.1%。可歸屬於集團股東溢利為港幣34億3,500萬元，升幅24.9%。

財務狀況

於2006年底，本集團的綜合資產總額為港幣2,942億200萬元，相較2005年同日總額港幣2,387億9,900萬元，上升23.2%。客戶貸款增加19.8%，達港幣1,661億7,800萬元。



* Restated due to changes in accounting policies.

* 因會計政策變更而重報。

Executive Directors' Report (continued)

Total deposits increased by 18.8% to HK\$216,523 million, while customer deposits rose by 19.1% to HK\$209,524 million. Demand deposits and current accounts increased by a combined HK\$4,265 million to HK\$15,130 million. Savings accounts increased by HK\$8,147 million to HK\$43,644 million. Time deposits at year end 2006 stood at HK\$150,750 million, an increase of HK\$21,217 million, or 16.4%, when compared with the balance at year-end 2005.

In February 2006, the Group redeemed a subordinated loan amounting to US\$550 million. The Group issued a new subordinated loan of US\$500 million in June 2006. As at 31st December, 2006, loan capital stood at HK\$8,154 million, a decrease of 4.6%, when compared with the balance at year-end 2005. Total equity stood at HK\$27,645 million, an increase of HK\$3,240 million, or 13.3%, when compared with the balance at the end of 2005.

During 2006, BEA issued HKD floating rate certificates of deposit with a face value of HK\$2,500 million, HKD fixed rate certificates of deposit with a face value of HK\$500 million and USD zero coupon certificates of deposit with a face value of US\$50 million. The Bank redeemed a quantity of certificates of deposit amounting to HK\$2,835 million equivalent upon maturity, and repurchased its own certificates of deposit amounting to HK\$44 million equivalent. The Bank also issued and redeemed a number of short term TWD fixed rate certificates of deposit.

After taking into account all debt instruments issued, the loan-to-deposit ratio was 76.7% at the end of 2006, being 0.6% higher than the 76.1% reported at the end of 2005.

At the end of December 2006, the face value of the outstanding debt portfolio was HK\$7,108 million, with the carrying amount equal to HK\$6,998 million.

Maturity Profile of Debts Issued

As at 31st December, 2006

(All expressed in millions of dollars)

	Currency	Total Face Value	Year of Maturity			
			2007	2008	2009	2011
Floating Rate Certificates of Deposit						
Issued in 2005	HKD	1,500		1,500		
Issued in 2006	HKD	2,500	2,000		500	
Fixed Rate Certificates of Deposit						
Issued in 2005	HKD	500		500		
Issued in 2006	HKD	500			500	
Issued in 2006	TWD	3,150	3,150			
Zero Coupon Certificates of Deposit						
Issued in 2006	USD	50				50
Discounted Certificates of Deposit						
Issued in 2002	USD	83	83			
Step Up Certificates of Deposit						
Issued in 2003	USD	41		41		
Total Debts issued in HKD equivalent		7,108	3,397	2,322	1,000	389

執行董事報告書 (續)

存款總額增加18.8%，至港幣2,165億2,300萬元。客戶存款為港幣2,095億2,400萬元，升幅19.1%。活期和往來存款合計港幣151億3,000萬元，增加港幣42億6,500萬元。儲蓄存款為港幣436億4,400萬元，增加港幣81億4,700萬元。於2006年底的定期存款為港幣1,507億5,000萬元，對比2005年底結餘增加港幣212億1,700萬元，或16.4%。

本集團於2006年2月贖回5億5,000萬美元的后償票據後，於6月發行5億美元的后償票據。於2006年12月31日，借貸資本為港幣81億5,400萬元，與2005年底結餘比較，減少4.6%。股東權益總額由2005年底結餘增加港幣32億4,000萬元，或13.3%，至港幣276億4,500萬元。

本行於2006年內發行面值港幣25億元的港元浮息存款證、面值港幣5億元的港元定息存款證，以及面值5,000萬美元的美元零息存款證，並於到期時贖回等值港幣28億3,500萬元的各類存款證，和購回其等值港幣4,400萬元的存款證。本行亦發行若干短期的台幣定息存款證，及在到期時將存款證贖回。

經計入所有已發行的債務證券後，本行於2006年底的貸款對存款比率為76.7%，較2005年底的76.1%，上升0.6%。

在2006年12月底，本行的債務組合總額面值為港幣71億800萬元，其賬面值為港幣69億9,800萬元。

已發行債務證券的年期

2006年12月31日

(以百萬元位列示)

	貨幣	總面值	到期年份			
			2007	2008	2009	2011
浮息存款證						
2005年發行	港幣	1,500		1,500		
2006年發行	港幣	2,500	2,000		500	
定息存款證						
2005年發行	港幣	500		500		
2006年發行	港幣	500			500	
2006年發行	台幣	3,150	3,150			
零息存款證						
2006年發行	美元	50				50
貼現存款證						
2002年發行	美元	83	83			
步陞存款證						
2003年發行	美元	41		41		
所有已發行債務證券 (等值港幣)		7,108	3,397	2,322	1,000	389

Risk Management

BEA has established comprehensive risk management procedures that enable it to identify, measure, monitor and control the various types of risk it faces, and, where appropriate, to allocate capital against those risks. All risk management policies have been approved by the Board of Directors. Risk management mechanisms have been established at different levels throughout the Group. This is supplemented by active management involvement, effective internal controls and comprehensive audits in the best interests of the Group.

The Group has established an enterprise-wide risk structure and set up a centralised risk management department to handle and monitor all major risks, including credit risk, market risk, liquidity risk and operational risk. The Group has also appointed a Chief Risk Officer to oversee this function, so as to further enhance the overall risk management capability of the Bank Group.

OPERATIONS REVIEW

IMPROVEMENT TO OPERATIONS

Relocating Back-Office Operations to the Mainland

The Bank's back-office operating centre in Guangzhou, incorporated under the name of East Asia Electronic Data Processing (Guangzhou) Limited, has been running smoothly. With the business growth of the Bank, plans are being developed to expand the Centre in the forthcoming year.

