

“十五”期间主要业务运行情况

Progress during the Tenth Five-Year Plan Period

“十五”期间，我行全面实现了“十五”计划的各项奋斗目标。各项业务持续快速发展，信贷资产质量显著提高；机构逐步健全，功能趋于完善；基础管理工作得到加强，队伍整体素质不断提高。“十五”期末与初期相比，表内资产总额增长2倍；各项业务贷款余额增长2倍，累计支持出口的机电产品和高新技术产品以及对外承包工程和境外投资项目总额达1473亿美元；累计转贷外国政府贷款33.2亿美元，为250个国内重点项目提供了支持。截至2005年底，全面实现了“十五”计划的各项奋斗目标，为我行“十一五”的发展奠定了良好基础，也使我们对未来充满信心。

During the "Tenth Five-Year Plan" period, the Bank comprehensively achieved various objectives of the "Tenth Five-Year Plan". All of the lines of business maintained sustained and rapid development, and the quality of credit assets were remarkably enhanced; the institutional organizations and functions were improved; the basic management work was strengthened and the quality of the personnel was constantly improved. Compared with the beginning of the "Tenth Five-Year Plan" period, the total amount of assets on the balance sheet increased by two times at the end of the period; the outstanding loans of various lines of businesses tripled, with the total amount of export of mechanical and electronic products, high- and new-tech products, overseas contract projects and overseas investment projects reaching USD 147.3 billion; the accumulated onlending loans extended by foreign governments reached USD 3.32 billion, providing support for 250 key projects in China. By the end of 2005, various objectives of the "Tenth Five-Year Plan" had been comprehensively achieved, which laid a good foundation for the development of China Eximbank during the "Eleventh Five-Year Plan" period and made us fully confident of the future.

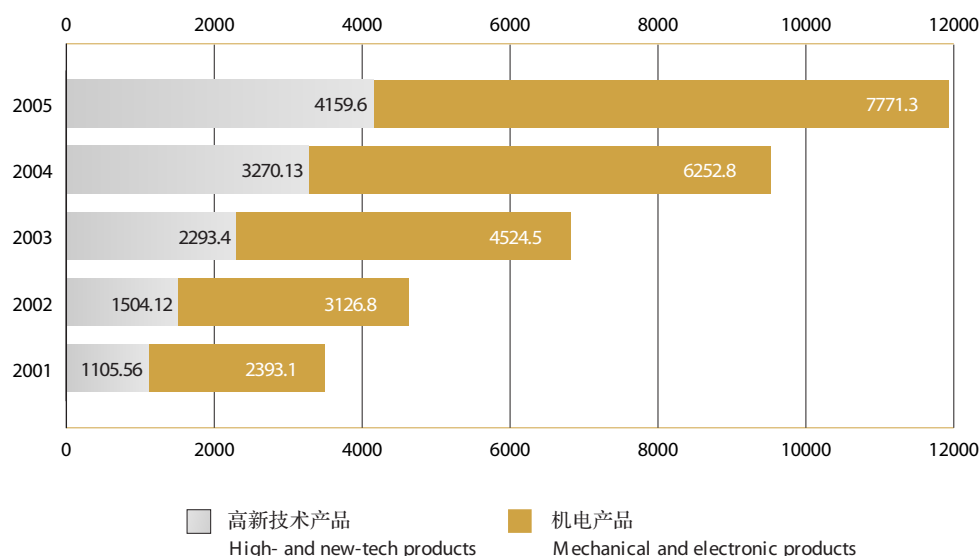
政策性业务的杠杆作用明显

More apparant role of policy financing leverage

“十五”期间，我行累计提供各项信贷4210亿元，各项融资业务（包括信贷、担保、保险）累计支持机电产品和高新技术产品出口和境外投资、工程承包项目1473亿美元，占同期全国机电产品和高新技术产品出口金额的比重达到12%。以相对数据比较，我行融资对机电产品出口产生的融资杠杆效应非常明显，发挥了巨大的政策性支持作用。

During the "Tenth Five-Year Plan" period, the Bank provided assorted loans totaling RMB 421 billion. The various lines of financing business (including loans, guarantee and insurance) supported the accumulated export of mechanical and electronic products, high- and new-tech products, overseas investment, overseas contract projects worth USD 147.3 billion, accounting for 12% of the total amount of export of mechanical and electronic products, high- and new-tech products in China. According to the comparative statistics, the financing leverage that the Bank

exerted on the export of mechanical and electronic products was prominent, which played a great role of policy financial support.



