



重大项目情况
Major Projects

出口巴基斯坦铁路机、客车项目

Pakistan: locomotives and carriages

2003年3月，中国进出口银行向中国机械进出口（集团）有限公司提供了6.5亿元人民币的出口卖方信贷，用于支持该公司出口巴基斯坦175辆铁路客车项目。7月，向四川东方电力设备联合公司提供了6.8亿元人民币和460万美元的出口卖方信贷，用于支持该公司出口巴基斯坦69台铁路机车项目。

巴铁机、客车项目是巴基斯坦政府铁路“全面修复计划”中的一个重要环节。出口铁路客车项目合同总金额9189万美元，该项目的实施不仅有利于改善巴基斯坦铁路的运营条件，还将大大提升巴铁路部门的加工、生产和制造水平。出口铁路机车项目合同总金额为9825万美元，是我国目前一次性出口机车数量最多、出口金额最大的合同。该项目不仅出口铁路机车，还涉及

到相关技术的转让和当地的CKD、SKD组装，合同的签署有助于提高中国出口产品的质量以及科技含量。

以上两个项目的实施对进一步加强两国政治经济关系，提升中国企业在国际市场上的竞争力将起到积极的推动作用。

In March 2003, the Bank signed a supplier's credit agreement with China National Machinery Import & Export Corporation, providing RMB 650 million in support of its export to Pakistan of 175 railway carriages. And in July, the Bank signed a similar deal with Dongfang Electric Corporation of China for a supplier's credit that had two lines: one for RMB 680 million yuan, and the other for USD 4.6 million. This second credit agreement was to support Dongfang's export to Pakistan of 69 railway locomotives.

The imports of the said locomotives and railway cars are an important part of the "Railway Rehabilitation Program" of the Pakistani government. A successful execution of the two contracts, which combine to value USD 91.89 million, while standing to greatly improve the local railway transportation facilities, will benefit the manufacturing and related sectors in that country as well.

The master contract for the locomotive export project totaled USD 98.25 million, so far the largest deal for China in terms of the number of engines to be exported, and of the monetary sum involved. Under the contract there will be transfer of related technologies and local CKD and SKD assemblies in additions to the export of railway locomotives. For this reason, the signing of the said contract will be of importance for China in the upgrading of both the quality and the technological contents of her export machinery and equipment.

The implementation of the two contracts will further the political and economic relations between China and Pakistan, and play an active promotional role in whetting the competitiveness of Chinese manufacturers on the global market.



印尼南苏门达腊省巨港电站项目

Indonesia: power plant

2003年3月，中国进出口银行向中国化学工程总公司提供了总额为7.1亿元人民币境外投资贷款，用于支持该公司采取BOOT（建设、运营、拥有、转让）方式承建印尼南苏门达腊省巨港3×55MW燃气-蒸汽联合循环电站项目。

这是国内企业首次以BOOT方式承揽境外电力工程项目，也是中国进出口银行积极支持国内有比较优势的企业“走出去”开展的又一境外投资项目。BOOT项目所需资金多，项目周期长，投资风险大，但同时也具有相当大的发展潜力和获利空间，一般多用于交通、能源等基础设施领域。这种方式为资金实力雄厚，综合经营能力强的承包商提供了更多的占有市场份额的机会，受到许多国际知名企业的青睐。该项目是国家实施“走出去”战略的重点类型项目，它本身不仅带动了5000多万美元的机电设备出口，而且是中国企业以多种形式承揽工程承包项目进行的有益尝试。

In March 2003, the Bank provided a credit worth a total of RMB 710 million to China National Chemical Engineering(Group) Corp. The offshore investment loan was to provide support to the company for its handling of the project for building a 3 × 55 MW gas-steam bi-generation cycle power plant in South Sumatran Province, Indonesia. The project shall proceed in a Build-Operate-Own-Transfer approach.

It was the first time when a Chinese company adopted the BOOT form in undertaking a power-generation contract in an overseas project. For The Export-Import Bank of China, however, it was but another case underlining its support to well-established Chinese enterprises with comparative advantages in their accessing the international market.



A BOOT project involves a tremendous investment, years of contract lifecycle, and enormous risks. Meanwhile, it provides immense potentials for local development and corporate profitability, often applied to transportation, communication, energy, and other infrastructure sectors. It is a transnational-friendly approach that provides more opportunities for market shares to contractors who have both financial and managerial clouts.

This Sumatran project, as one of the key programs implementing the national “going out” strategy, will spill over to the export of mechanical and electronic equipment worth more than USD 50 million. Meanwhile, it is one more cracking Chinese manufacturers and exporters are experimenting in taking up international construction contracts.