Information Technology

New Accounting System

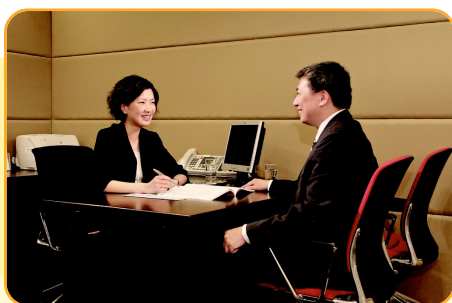
The Bank is implementing a new computer system for general ledger operations. The system was under test at the end of 2006, and will be ready for roll out in the first half of 2007.

Core Banking System

In December 2006, the second phase of the Core Banking System Implementation project, covering Deposit and Payment modules, had reached the final stage of testing. User training had commenced. A rollout command group has been established to manage all rollout tasks and the system is targeted for rollout in 2007. With the launch of the second phase of the project, the Bank is increasingly able to serve customers more efficiently and use its resources more effectively.

Customer Relationship Management System

BEA implemented a new email marketing system in 2006. This is closely integrated with the existing Customer Relationship Management platform. The new system provides a fast and cost-effective channel for the Bank to communicate with its customers in a personalised manner. It also enables the Bank to execute permission-based email marketing programmes, thereby delivering targeted information on the Bank's services to customers and raising the success rate of marketing campaigns.



With an advanced customer relationship management system, the Bank is able to maintain a close contact with its customers.

本行憑藉先進的客戶關係管理系統，時刻與客戶保持緊密聯繫。

執行董事報告書(續)

風險管理

東亞銀行已建立一套完善的風險管理程序，以識別、衡量、監察和控制本行所承受各類風險，並在適當情況下分配資本以抵禦該等風險。所有風險管理政策均經董事會批准。本集團已在各業務層面建立風險管理機制，並結合管理層的適當參與、有效的內部監控和完善的稽核程序，藉以確保本集團最大的利益。

本集團建立覆蓋各項業務的風險管理架構，並成立風險管理部門集中處理和監察各類主要風險，包括信貸風險、市場風險、流動資金風險及營運風險。本集團亦委任風險總監負責監察風險管理部的運作，從而提升整體風險管理水平。

業務回顧

營運改善措施

後勤工序遷移內地

本行設於廣州的後勤營運中心，註冊名稱為東亞電子資料處理(廣州)有限公司。該公司於2006年內運作暢順。為配合業務增長，本行計劃於來年擴大後勤營運中心的規模。

The Bank is planning to expand its back-office operating centre in Guangzhou in line with its business growth.

為配合業務增長，本行計劃擴大廣州後勤營運中心的規模。



資訊科技

新會計系統

本行即將採用新的會計電腦系統，該系統於2006年底試行，預期可於2007年上半年全面啟用。

核心銀行系統

第2階段的核心銀行系統計劃涵蓋存款和支付系統，於2006年12月進入最後測試，用戶訓練亦已開始。本行特此成立專責小組，統籌所有推行工作，預計系統可於2007年內啟用。第2階段計劃實行後，本行不但能夠提升客戶服務效率，還可以更有效地運用資源。

客戶關係管理系統

本行於2006年設立全新的電郵行銷系統，該系統與現行的客戶關係管理平台整合，為本行提供一個快捷而具成本效益的途徑，與客戶緊密聯繫。本行亦可藉此以許可式電郵進行促銷和推廣，向客戶傳遞精選服務訊息，以提高推廣活動的成功率。



PERSONAL BANKING

Branch Distribution

The Branch Rationalisation Programme continued during the year, with the opening of one new branch, the expansion of one branch, and the relocation of four branches to more prominent sites. At the end of January 2007, the total number of BEA branches in Hong Kong stood at 88.

To further enhance BEA's wealth management services, nine SupremeGold Centres were opened during the year, bringing the total number of SupremeGold Centres to 35 by the end of January 2007. The Bank plans to open another four SupremeGold Centres during 2007.

Following the easing of restrictions on Renminbi business early in the year, BEA launched a new product – Renminbi current accounts for individual customers – in March 2006. BEA customers are now able to make payment for consumer spending in Guangdong Province by personal cheque drawn on their BEA account, subject to a daily aggregate limit of Rmb80,000 per account.

Cyberbanking

During the past year, the Bank's Electronic Initial Public Offering ("eIPO") service was enhanced, creating a more efficient channel for applying for new shares via the Internet. The upgrade was very timely, being implemented before the major IPOs launched during the year. Cyberbanking's phone banking system was also upgraded.

The number of Cyberbanking customers continued to increase during the year. By the end of 2006, the Bank had over 342,000 registered Cyberbanking users. The average daily usage volume exceeded 188,000 transactions.

Corporate Cyberbanking also recorded steady growth. By the end of 2006, over 18,900 corporate customers had registered with BEA's Corporate Cyberbanking, an increase of 13% year on year.

Property Loans

Despite a host of positive economic fundamentals, the property market remained sluggish, and demand for residential mortgages contracted. As a result, competition for new mortgage business intensified during the year.

BEA responded in a number of innovative ways. The Bank pioneered a new product with the Hong Kong Mortgage Corporation, launching the Mortgage Insurance Programme for Village Houses. This brought village houses under the Mortgage Insurance Programme for the first time.

The proportion of new mortgage loans priced on the basis of the Hong Kong interbank offered rate ("HIBOR") increased significantly in 2006. BEA introduced a number of HIBOR-based mortgage products to cater for the increasing market demand for such products.

The Bank also actively coordinated with various property developers to provide preferential mortgage plans for homebuyers. This helped to sustain BEA's market share in the face of a contraction in the volume of property transactions throughout the second half of 2006.



Renminbi current accounts were launched for individual customers, who can now make payment for consumer spending in Guangdong Province by cheque.