“十五”期间全国机电产品和高新技术产品出口情况
Export of Chinese mechanical and electronic products and high- and new- tech products during the
"Tenth Five-Year Plan" Period

单位：亿美元 Unit: USD 100 million

各项业务运行情况 Performances of various lines of business

一、资产负债情况

Assets and liabilities

到2005年末，资产总额（表内）为2048亿元，以2000年683亿元为基数，年均增长25%；各项负债总额（表内）为1991亿元，以2000年677亿元的负债为基数，年均增长24%。

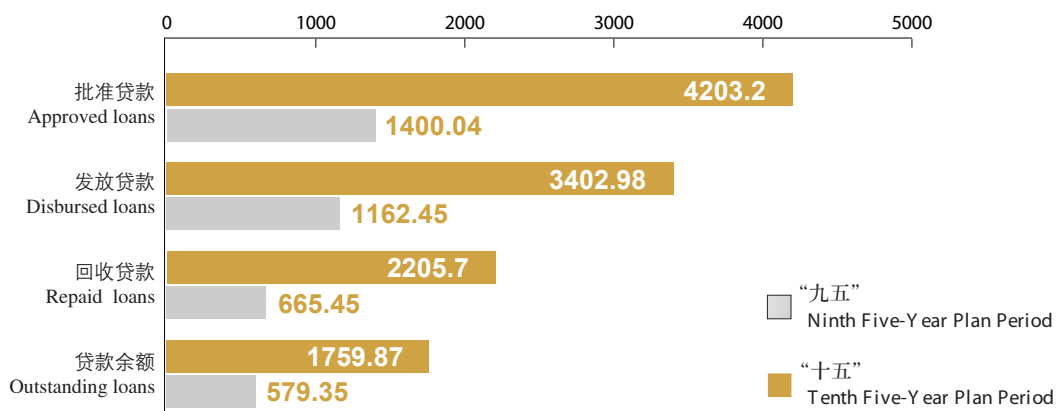
By the end of 2005, the total assets (on the balance sheet) was RMB 204.8 billion with an annual growth rate of 25% based on RMB 68.3 billion in 2000, and the total liabilities of various items (on the balance sheet) was RMB 199.1 billion with an annual growth rate of 24% based on the liabilities of RMB 67.7 billion in 2000.

二、各项业务总量完成情况

Performances of various lines of business

作为国家政策性银行，我行树立全局意识和创新意识，积极贯彻国家产业政策、外经贸政策和外交政策，重视资产安全和经济效益。“十五”期间，全行共批准（签约）表内各类信贷项目2150个，批准（签约）贷款4203亿元，年均增长32%，比“九五”期间增加2799亿元，增长198%；累计发放贷款3403亿元，年均增长28%，比“九五”期间增加2247亿元，增长190%；累计收回贷款2206亿元，年均增长22%，比“九五”期间增加1544亿元，增长232%。截至2005年末表内各项业务贷款余额为1760亿元，比“九五”期间增加1181亿元，增长204%。

As a state policy bank, the Bank built up the awareness of innovation and taking all respects into consideration, and actively carried out the state industrial policies, foreign economic and trade policies and diplomatic policies, attaching importance to the assets security and economic benefits. During the "Tenth Five-Year Plan" period, the Bank in total approved (signed) 2150 loan projects of various types on the balance sheet, and approved (signed) loans of RMB 420.3 billion with an annual growth rate of 32%, RMB 279.9 billion more than that of the "Ninth Five-Year Plan" period, increasing by 198%. The accumulated loan disbursement was RMB 340.3 billion with an annual growth rate of 28%, RMB 224.7 billion more than that of the "Ninth Five-Year Plan" period, increasing by 190%. The accumulated repaid loans stood at RMB 220.6 billion with an annual growth rate of 22%, RMB 154.4 billion more than that of the "Ninth Five-Year Plan" period, increasing by 232%. By the end of 2005, the outstanding loans of various lines of business on the balance sheet was RMB 176 billion, RMB 118.1 billion more than that of the "Ninth Five-Year Plan" period, increasing by 204%.



