



中国进出口银行  
THE EXPORT-IMPORT BANK OF CHINA

2006

中国进出口银行2006年年度报告

**ANNUAL REPORT**

THE EXPORT-IMPORT BANK OF CHINA

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2006

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中国进出口银行2006年年度报告

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## 财务概要 Financial Highlights

单位：千元人民币  
(In thousands of RMB)

全年度	FOR THE YEAR	2006
总收入	Total Income	11,232,315
总支出	Total Expenditures	10,780,481
年底	AT YEAR-END	2006
资产总额	Total Assets	258,297,148
负债总额	Total Liabilities	252,734,897
贷款总额	Total Loans	231,670,141
净利润	Net Profit	88,494



李若谷 Li Ruogu

中国进出口银行董事长、行长  
Chairman & President  
The Export-Import Bank of China

## 董事长 行长致辞

### Chairman & President's Message

2006年，我国国民经济继续保持平稳快速增长，国内生产总值增长10.7%，突破20万亿元人民币，进出口总额超过17000亿美元，实施“走出去”战略取得新进展。我国已经成为推动世界经济增长的重要力量，在全球经济、贸易、投资、金融领域的影响不断扩大。作为以促进国际经济合作为己任的中国进出口银行，为此做出了积极而重要的贡献。

2006年是中国进出口银行改革创新、加快发展取得丰硕成果的一年。在党中央、国务院的正确领导下，我们以邓小平理论和“三个代表”重要思想为指导，贯彻落实科学发展观，以实现战略转型为主题，以转变经营理念为主线，深入推进改革，加快金融创新，积极拓展业务，加强风险防范，各方面工作都取得了显著成绩，实现了“十一五”的良好开局。

2006年，我们主动应对形势变化，提出了向国际经济合作银行转型的战略构想，实现了各项业务又好又快发展，全年共批准各类贷款2081亿元，发放贷款1315亿元，分别比上年增长60%和11%，共支持了666亿美元的机电产品和高技术产品出口，对外承包工程和境外投资项目，以及57亿美元的资源类产品和技术装备进口。截至2006年末，表内业务贷款余额2317亿元，增长32%，表外外国政府贷款转贷余额176亿美元，表内和表外资产总额4029亿元。

一年来，我们围绕国家发展战略和目标任务，调整业务发展方向和重点，创新金融产品和服务，加大了对高新技术产品、深加工农产品出口和中小企业的支持力度，全力支持我国企业“走出去”开展跨国投资和国际化经营，参与国际经济合作与竞争。

我们认真落实我国政府对外援助承诺，圆满完成了上海合作组织9亿美元优惠买方信贷等重点工作，有力地支持了中非合作论坛北京峰会、中国—东盟建立对话关系15周年纪念峰会、上海合作组织峰会等重大外交活动。我们将对外援助与“走出去”结合起来，既带动了我国产品、技术和劳务出口，又为当地经济社会发展带来了实实在在的利益。

我们积极探索促进国际经济合作的新方式，大力推广新的一揽子合作模式，既帮助了发展中国家加快发展经济，又为保障我国能源、资源供应开辟了新途径。目前，中国进出口银行与许多非洲国家开展了一揽子合作，受到了这些国家的赞誉和欢迎。

我们注重通过办理的金融业务和所支持的项目，积极宣传我国的对外援助政策、和平发展道路和建设和谐世界的理念，树立中国文明、开放、包容、负责的国际形象。我们加强与世行、OECD等国际组织的沟通，创造双方合作的条件和氛围，为我国经济社会发展有一个良好的外部环境做出了贡献。

我们按照积极有效利用外资的方针，做好外国政府贷款转贷工作，不断开拓新国别、新品种，调整贷款投向，有力地支持了我国基础设施、医疗卫生、教育、环保、农业等重点项目建设，为实施西部大开发战略和振兴东北老工业基地战略发挥了积极作用，促进了城乡、区域、经济社会协调发展。