個人人民幣往來賬戶讓客戶可用支票繳付在廣東省的消費性支出。

個人銀行業務

分行業務

本行於年內繼續推行「分行優化計劃」，除有1間新分行開業外，另亦有1間分行擴充業務，和4間分行遷至所處區內的中心地段。2007年1月底，本行在香港的分行總數為88間。

為強化財富管理服務，本行於年內增設9間顯卓理財中心。至2007年1月底，理財中心總數達35間，本行亦計劃於2007年加設4間中心。

人民幣業務於年初放寬限制，本行於3月為個人客戶推出新產品——人民幣往來賬戶。客戶可使用支票繳付於廣東省的消費性支出，每個賬戶每日的支票總交易限額為人民幣8萬元。

電子網絡銀行服務

本行在年內提升電子新股認購服務，讓客戶可於網上享用便捷的新股認購服務。是次升級剛於年內多項大型新股認購活動之前進行，正好切合時機。而且，本行亦提升了電子網絡銀行服務的電話理財系統。

電子網絡銀行服務的客戶人數不斷遞增，至2006年底，已有34萬2,000名登記用戶，平均每日交易量超過18萬8,000宗。

企業電子網絡銀行服務同樣錄得穩定增長。於2006年底，已登記使用該服務的企業客戶逾18,900名，按年增長13%。

樓宇按揭貸款

本地經濟基本因素良好，惟樓市依然呆滯，住宅按揭貸款需求收縮，致使年內新按揭貸款業務競爭加劇。

本行為此採用多個創新方法拓展業務，包括夥拍香港按揭證券有限公司推出新產品「村屋上會易」，首度把村屋納入「按揭保險計劃」範圍。

以香港銀行同業拆息為計息基礎的新造按揭貸款年內大幅增加，本行推出多個同類按揭產品，以應市場需求的增加。

本行亦積極與不同地產發展商合作，為置業人士推出按揭優惠計劃，此舉有助本行在2006年下半年物業成交量萎縮之時，得以維持市場份額。



BEA has established one of Hong Kong's largest banking networks with the total number of branches and SupremeGold Centres exceeding 120.

本行網絡為全港最大之一，分行和顯卓理財中心數目現已超過120間。



Executive Directors' Report (continued)

Consumer Loans

Consumer Finance Department

The Bank expanded its consumer loan business during the year, introducing new loan products and programmes targeted at specific market segments.

Two new personal loan centres were set up during 2006 to enhance the Bank's loan product delivery channel. At the same time, marketing of the Bank's personal instalment loan products was stepped up. As a result, new loans drawdown for this portfolio grew by 28%, as compared with the previous year.

Improvements were also made to the Bank's electronic delivery systems for personal loans. BEA deposit account holders can now apply for the loans via any BEA ATM in Hong Kong, as well as through Cyberbanking Internet, mobile phone or PDA channels.

Credit Gain Finance

Credit Gain Finance Company Limited ("Credit Gain Finance") has been set up as a wholly owned subsidiary of BEA, specialising in sub-prime personal loans for the Hong Kong market. Registered under the Money Lenders Ordinance and holding a money lenders' licence, Credit Gain Finance commenced business in mid November 2006 with four branches in Wanchai, Mongkok, Kwun Tong and Tuen Mun.

Credit Gain Finance plans to establish more branches in 2007 in order to expand its business reach.

Credit Cards

A series of marketing programmes was launched during the past year to encourage regular card usage, emphasising the convenience of using BEA credit cards for everyday spending. Brand awareness campaigns positioned the BEA card as a premium value product, and emphasised development of a long-term banking relationship with cardholders.

A notable milestone was achieved during the past year, with BEA expanding its card business in Macau. BEA now handles acquiring business for VISA, MasterCard, China Unionpay, and JCB. This has enhanced the Bank's competitive position, creating new business opportunities in Macau's retail sector at a time of high growth, while also providing the Bank the ability to support existing Hong Kong retail clients who wish to expand their business to Macau.

The Bank launched two new card products during the past year, the Hong Kong University Alumni Association VISA Card and the "BEA Prepaid Card – <Jimmy Series>". BEA also launched the exclusive "Fly&Dine Club" to reinforce and extend the "Fly and Dine" platform of its Platinum Card.

In the year ahead, BEA is planning to offer new products based on advanced chip technology to improve both security and convenience, and promote card loyalty.



Two new personal centres were set up during 2006 to enhance the Bank's loan product delivery channel.

本行於2006年設立兩間私人貸款中心，擴闊貸款產品的銷售渠道。



Credit Gain Finance was set up to provide sub-prime personal loans for the Hong Kong market.

本行設立領達財務，專門為本地市場提供次級私人貸款。

執行董事報告書(續)

私人貸款

私人財務部

本行於年內擴展私人貸款業務，推出新貸款產品和計劃，配合特定客戶群的需求。

本行於2006年設立兩間私人貸款中心，擴闊貸款產品的銷售渠道，同時又加強本行私人分期貸款產品的推廣。因此，與2005年比較，此項貸款的新提取總額增加28%。

本行亦改善網上的私人貸款系統，存款賬戶持有人現可透過本行在香港的自動櫃員機，以及電子網絡銀行服務的互聯網、流動電話、電子手賬等理財渠道，申請貸款。

領達財務

本行設立全資附屬公司——領達財務有限公司(「領達財務」)，專門為本地市場提供次級私人貸款。領達財務按照《放債人條例》註冊成立，持有放債人牌照。該公司於2006年11月中啟業，下設4間分行，分別位於灣仔、旺角、觀塘和屯門。

為拓展業務覆蓋範圍，領達財務計劃於2007年內增設分行。

信用卡業務

本行在年內推行一系列市場推廣計劃，重點在於強調本行信用卡所帶來的日常消費便利，以鼓勵客戶經常使用本行信用卡；此外，還舉辦信用卡品牌形象推廣活動，將本行信用卡定位為「超值」的產品，帶給客戶源源不絕的優惠和獎賞，而且本行亦竭誠與客戶建立長遠的服務關係。

本行於年內更把信用卡業務拓展至澳門，為業務奠定新里程。本行現處理VISA卡、萬事達卡、中國銀聯卡和JCB卡在當地的收單業務，因而提升了本行的競爭地位，使本行得以掌握澳門零售業高速增長的機遇，創造不少商機，還能協助現有香港零售客戶在澳門發展業務。

年內，本行推出兩項新信用卡產品——香港大學校友會VISA卡和東亞銀行預繳卡《幾米系列》，同時又推出白金卡客戶專享的Fly&Dine Club會籍，加強本行對白金卡客戶的飛行和飲食優惠。

本行計劃於明年推出採用先進晶片技術的新產品，以加強保安，讓客戶使用本行信用卡時更感安全方便，藉以提高信用卡的使用量。

**FLY
& DINE**
Club
Taste the World



Fly&Dine Club and BEA Prepaid Card <Jimmy Series> were launched, enabling BEA to further broaden its credit card products and services range.