中国进出口银行“九五”和“十五”贷款情况图
Loans during the "Ninth and Tenth Five-Year" Plan Period

单位：亿元人民币 Unit: RMB 100 million

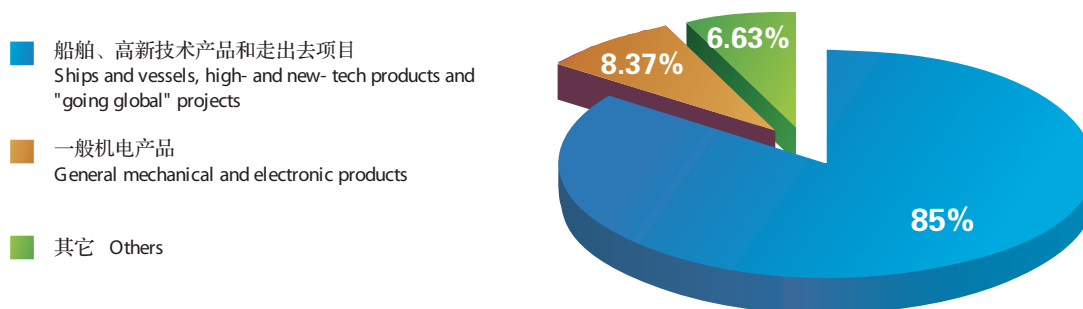
◆ 出口信贷业务快速增长，贷款结构进一步优化

Rapid increase in export credit business and further optimization of loan structure

"十五"期间，全行共批准出口卖方信贷484个；批准贷款3164亿元，年均增长20%；贷款余额1248亿元，比2000年翻一番，年均增长19%；累计发放贷款2882亿元，年均增长21%；累计收回贷款2155亿元；新增贷款累计727亿元。

出口买方信贷业务不断探索全新融资模式，实现业务创新和突破性发展。全行共签约出口买方信贷项目147个；签约贷款78.5亿美元，年均增长113%；贷款余额24.4亿美元，年均增长64%；累计发放贷款25.7亿美元，年均增长53%；累计收回贷款3.4亿元；新增贷款累计22.3亿美元。

"十五"期间，我行贷款结构进一步向国家重点支持的产业倾斜。到2005年末，船舶、高新技术产品等贷款占出口信贷比重为79.52%，一般机电产品占出口信贷比例下降至3.22%。2004年出口卖方信贷贷款余额达1053亿元，突破千亿元大关，提前一年完成"十五"计划。



中国进出口银行2005年末出口信贷结构图
Export credit composition at the end of 2005

During the "Tenth Five-Year Plan" period, the Bank approved 484 export seller's projects in total with the approved loans reaching RMB 316.4 billion with an annual growth rate of 20%. The outstanding loans stood at RMB 124.8 billion, doubling that of the year 2000 with an annual growth rate of 19%. The accumulated disbursed loans was RMB 288.2 billion with an annual growth rate of 21% and the accumulated repaid loans reached RMB 215.5 billion. The newly-increased loans reached RMB 72.7 billion.

The bank has constantly explored new financing modes for the export buyer's credit business, making a breakthrough in business innovation and development. The Bank signed in total 147 export buyer's credit projects; the approved loans reached USD 7.85 billion with an annual growth rate of 113%; the outstanding loans reached USD 2.44 billion with an annual growth rate of 64%; the accumulated disbursements reached USD 2.57 billion with an annual growth rate of 53%; the accumulated repaid loans reached RMB 340 million; the newly increased loans reached USD 2.23 billion.

During the "Tenth Five-Year Plan" period, the loan portfolio of the Bank further leaned

towards the industry that the state supported with priority. By the end of 2005, the loans for ships and vessels, high- and new-tech products accounted for 79.52% of the total export credit, while the proportion of general mechanical and electronic products decreased to 3.22%. In 2004, the outstanding export seller's credit reached RMB 105.3 billion, exceeding the threshold of RMB 100 billion and fulfilling the objective of the "Tenth Five-Year Plan" one year earlier.