我们积极开展金融创新，推出了进口信贷业务，支持国内急需的先进技术、关键设备和重要资源的进口；开办了农产品出口信贷业务，推动社会主义新农村建设；办理了中小企业出口贷款，使“小企业”享受到“大银行”的金融服务；为一批合资企业提供了融资支持，促进两岸人民之间的友好合作。

我们借鉴国内外先进的理念和经验，深化内部改革，优化了业务流程，突出了全面风险管理和内控理念，强化了市场营销和业务创新体系，基本建立起以业务发展为指导、以提高市场竞争力和风险防范能力为目的、符合我行实际并具有国际先进水平的组织体系，为实现战略转型奠定了基础。

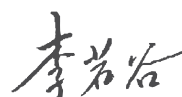
我们积极转变经营理念，不断增强效益观念，加强资产负债管理，大力拓展中间业务，提高经营收益，实现了大幅度减亏。进一步加强风险管理和内部控制，采取有效措施防范和化解金融风险，严防新增不良贷款，运用多种手段化解存量不良贷款。2006年末表内业务不良贷款率3.47%，连续8年实现了不良贷款余额和比率“双下降”。

我们多渠道筹集本外币资金，成功发行了680亿元人民币金融债，安排了7.6亿境内美元银团借款，保证了业务的资金需求。中国进出口银行的国际信用评级继续与我国主权评级一致。

当前，世界经济处于较快增长阶段，国际贸易和跨国投资发展势头良好，各类跨区域、次区域的多边和双边合作快速发展，有利于中国发展对外贸易，承接国际产业转移，创新利用外资方式，广泛参与国际经济合作。但是，也应该看到，国际环境复杂多变，潜藏着一定风险。中国经济社会发展中还存在一些突出矛盾和问题。在新的一年里，国际国内形势给中国进出口银行的改革发展提出了新的要求，也为我们加快向国际经济合作银行转型提供了良好的契机。

2007年是实施“十一五”规划的重要一年，也是中国进出口银行实现战略转型的关键之年。在新的一年里，我行将按照落实科学发展观的要求，面向国际国内两个市场，加快战略转型步伐，着力实现经营理念、发展模式、业务重点和经营管理机制的转变，加快内部改革和业务创新，提高核心竞争力。充分发挥综合优势，统筹业务和区域发展规划，以政策性业务带动自营业务，以自营业务反哺政策性业务，形成良性互动、可持续发展的格局。正确处理速度、质量、效益的关系，继续完善内控和风险管理体系，实现各项业务又好又快发展，以优异成绩迎接党的十七大胜利召开。

董事长、行长：





China witnessed another round of sustained, fast and steady growth in her national economy in 2006. The gross domestic product (GDP) grew by 10.7%, breaking through RMB 20 trillion yuan. The volume of exports and imports exceeded US\$1.7 trillion, indicating that the implementation of "going out" development strategy has achieved new progress. China has become a powerful engine driving world economic growth. Her influence in global economic, trade, investment and financial sectors has been increasingly important and apparent. The Export-Import Bank of China, namely China Eximbank, as an institution shouldering the responsibility of promoting international trade and economic cooperation, has made active and significant contribution in this regard.

For China Eximbank, annals of 2006 marked a year of reform and innovation, a year of fast growth and development, and a year of many fruits and achievement. Under the wise leadership of the Central Party Committee and the State Council, based on Deng Xiaoping's Theory and the key thoughts of "Three Represents", we have put into appropriate practice the philosophy of Scientific Development. As the Bank began to change its concept of business management and pulled off in its strategic transformation, it has further deepened internal reforms, accelerated financial product innovations, pioneered new businesses, and enhanced risk-proof capabilities. Work in all areas has secured remarkable progress, signifying a good beginning for the implementation of the "Eleventh Five-Year Plan."