Fly&Dine Club和東亞銀行預繳卡《幾米系列》的推出，使本行信用卡產品和服務範圍進一步擴闊。



CORPORATE BANKING

Corporate Banking Division

BEA maintained an active presence in the syndicated loan market in 2006 by underwriting and participating numerous financing projects. Major syndicated loan deals included HK\$13,350 million for Henderson Land Development Company Limited; HK\$12,000 million for Sun Hung Kai Properties Limited; HK\$7,200 million for Champion REIT; HK\$4,200 million for Shangri-la Asia Limited; HK\$2,600 million for China Overseas Land & Investment Limited; and HK\$4,162.5 million for Ocean Park Corporation.

On the commercial business side, loan demand in Hong Kong was stable, despite the trend for customers with business on the Mainland to look for borrowing opportunities on the Mainland. Loan quality improved. Good growth was recorded in equipment financing, along with the growth in manufacturing business. A new unsecured business loan product, the "Business Ready Cash" scheme, was launched with favourable market response. The product has further strengthened BEA's presence in the small to medium size business loan market segment.

BEA recorded satisfactory growth in its vehicle finance business and remained a key player in the taxi lending industry.

Thirteen IPO Receiving Bank projects were completed in 2006, compared to seven in 2005. One of these projects,

the Industrial and Commercial Bank of China Limited IPO, broke the world record as the largest IPO to date, while other projects received substantial oversubscriptions. BEA's systems performed well under these demanding conditions.

BEA offered a total of 47 IPO issues through its retail channels, extending a total of HK\$171.8 billion in staggering loans.

Bank of East Asia (Trustees) Limited

Mandatory Provident Fund

BEA launched two new constituent funds under its Master Trust Scheme in December 2006, namely the BEA (MPF) Greater China Growth Fund and BEA (MPF) Japan Growth Fund, providing more choices to MPF scheme members.

BEA was ranked the second best MPF performer for the year ended 30th September, 2006 according to the MPF Index compiled by Mercer Human Resource Consulting. In addition, the performance of six of the BEA MPF constituent funds were all ranked among the top 25% in their respective categories, according to the Hong Kong Investment Funds Association survey for the year ended 29th December, 2006.

Trust Services

Bank of East Asia (Trustees) Limited was appointed as trustee to the TaoHo Foundation in June 2006, which is a trust fund established for charitable purpose. Although Estate Duty was abolished in February 2006, the company still achieved more than 40% growth in revenue from its private trust business.



BEA successfully completed 13 IPO Receiving Bank projects in 2006.

本行於2006年擔任13個新股上市項目的收票銀行。

執行董事報告書(續)

企業銀行業務

企業銀行處

在2006年，本行在銀團貸款市場保持活躍，包銷及參與多個融資項目，主要的銀團貸款包括恒基地產涉資港幣133億5,000萬元的貸款、新鴻基地產涉資港幣120億元的貸款、冠君產業信託涉資港幣72億元的貸款、香格里拉(亞洲)涉資港幣42億元的貸款、中國海外發展涉資港幣26億元的貸款，及海洋公園涉資港幣41億6,250萬元的貸款。

商業貸款方面，儘管在內地營商的客戶逐漸轉往當地探求貸款機會，本地商業貸款需求持續穩定，本行的信貸素質提升。機器融資業務隨製造業的發展而錄得良好增長。本行推出嶄新無抵押商業貸款——「營商易」貸款計劃，受到市場歡迎，使本行在中小型企業貸款市場的佔有率得以進一步提高。

汽車貸款業務的增長亦見理想，本行在的士貸款市場維持一貫的主要貸款銀行地位。

本行於2005年擔任7個新股上市項目的收票銀行，2006年內更參與13個，其中包括迄今全球規模最大的新股上市項目——中國工商銀行股份有限公司；至於其他項目亦錄得大幅超額認購。本行系統在該等高要求的情況下表現良好。

本行經零售渠道提供了合共47個新股上市項目的認購服務，新股認購貸款總額達港幣1,718億元。

東亞銀行(信託)有限公司

強制性公積金

2006年12月，本行在集成信託計劃下新增2個成分基金，分別為「東亞(強積金)大中華增長基金」和「東亞(強積金)日本增長基金」，讓成員享有更多元化的基金選擇。

根據美世人力資料顧問有限公司的強積金指數，本行在截至2006年9月30日的過去一年，排名為最佳表現強積金服務供應商第2名。另外，依據香港投資基金公會截至2006年12月29日的調查結果，本行其中6個強積金成分基金均在各自所屬類別中，名列最佳表現的首25%基金。

信託服務

東亞銀行(信託)有限公司於2006年6月獲委任為何弢基金的信託人。該基金的目的是用作慈善用途。雖然本港已於2006年2月撤銷遺產稅，該公司的私人信託業務仍取得逾40%的收益增長。



The Bank launched a new marketing programme series "BEA Corporate Vanguards" to promote corporate and commercial lending.

本行推出一系列全新的企業和商業貸款市場推廣計劃「東亞企業奇兵」。

WEALTH MANAGEMENT

Structured Products

BEA expanded its structured product business significantly during the past year. A total of 110 products were launched in Hong Kong and on the Mainland, three times the number launched in 2005. Many matured early, providing attractive returns to investors.