“一站式”融资模式支持船舶出口

“One-stop” financing support to ships export

2003年,中国进出口银行在运用“一站式”融资模式支持船舶出口方面取得丰硕成果。该项服务是为提高国产船在双壳散货船市场上的国际竞争力而设计的。2003年进出口银行以此种融资模式签署了3个买方信贷船舶融资贷款协议,协议总金额约5940万美元,共支持了10艘5.3万吨灵便型双壳散货船的出口,其中出口英国2艘,出口挪威8艘。

所谓“一站式”融资方式,是指由船舶经纪人、船级社和融资银行三方合作的一种融资安排,为船舶出口提供配套服务,即由船舶经纪人联络船东,争取批量订单,由船级社根据建造需要选择有能力的造船厂并提供相应的技术支持,由融资银行提供交船前的资金并负责交船后的融资安排。目前,中国船舶出口虽然已经取得长足进展,但在国际市场上仍面临强劲的对手,尤其是在船型设计、融资方式等方面。为了推动国内船舶出口,中国进出口银行联合国外著名船级社和融资银行采取“一站式”融资服务的做法,通过提供捆绑式服务和融资多元化,增强了国产船在国际市场上的竞争力,扩大了我国船舶出口数量、提高了建造质量。

In 2003 the Bank achieved lofty results in supporting the export of ships and other vessels by using the “one-stop” or “under one roof” financing approach. This is a service designed to enhance the competitiveness of Made-in-China catamaran barge carrier on the world market. In 2003 the Bank signed three agreements in this method for buyer’s credit valued USD 59.4 million, which was earmarked for exporting 10 catamaran barge ships with 53,000 tons of capacity each, two to Great Britain and eight to Norway.



The “one-stop” approach refers to a joint financing arrangement among a shipbroker, a classification society, and a financier, designed to provide a package service to the export of ships and other vessels. Under this arrangement, the broker approaches a shipping carrier for obtaining a large order for ships. The society screens for a qualified ship builder and provides necessary technical support based on building requirements. The bank, in turn, supplies the funds that will be channeled to manufacturing, and arranges financing maneuver after the ship or ships are delivered.

The ship building industry of China has made recognized headways in its export but nevertheless faces fierce competition on the world market, especially in the designing and financial aspects. The Bank, in joint efforts with eminent classification societies and financing organizations overseas, helps to boost the competitiveness of Made-in-China ships in the global market, the export volume of ships and other vessels, and their delivered quality, by providing “one-stop” packaged financing with varied fund sources and bundled services.

宜昌市环境治理项目

Yichang: environmental project

2003年7月，中国进出口银行与宜昌市城市建设投资有限公司在宜昌签署《宜昌市环境治理项目利用日本政府贷款转贷协议》，协议金额84.60亿日元。

宜昌市位于长江三峡西陵峡口，是鄂西南地区中心城市和长江上游的重要港口城市，随着三峡工程的建设及三峡水利旅游资源的综合开发，宜昌逐渐成为水电能源基地和旅游城市。近年来，由于城市人口的急剧增加和城市面积的不断扩大，城市发展与环境保护的矛盾日益突出。此次签署的转贷协议将主要用于宜昌市城区供水系统改造和新建污水处理厂、泵站、污水管道等。该项目的实施不仅可以提高宜昌市的城区供水质量，实现城市污水的集中处理，而且可以避免长江中上游河段可能出现的水体污染，改善该地区的环境状况。

In July 2003, the Bank signed an onlending agreement with the Yichang Urban Construction Investment Co. Ltd. in that city in Hubei Province. The Onlending Agreement for the Yichang Environmental Treatment Project Using a Japanese Governmental Loan carried a contract value of JPY 8,460 million.

Yichang, located at the entrance to the Xiling Gorge, one of the three giant gorges on the Yangtze River, is a hub city in Southwest Hubei Province and a gateway port for the upper reaches of the River. Along with the erection of the Three Gorges Dam and the hot development of the hydraulic and tourism resources there, Yichang is fast becoming a hydraulic power house as well as a tourist center.



However, the abrupt growth of the urban population and sprawling expansion of the urban area have brought along more and more conflicts between urban development and environmental protection.

The onlending loans will be channeled to finance the reconstruction of the urban water supply system, the construction of a new waste water treatment plant, and related pump stations and sewer pipe laying. When finished, this project will improve the quality of water supply for the urban areas and round up the sewage for central treatment. Meanwhile, the system will be able to stop the upper reaches of the Yangtze River from possibly being polluted and improve the regional environmental scenario.