◆ 对外优惠贷款业务稳步推进 Steady promotion of concessional loans

"十五"期间, 全行共签约对外优惠贷款项目78个, 批贷金额年均增长35%; 贷款余额年均增长28%; 累计发放贷款年均增长22%。

During the "Tenth Five-Year Plan" period, the Bank signed in total 78 concessional loan projects for foreign countries, with the approved loans increasing by 35% on an annual basis; the outstanding loans by 28%; the accumulated disbursements by 22%.

◆ 转贷外国政府贷款业务情况 Operation of onlending loans extended by foreign governments

● 利用外资情况

"十五"期间, 外国政府贷款转贷业务稳步发展。转贷利用外资累计新增62.4亿美元, 累计偿还借款45.5亿美元, 2005年末, 借款余额为180.5亿美元。

转贷情况

"十五"期间, 共签署转贷协议142个, 协议金额83亿美元; 批准贷款项目241个, 批贷金额82亿美元, 转贷余额168亿美元。

● Utilization of foreign capital

During the "Tenth Five-Year Plan" period, the business of onlending loans extended by foreign governments has maintained a steady growth. The amount of onlending loans increased by USD 6.24 billion in total. The accumulated imbursements was USD 4.55 billion. By the end of 2005, the outstanding onlending loans amounted to USD 18.05 billion.

● Onlending loans

During the "Tenth Five-Year Plan" period, the Bank signed 142 onlending agreements with contract value of USD 8.3 billion and approved 241 projects, with approved loans worth USD 8.2 billion and the outstanding of USD 16.8 billion.

◆ 外汇担保 Foreign exchange guarantee

"十五"期间, 全行共办理外汇担保业务1055笔; 外汇担保金额累计82.1亿美元; 担保费收入累

计3.8亿元；"十五"期末，外汇担保责任余额为59.8亿美元。担保垫款余额0.14亿美元。

During the "Tenth Five-Year Plan" period, the Bank made 1055 transactions of foreign exchange guarantee with the accumulated amount of USD 8.21 billion. The income from the guarantee fee reached RMB 380 million in total. By the end of the period, the outstanding foreign exchange guarantee was USD 5.98 billion. The outstanding payments for guarantee was USD 14 million.

◆ 国际结算业务和结售汇业务情况

Operation of international settlement and sales and purchase of foreign exchange

为增加服务品种，提高服务水平，改善经营效益，经批准我行于2002年开办了国际结算业务和结售汇业务等中间业务品种。到"十五"期末，累计办理国际结算业务4483笔，国际结算金额89.4亿美元；办理结售汇业务2136笔，结售汇金额35.6亿美元。

In order to introduce new business lines, enhance service quality and improve operation performances, the Bank started to handle intermediary businesses in 2002 including international settlement and sales and purchase of foreign exchange. By the end of the "Tenth Five-Year Plan" period, the Bank made 4483 transactions of international settlement with the amount of USD 8.94 billion and concluded 2136 transactions of sales and purchase of foreign exchange totaling USD 3.56 billion in value.

风险控制情况 Risk control

"十五"期间，我行坚持把提高信贷资产质量放在各项业务的首位，积极化解金融风险。截至2005年底，全行表内业务不良贷款率为4.91%。

During the "Tenth Five-Year Plan" period, the Bank has always put its priority on improving the quality of credit assets and actively mitigate financial risks. By the end of 2005, the ratio of non-performing loans on the balance sheet was 4.91%.

机构设置情况 Network layout

"十五"期间，我行共成立了7家营业性分支机构，新设2个国内代表处，1个国外代表处。分别为：
2001年：上海分行、总行营业部
2002年：深圳分行

2003年：南京分行、大连分行、哈尔滨代表处、杭州代表处

2004年：青岛分行、成都分行

2005年：巴黎代表处

During the "Tenth Five-Year Plan" period, the Bank established 7 business branches, 2 domestic representative offices and 1 representative office abroad.

2001: Shanghai Branch, Banking Department (Head Office)

2002: Shenzhen Branch

2003: Nanjing Branch, Dalian Branch, Harbin Representative Office, Hangzhou Representative Office

2004: Qingdao Branch, Chengdu Branch,

2005: Paris Representative Office