The buoyant equity market in Hong Kong not only boosted investment sentiment but also supported the issue of a record number of exotic equity linked deposits. Once available only to high net worth individuals, the Bank successfully launched the Callable Range Accrual Series and the Discounted Shares Accumulation Series to its full customer base.

The Bank also took the initiative to introduce principal protected equity linked investment products on the Mainland and a total of nine such products were launched during the year. BEA is a pioneer in this market, taking the lead to both educate investors and establish a strong presence. The Bank was also one of the first foreign banks to obtain a Qualified Domestic Institutional Investor ("QDII") license, allowing it to sell overseas investments to local investors. Two tranches of qualified products were issued by the end of 2006.

During the past year, the Bank also upgraded its online equity linked deposit services for Cyberbanking customers.

BEA's leading position in structured products was recognised by The Asian Banker in its Excellence in Retail Financial

Services Awards 2006, with BEA winning in the Best Deposit-Linked Product category.

Mutual Fund Business / Asset Management

The Bank launched two BEA branded mutual funds in 2006, the BEA Japan Growth Fund and the BEA Greater China Growth Fund. The former adopts a feeder fund approach, with the underlying fund managed by AXA Rosenberg Investment Management Asia Pacific Limited, whilst the latter is managed by East Asia Asset Management Company Limited ("EAAM"). Market response to both funds was encouraging. Overall, the Bank's investment fund business performed well, with growth of more than 300% in terms of gross sales; and 20% in terms of net fund assets under custody.

Assets managed by the Bank's investment subsidiary, EAAM continued to grow steadily in 2006, due to satisfactory investment performance and the addition of new accounts. Assets managed for the Group's Mandatory Provident Fund and discretionary management business expanded by approximately 28% and 65%, respectively, during the period. Net fee and commission income grew by 21% and net profits increased by 28%.

To streamline the existing organisational structure and improve operational efficiency, the business and operations of EAAM were merged with its sister company, Asia Strategic Investment Management Limited. The reorganisation was completed at the end of 2006. EAAM is now the sole asset management entity of the Bank, responsible for management of the investment assets of retail, corporate, institutional and high net worth customers.



In recognition of BEA's leading position in structured products, the Bank was awarded the "Best Deposit-Linked Product" award.

本行榮獲「最佳掛鈎存款產品」獎項，在結構產品市場的領導地位備受認同。



The Bank launched a number of principal protected linked investment products in Hong Kong and on the Mainland during 2006.

本行於2006年成功在香港和內地推出多個保本的掛鈎存款產品。

執行董事報告書(續)

財富管理

結構產品

本行在年內大幅擴展結構產品業務，在香港和內地合共推出110項產品，數字相當於2005年所推出的3倍，其中大部分產品提早到期，為投資者帶來吸引的回報。

香港股市交投暢旺，不僅令投資情緒高漲，還使不少特種股票掛鈎存款可於本地市場發行，產品數字創新紀錄。本行在年內成功向各類客戶推出「可贖回按日計息系列」和「折讓股票累積系列」，將該等產品的目標客戶群拓寬，不再限於高資產淨值客戶。

本行還率先在內地推介保本的股票掛鈎投資產品，年內在內地成功推出9隻該類型的產品。作為市場先驅，本行倡導投資者教育，和全力設立強大業務網絡。2006年，本行更成為獲批「合格境內機構投資者」(QDII)牌照的外資銀行之一，可代內地投資者進行境外投資，於年底前推出了2項有關產品。

本行於年內亦提升了電子網絡銀行服務客戶享用的網上股票掛鈎存款服務。

本行在結構產品市場的領導地位得到認同，榮獲《亞洲銀行家》雜誌2006年「零售金融服務卓越大獎——最佳掛鈎存款產品」獎項。

The Bank received an encouraging market response for its two new BEA branded mutual funds, BEA Japan Growth Fund and BEA Greater China Growth Fund.

本行推出2隻東亞銀行品牌的互惠基金——「東亞日本增長基金」和「東亞大中華增長基金」，市場反應令人鼓舞。

互惠基金業務 / 資產管理

在2006年，本行推出2隻東亞銀行品牌的互惠基金，分別為「東亞日本增長基金」和「東亞大中華增長基金」。「東亞日本增長基金」採用聯接基金結構，以直接套入方式，在一對一的情況下把資產投資於一隻由安盛羅森堡投資管理亞太有限公司所管理的基金，而「東亞大中華增長基金」乃由東亞資產管理有限公司(「東亞資產」)所管理，市場對兩隻基金的反應令人鼓舞。總體而言，本行投資基金業務表現出色，銷售總額飆升超過3倍，所管理的基金資產淨值亦增長20%。

由於投資表現理想和新增不少賬戶，本行專責投資管理的附屬公司——東亞資產所管理的資產，於2006年穩步增加。期內，本行所管理的集團強積金資產和全權代客投資管理業務，分別增長約28%和65%。淨服務費和佣金收入增加21%，淨溢利則上升28%。

為精簡架構和改善營運效率，東亞資產所管理的業務和辦事處已與其姊妹公司——亞洲策略投資管理有限公司合併。架構重組於2006年底完成；現時，該公司是本行唯一專責資產管理的附屬公司，負責管理零售、企業、機構、高資產值等各類客戶的投資資產。



Bancassurance

During 2006, the Bank's life insurance business grew by 130%, as measured by the New Business Index. The Bank continues to meet the market demand by launching various new products. Products launched during the year included "3-Year Accumulator Savings Insurance", "QuickPay Whole Life Insurance" and "Education Savings Insurance", which are underwritten by Blue Cross (Asia-Pacific) Insurance Limited, a member of the Bank Group. A total of three tranches of the "3-Year Accumulator Savings Insurance" offering were launched as a result of overwhelming response from customers.

To drive the growth of the Bank's e-channel insurance business, a redesigned Bancassurance web page was premiered during the year. Customers can purchase travel insurance instantly through the site, and find out more about the Bank's entire Bancassurance range. The Bank also launched an insurance loyalty club, to promote repeat business.

