



对外交往与合作  
International Exchanges

2003年,为适应新形势,迎接新挑战,中国进出口银行在进一步推动业务发展的同时,积极与国际同业加强交流,对外交往与合作更加活跃。

### 一、扩大代理行网络

截至2003年12月底,中国进出口银行共与137家银行及其312个分支机构建有代理行关系,代理行网络遍布100个国家和地区的139个城市。与代理行在资金往来、国际结算、人员培训、信息交流等方面均积极开展合作。

### 二、加强与其他国家出口信用机构的交流与合作

2003年,中国进出口银行采取积极措施,努力加强与其他出口信用机构的交往与合作。2003年10月,进出口银行领导率团参加了第九届亚洲出口信用机构年会并签署了《多边信用证保兑协议》,这是我行连续第九年参加该年会。此外,还会见了美国进出口银行、日本国际协力银行、非洲开发银行、斯洛伐克进出口银行、匈牙利进出口银行、罗马尼亚进出口银行等出口信用机构的高层领导,积极开展同业交流,加强合作。



### 三、全面加强对外友好往来,积极推进友好合作关系

#### (一) 接待来访

2003年,中国进出口银行领导出席国家领导人外事活动以及会见外宾90余次,其中会见政府高层领导或外交使节40余次。主要有:圭亚那总统、巴基斯坦总统、赞比亚总统;苏丹灌溉和水资源部部长、巴基斯坦铁道部部长、苏丹财政国民经济部部长、几内亚经济和财政部部长、古巴政府部长、蒙古财政经济部部长、津巴布韦工业和国际贸易部部长、苏里南财政部部长、塞尔维亚与黑山共和国财政部部长、贝宁能源部部长、越南财政部部长、坦桑尼亚财政部部长、巴基斯坦铁路董事会主席、巴布亚新几内亚石油、能源和矿产部部长等。外交使节包括罗马尼亚驻华大使、伊朗驻华大使、古巴大使及驻华公使、蒙古驻华大使、乌兹别克斯坦驻华大使、津巴布韦驻华大使、印度驻华大使等。



积极与银行同业探讨业务合作。2003年,中国进出口银行领导会见了许多著名国际大银行及知名国际金融机构的领导人,主要有:美国银行家协会、俄罗斯联邦银行、俄罗斯国际工业银行、俄罗斯外贸银行、东京三菱银行、瑞穗实业银行、东方汇理银行、法国巴黎银行、巴克莱银行、德国商业银行、美林集团、野村证券和大和证券株式会社等。

为配合业务发展,中国进出口银行还接待了津巴布韦贸工部代表团、苏里南财政部代表团、蒙古代表团、菲律宾财政部代表团等,并连续第三年接待了韩国输出入银行新行员访华代表团,举办了两行青年行员的交流、联谊活动,推进了两行间的友谊和关系。

#### (二) 外事出访

2003年,董事长、行长羊子林陪同吴仪副总理出访了拉美8国。为配合温家宝总理访问印尼、吴邦国委员长访问菲律宾、贾庆林主席访问斯里兰卡等国的活动,羊子林行长、赵文章副行长、朱鸿杰副行长分别出访了上述

国家。

为发展对外关系和国际经贸合作，促进信贷业务的开展，2003年中国进出口银行领导多次率团出访，签署贷款协议，考察相关出口信用机构运营机制，介绍宣传我行业务。主要访问的国家有：越南、印度尼西亚、菲律宾、日本、韩国、赞比亚、蒙古、斯里兰卡、苏里南、委内瑞拉、英国、瑞典、挪威、丹麦、塞舌尔、津巴布韦、博茨瓦纳等。

上述出访活动，加强了中进出口银行与外国政府、金融机构的往来，增进了相互了解和合作，促进了国家重点项目的落实，推动了各项业务的顺利开展。

In 2003, a year of opportunities as well as challenges, The Export-Import Bank of China, while providing support to national export and pushing for its own portfolio operations, was aggressive in maintaining exchanges with its partners and developing relations with peer banks across the world, resulting in remarkable activities in two-way visits and cooperation of mutual interest.



#### 1. Network of overseas correspondent banks expanded

Figures available by the end of 2003 indicated that the Bank now maintains correspondent relationships with 312 branches of 137 foreign banks in 139 cities dotting 100 countries and regions. With these correspondent partners the Bank maintains a wide range of cooperation in funds transfer, cross-border settlement, staff training and information exchange.