Blue Cross (Asia-Pacific) Insurance Limited

Blue Cross experienced growth in all lines of business, with general insurance premium income recording an increase of 12% year on year.

Blue Cross introduced a new premium travel insurance plan in 2006, TravelSafe Plus, offering enhanced benefits. To counter the impact of rising healthcare costs, Blue Cross

adopted an adjusted pricing strategy for medical insurance. This helped the company maintain a healthy business portfolio and contributed to a steady growth in business.

In an award programme jointly organised by Hong Kong Brand Development Council and the Chinese Manufacturers' Association of Hong Kong to give recognition to outstanding brand names established by Hong Kong companies, Blue Cross was awarded the "HK Top Service Brand Awards – Emerging Service Brand". In 2006, Blue Cross also won the "Caring Company" recognition and for two consecutive years "The Most Popular Travel Insurance Company" awards.

Private Banking

The Bank re-launched BEA Private Banking in the fourth quarter of 2005, and the unit had its first full year of operation in 2006. The Bank was encouraged by the successful start of its private banking business. BEA Private Banking expands the Bank's customer profile and provides a new and stable source of fee income. The Bank is expecting its private banking unit to become a very significant part of the entire wealth management business.

In 2006, the buoyant markets rewarded investors handsomely. While maintaining a positive view, the unit will focus on assisting private banking clients to achieve a more balanced investment portfolio and returns in 2007.



The Bank continued to meet the market demand by launching various new life and general insurance products in the year.

本行於年內繼續積極推出不同的人壽和一般保險計劃，以迎合市場需求。

執行董事報告書 (續)

銀行保險業務

以新造業務指數計算，本行人壽保險業務於2006年的增長幅度為130%。本行於年內繼續積極推出不同的新產品以迎合市場需求，所推出的新產品包括「3年積達寶」、「智迅人壽終身寶」和「教育儲蓄寶」，皆由本行集團成員——藍十字(亞太)保險有限公司承保，其中「3年積達寶」更由於客戶反應熱烈而接續推出3個系列。

本行為促進網上保險業務的增長，於年內重新設計和推出銀行保險網頁。客戶現可在本行網站即時購買旅遊保險，及查閱本行全線保險產品。本行同時成立Loyalty Club，鼓勵客戶更多使用本行保險服務。

藍十字(亞太)保險有限公司

藍十字全線業務獲得增長，一般保險保費收入按年上升12%。

藍十字在2006年推出全新設計的優越旅遊保險計劃「旅遊寶」，提供更全面的旅遊保障。面對醫療成本上升的趨勢，藍十字在醫療保險保費方面所採取的彈性策略，有助於維持健康的業務組合，並推動業務的穩定增長。

藍十字獲得「香港服務名牌——最具潛質品牌」獎項。該獎項由香港品牌發展局和香港中華廠商聯合會舉辦，旨在表揚香港公司所創立的傑出品牌。此外，藍十字於2006年獲嘉許為「商界展關懷」得獎機構及連續兩年膺選「最受歡迎旅遊保險公司」獎項。

私人銀行業務

本行於2005年第4季重新推出私人銀行服務，該部門於2006年首年全面運作。私人銀行業務的成功開展，不單止為本行開拓了新的客戶群，也給本行增添一個穩定的收入來源。本行預期私人銀行將會成為財富管理業務重要的一環。

2006年投資市場蓬勃，給投資者帶來豐厚的回報。該部門對市場維持樂觀，致力協助私人銀行客戶在2007年訂定更均衡的投資組合，賺取更佳的回報。



Blue Cross was awarded the "HK Top Service Brand Awards – Emerging Service Brand", and was named "The Most Popular Travel Insurance Company".

藍十字獲得「香港服務名牌——最具潛質品牌」和「最受歡迎旅遊保險公司」獎項。



Executive Directors' Report (continued)

INVESTMENT BANKING AND SERVICES

East Asia Securities Company Limited – Securities Cybertrading

East Asia Securities continued to benefit from strong local market sentiment and investor confidence.

More customers are turning to East Asia Securities electronic trading systems. The number of Cybertrading accounts grew by 37% during the year. By the end of December, more than 57% of the company's securities clients had subscribed to the Cybertrading service. Currently, the volume of transactions executed via the Cybertrading system, expressed as a percentage of total turnover, accounts for some 51% of the number of trades and 32% of the gross transaction value.

East Asia Securities successfully launched the eIPO Service and enhanced its Mobile Phone Trading Service during the year. New services include a real-time stock quote service via mobile phones.

In view of the dramatic increase in market turnover and the subsequent increase in trading volume conducted through the Cybertrading system, East Asia Securities increased its trading capacity by acquiring three additional Throttle Rates in its Open Gateway from The Stock Exchange of Hong Kong in December 2006. East Asia Securities has plans to further upgrade its online trading system and expand its IVRS Trading System capacity in the first quarter of 2007, in order to cope with the expected continued growth in the number of Cybertrading accounts and trading volume.



East Asia Futures Limited – Futures Cybertrading

East Asia Futures, the wholly-owned futures and options broking arm of the Bank, also benefited from improved local market sentiment. In particular, trading in derivative products rose strongly. The introduction of Futures Cybertrading also played a role in attracting new customers.

The number of Futures Cybertrading accounts grew by 58% during the year, and, as of 31st December, 2006, more than 62% of the company's clients had subscribed to the service. Currently, the volume of transactions executed via the Futures Cybertrading system, expressed as a percentage of total turnover, accounts for some 48% of the number of trades and 40% of transaction value.

East Asia Futures plans to further increase the speed of order placement and introduce a stop loss function in 2007.

CHINA OPERATIONS

In 2006, BEA expanded its operations to Qingdao, with the opening of a new branch in the city. In addition, the Bank expanded its operations in many existing centres with the opening of nine new sub-branches. These included: Dalian Huafu; Guangzhou Panyu and Huadu; Shenzhen BaoAn; Shanghai Xujiahui and Jing'an; Xiamen Jiahe; Xi'an South Gate; and Macau Horta e Costa. At present, BEA has a total of 31 outlets on the Mainland, including 12 branches, 14 sub-branches and 5 representative offices. The Bank also has 2 outlets, both in Taiwan and Macau.



Securities and Futures Cybertrading recorded a continued growth in the number of accounts and trading volume, as a result of strong local market sentiment.

受惠於本地市場興旺，電子網絡證券和期貨買賣服務的賬戶數目和成交宗數均告上升。

投資銀行服務

東亞證券有限公司 — 電子網絡股票買賣服務

東亞證券受惠於本地市場興旺和投資信心增強，業務續見增長。

年內，轉用其電子交易系統的客戶人數不斷增加，使電子網絡股票買賣服務的賬戶數目上升37%。於12月底，在本行證券客戶中，已有逾57%使用該服務。現時，經由電子網絡股票買賣系統完成的交易(以營業總額的百分比計算)，分別佔該公司錄得的總成交宗數和總成交金額的51%和32%。

東亞證券成功推出電子網絡新股認購服務，亦增強了流動電話買賣服務。新服務包括通過流動電話提供的實時股票報價。

鑒於市場成交額大增，透過電子網絡買賣服務系統進行的交易隨之增加，東亞證券於2006年12月向香港聯合交易所增購3個開放式網間連接器節流率。該公司預期電子網絡股票買賣服務的賬戶和成交量將會持續增長，正計劃於2007年首季進一步提升網上交易系統，和擴充「話音識別互動買賣系統」。

東亞期貨有限公司 — 電子網絡期貨買賣服務

本行全資附屬期貨和期權買賣服務機構 — 東亞期貨有限公司，也受惠於本地市場氣氛好轉，在衍生產品方面的交易尤其大幅增加。電子網絡期貨買賣服務的推出，吸引到不少新客戶使用該公司服務，效益顯著。

年內，電子網絡期貨買賣服務的賬戶數目增長58%；至2006年12月31日，已有超過62%的客戶登記使用該服務。經由電子網絡期貨買賣系統完成的交易(以營業總額的百分比計算)，分別佔總成交宗數和總成交金額的48%和40%。

東亞期貨計劃於2007年進一步提升落盤指示的操作速度，並且引入止蝕功能。

中國業務

在2006年，本行把業務拓展至青島市，在該市設立分行，另外又擴展眾多據點的業務，增設大連華府、廣州番禺和花都、深圳寶安、上海徐家匯和靜安、廈門嘉禾、西安南門，及澳門高士德合共9間支行。本行現於內地設有31個據點，包括12間分行、14間支行和5間代表處，同時在台灣和澳門各設有2個網點。



BEA's presence in Greater China was further strengthened with the opening of Qingdao Branch, and 9 sub-branches in existing centres.

本行持續拓寬大中華業務版圖，除在青島開設分行外，亦在其他據點增設了9間支行。

BEA has obtained initial approval from the China Banking Regulatory Commission ("CBRC") to open a full branch in Shenyang. Preparations are expected to be complete in the first quarter of 2007. Further expansion is planned for 2007, including but not limited to upgrading the existing representative offices into full branches and establishing more sub-branches on the Mainland and in Macau.

BEA continues to be a market leader on the Mainland. BEA was one of the first foreign banks granted QDII status by the CBRC; the first to obtain a foreign exchange quota to conduct QDII business; and one of the first accredited to provide Renminbi ("Rmb") fixed deposit services to local residents (minimum deposit of Rmb1 million).

Furthermore, BEA obtained a preliminary approval from the CBRC for the establishment of a locally incorporated bank on the Mainland, namely The Bank of East Asia (China) Limited ("BEA-China"). The establishment of BEA-China will enable the Bank to offer a full range of Rmb services to local residents, in addition to all existing business activities.

BEA's Greater China non-Hong Kong loan portfolio grew by 63% during the year, while net profit grew by 88%. BEA is confident that the business results in this market will continue to show strong growth, as full liberalisation of the banking sector on the Mainland becomes a reality.

OVERSEAS OPERATIONS

BEA continued the implementation of its international expansion strategy during the year. In May, BEA completed its acquisition of National American Bancorp, San Francisco, California ("NABancorp"). NABancorp is the holding company of National American Bank ("NAB"), a commercial bank in San Francisco with three full-service branches serving the Greater San Francisco area. As part of the acquisition, NAB merged with the BEA Group's subsidiary, The Bank of East Asia (U.S.A.) N.A. ("BEA-USA"). BEA-USA now operates in New York, Greater Los Angeles and San Francisco. A new BEA-USA web site and Internet Banking were launched on 15th November, 2006.

In May, the Kuala Lumpur Marketing Office of Labuan Branch and Kuala Lumpur Representative Office were relocated to MNI Twin Towers. In December, the Singapore Branch of BEA signed an agreement for the purchase of a commercial building at 60 Robinson Road and the sale of its existing building, with the transaction targeted for completion by 2008. These initiatives will provide additional office space for the Bank's expansion plans in Singapore and Southeast Asia.

BEA's overseas business units recorded growth of 23% in the loan portfolio, despite heavy loan prepayments. Overseas business units achieved an increase of 8% in operating profit for the year ended 31st December, 2006.



BEA Group's subsidiary, BEA-USA, expanded its operations after merging with National American Bank.