#### 2. Communication with other ECAs improved



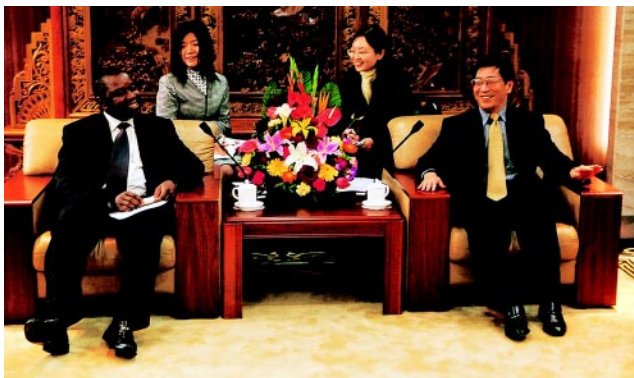
The Bank initiated approaches and schemes in 2003 in improving dialogues and cooperation deals with the export credit agencies of other countries. Senior executives of the Bank attended the Ninth Annual Meeting of Asian Export Credit Agencies, where they signed the Multilateral Letter of Credit Confirmation Facility Agreement. During last year, they also received at the headquarters their counterparts from the United States, Japan, Slovakia, Hungary, Romania and other countries as well as the head from African Development Bank.

#### 3. Two-way VIP visits and exchanges increased

##### 3.1. State & VIP Guests



In 2003, top executives of the Bank received – sometimes together with the State leaders – 90 groups of foreign visitors, more than 40 of which were senior officials and diplomatic envoys of governments. These included the Presidents of Guyana, Pakistan, and Zambia. Ministers and other senior government officials included Minister for Irrigation and Water Resources and Minister of Finance, the Republic of Sudan, Railway Minister of Pakistan, Minister of Economics and Finance of Guinea, Government Minister of Cuba, Minister of Economics and Finance of Mongolia, Minister of Industry and Commerce, Zimbabwe, Finance Minister of Suriname, Finance Minister of the Republic of Serbia and Montenegro, Energy Minister of Benin, Finance Minister of Vietnam, Finance Minister of Tanzania, Chairman of Railroad Board, Pakistan, Minister for Energy and Minerals of Papua New Guinea, and others. Diplomatic envoys and other mission heads included ambassadors to the People's Republic of China of Romania, Iran, Cuba, Mongolia, Uzbekistan, Zimbabwe, India, and other countries.



Top executives and leaders of the Bank held last year many successful discussions on business partnership and other cooperation possibilities. VIP guests included those from the following banks and organizations: American Bankers' Association, Central Bank of the Russian Federation, International Industrial Bank of Russia, Bank for Foreign Trade of Russia (Vneshtorgbank), Bank of Tokyo–Mitsubishi, Mizuho Corporate Bank. Ltd, Credit Agricole Indosuez, Bank of Paris, Barclays Bank, Commerzbank A. G. of Germany, Merrill Lynch & Co., Nomura Securities Co. Ltd, Daiwa Securities Co. Ltd., and others.

Senior executives of the Bank also received delegation visits headed by government ministers from such countries as Zimbabwe, Suriname, Mongolia, and the Philippines. The Bank received, for the third year as an annual event, a delegation of new recruits from the Export–Import Bank of Korea, who exchanged views in goodwill functions and enjoyed group activities with their peers from the Bank.

### 3.2. Outbound Visits

Last year, Mr. Yang Zilin, Chairman and President, accompanied Vice Premier Wu Yi on an official trip to eight Latin American countries, and was on a business trip specifically for the assignments associated with Premier Wen Jiabao's visit to Indonesia. Vice President Zhao Wenzhang was on the entourage when Mr. Wu Bangguo, Chairman of the Standing Committee of the NPC, toured the Philippines. And Vice President Zhu Hongjie visited Sri Lanka as to implement the tasks associated with the visit of Mr. Jia Qinglin, Chairman of the CPPCC (China People's Political Consultative Conference).

Last year, destinations of international visits and tours headed by senior executives of the Bank ranged from Vietnam, Indonesia, the Philippines, Japan, South Korea, Zambia, Mongolia, and Sri Lanka in Asia, to Suriname and Venezuela in South America, from the United Kingdom, Norway, Sweden, and Denmark in Europe, and to

Seychelles, Zimbabwe and Botswana in Africa. On visits to these countries banking officials signed agreements on credit extension, making surveys on operation mechanism of peer organizations, and doing road shows for the core business lines of the Bank.

These visits have been important in increasing exchanges of views and communication with foreign governments and financial agencies, enhancing their mutual understanding and cooperation, greatly facilitating the implementation of Bank-financed projects entrusted by the central government of China, and proving instrumental to all the business operations of the Bank.