本集團附屬公司——美國東亞銀行與美國國家銀行合併後，業務版圖更見廣闊。

執行董事報告書 (續)

本行已獲中國銀行業監督管理委員會初步批准設立瀋陽分行，籌建工作預計於2007年首季完成。為進一步拓展業務，本行亦計劃把現有代表處升格為分行，及在內地和澳門增加支行。

本行在內地市場穩居領導地位，不但是首批獲中國銀監會發予QDII資格的外資銀行之一，也是首間取得QDII外匯額度的外資銀行，同時亦在首批獲許經營對內地居民人民幣定期存款服務(最低存款額人民幣100萬元)的銀行之列。

此外，本行獲中國銀監會批准籌建一間在國內的本地註冊銀行，名為東亞銀行(中國)有限公司。該公司成立後，本行將可向內地居民提供全面的人民幣服務和其他現有銀行服務。

本行在大中華(香港除外)的貸款組合，年內增長63%，淨溢利則有88%的增加。本行相信內地銀行業全面開放後，內地業務必將續有可觀增長。

海外分行業務

本行貫徹國際業務的拓展策略，於5月完成收購加州三藩市的National American Bancorp (NABancorp)，NABancorp為美國國家銀行(National American Bank)的控股公司。該商業銀行在大三藩市區設有3間提供全面服務的分行，現已合併於本集團附屬公司——美國東亞銀行內。收購完成後，美國東亞銀行的業務網絡覆蓋紐約、大洛杉磯和三藩市，並於2006年11月15日在美國推出全新網站和網上銀行服務。

本行納閩分行的吉隆坡市場推廣辦事處和吉隆坡代表處，於5月遷往MNI Twin Towers。12月，新加坡分行簽署協議，收購位於Robinson Road 60號的一幢商業大廈，以及出售其現有大廈，有關交易預計於2008年完成，由此可增加辦公室用地，配合本行在新加坡和東南亞的業務擴充計劃。

雖然提早還款個案大增，海外分行業務依然錄得23%的貸款業務增長。在截至2006年12月31日止年度，海外分行業務的經營溢利上升8%。



Macau Horta e Costa Sub-branch is BEA's second outlet in Macau.

澳門高士德支行是本行在澳門的第2個據點。

CORPORATE SERVICES

The BEA Group, through Group member Tricor Holdings Limited ("Tricor"), is a leading provider of business, corporate and investor services in the region. These services include accounting, company formation, corporate compliance and company secretarial, executive search and selection, initial public offerings ("IPO") and share registration, payroll outsourcing and fund and trust administration.

Tricor recorded strong growth in profit for the year as a result of continued business expansion. Its fee revenue, which exceeded HK\$600 million this year, made an important contribution to BEA Group's fee and commission income. Tricor's investor services practice has benefited from the buoyant IPO activity in the capital markets in Hong Kong during the past year. It provides share registration and other related investor services to over 50% of the companies listed in Hong Kong. The Hong Kong office has also experienced strong demand for its accounting and payroll outsourcing services and its company secretarial and corporate compliance work from both private and public entities. In addition, the overseas offices have operated well and made a meaningful contribution to Tricor's total revenue.

In January 2006, Tricor consolidated its Hong Kong offices into a single location at Three Pacific Place on Hong Kong Island. January 2006 also saw the welcome addition of Kuala Lumpur and Penang offices to Tricor's regional operation, underlining Tricor's leading position in the business. Further, Tricor acquired the business services practices of Ernst & Young in Beijing, Guangzhou, Shanghai and Shenzhen, enhancing its rapidly developing operations in the Mainland.

Tricor now employs 1,000 professional and support staff and provides services in 10 cities in the region. Its senior management comprises highly experienced accountants, chartered secretaries and lawyers who are leading professionals in the integrated business, corporate and investor services business.

HUMAN RESOURCES

The Bank of East Asia Group employees at the end of December 2006:

Hong Kong	4,803
Other Greater China	2,161
Overseas	761
Total	7,725

The Bank aims to provide a challenging and rewarding career for all its employees. In recent years, it has introduced a new grading structure to benchmark job positions, enhanced personnel policies and benchmarked its staff benefits offering against the market. An enhanced training programme, provided both in-house and outsourced, aims at empowering staff to perform effectively in their jobs under an increasingly competitive environment. Continuing professional training was provided for licensed intermediaries of related financial businesses to enhance their professional competence and integrity. To encourage a healthy lifestyle and team building, the Bank's Staff Sports and Recreation Club organized numerous social and sports activities.

David LI Kwok-po

Chairman and Chief Executive

Joseph PANG Yuk-wing

Executive Director

CHAN Kay-cheung

Executive Director

Hong Kong, 8th February, 2007

執行董事報告書 (續)

企業服務

本集團成員——卓佳集團(「卓佳」)在區內的商務、企業和投資者服務市場居於前列，服務範圍涵蓋會計、公司成立、企業法規監管及公司秘書、行政人員招聘、首次公開招股及股份登記、支薪外判，及基金和信託行政管理。

有賴業務的持續擴張，卓佳於年內錄得可觀的溢利增長，服務費收入逾港幣6億元，為本集團的服務費和佣金收入作出主要貢獻。年內本地資本市場的首次公開招股活動頻仍，卓佳的投資者服務業務因而受惠。其股份登記和其他相關投資者服務已為本港逾50%上市公司所採用。客戶對卓佳香港辦事處的會計和支薪外判服務需求龐大，其公司秘書和企業法規監管服務亦為大量私人和上市公司所採用。此外，卓佳的海外辦事處業績理想，為卓佳收入總額作出貢獻。

2006年1月，卓佳把3個香港辦事處統合於港島的太古廣場三期，亦在吉隆坡和檳城增設辦事處，進一步鞏固其在區內的領導地位。卓佳亦收購安永會計師事務所在北京、廣州、上海和深圳的商務服務業務，加快內地業務的發展。

卓佳目前聘有1,000名專業人員和後勤員工，服務區內10個城市。其高層管理人員包括經驗豐富的會計師、特許秘書和律師，皆為商務、企業和投資者綜合服務的專才。

主席兼行政總裁

李國寶

香港，2007年2月8日

執行董事

彭玉榮

人力資源

東亞銀行集團於2006年12月31日的員工人數如下：

香港	4,803
其他大中華地區	2,161
海外	761
合計	7,725

本行致力給予全體員工富挑戰性的良好事業發展機會，近年推行新的員工職級制度，不僅調整了職級架構，還改善了人事政策，令本行的員工福利與市場接軌。同時，本行亦加強員工訓練，包括內部培訓和外判課程，讓員工能在競爭日益激烈的環境下有效地執行工作。本行也不斷舉辦持續訓練課程，使持有相關金融業務牌照的中介人員工能強化其專業技能和操守。為推動健康生活和團體精神，本行員工康體會於年內舉辦不少康樂和體育活動。

執行董事

陳棋昌