In 2006, China Eximbank took the initiative to accommodate itself to the changing environment, and put forward the strategic concept of gearing toward the type of bank for international economic cooperation. Business in every field has attained rapid and healthy growth. Volume of loans approved in 2006 amounted to RMB 208.1 billion, with the actual loan disbursement adding up to RMB 131.5 billion, increasing by 60% and 11% respectively year on year. With these credit facilities, the Bank has supported the export of electronic and machinery products as well as high and new technology products, the overseas construction and investment projects which worth US\$66.6 billion, and supported the imports of resources products, technology and equipment worthy of US\$5.7 billion. At the end of 2006, the outstanding loans of the balance sheet stood at RMB 231.7 billion, increasing by 32%, while the outstanding of on-lending loans off the balance sheet as extended by foreign governments, stood at US\$ 17.6 billion. Total assets of the Bank at year-end read RMB 402.9 billion.

Over the past year, centered on the state development strategy and major state goals, the Bank has remodeled its focuses and directions of development, renovated financial products and services, enhanced the incentives to encouraging the export of high and new-tech products, deep-processed agricultural products, and the support to the growth of small and medium-sized enterprises (SMEs). We have provided full support to Chinese enterprises on their route of "going out" to venture cross-country investment and business expansion, and escorted them to participate in international economic cooperation and competition.

We have carefully put into effect the Chinese government's commitment on providing official development aid to developing nations, and have successfully carried ahead the major work on the US\$ 900 million preferential buyers' credit for economies of the Shanghai Cooperation Organization. In the meantime, we have actively supported the functions of the China-Africa Cooperation Forum Beijing Summit, the 15th Anniversary on China-ASEAN Dialogue, the Shanghai Cooperation Organization Summit, and etc. We have integrated "going out" efforts with the country's development aid, which has not only stimulated the export of Chinese products, technology and labor services, but also brought substantial benefits to the social and economic development of the recipient countries.

We have actively explored new modes of promoting international economic cooperation, and have disseminated a basket of cooperative models with developing nations. Such handlings have on the one hand accelerated the economic development of these emerging economies, and on the other hand opened new paths to assure China's energy and resources supply. At present, our Bank has started a series of package cooperation projects with African nations, and won high praises and appreciations from them.

We have attached importance to the publicity of China's foreign aid policy, the path of realizing peace and development and the concept of building a harmonious world through the financial businesses we handled and the projects we supported so as to present China as a culturally advanced, open, inclusive and responsible member of the global community. We have reinforced communications with the World Bank, the OECD, etc so as to facilitate our cooperation with them, hence contributing to a better external environment for China's economic and social development.

Based on the principle of effectively utilizing foreign funds, we have carried on well with the on-lending loans favored by foreign governments. As the Bank readjusted its loan directions and opened up businesses with more governments in newer varieties, it has forcefully escorted the construction of major projects in the country's infrastructure, medical care, sanitation, education, environmental protection, and agricultural development, etc. Through such implementations, the Bank has played an increasingly important role in the state Western Development Strategy and the Revitalization of the North-Eastern Old Industrial Bases, and hence coordinated the economic and social development between the urban and the rural, between the East and the West.

We have actively pushed forward financial product innovations. In 2006, we opened import credit service to support the import of advanced technology, key equipment and strategic resources serving the needs of the domestic market. We started to provide export seller's credit for agricultural products to contribute to the construction of a new socialist countryside. We also extended export credit to SMEs, giving small companies access to the same financial services from big banks as offered to big clients. Besides, we offered financing support to a number of Taiwan-invested companies and promoted the friendly cooperation across the Straits.

Drawing on learning advanced concept and good experience at home and abroad, we have further deepened internal reforms at the Bank, and optimized business process and formalities. With highlighted stress on an all-around risk management and internal control and fortified mechanism of marketing and business innovation, we are able to set up primarily an advanced institutional scheme that fits the state of arts of modern banking, a scheme that is business-development-oriented and targeted towards improving the market competitiveness and risk-hedging capacity of the Bank. All this paves the way for the strategic transformation of the Bank.

In 2006, we strived to change business strategies and were consistent in enhancing our consciousness of efficiency and profit. We greatly reduced business losses thanks to the strengthened efforts in assets-liability management and intermediate business expansion. In addition, we further tightened risk management and internal control, and took effective measures to prevent and mitigate financial risks. We took high precautions against newly incurred non-performing loans (NPLs), and adopted multiple measures to dissolve the existing NPL stockpiles. The year-end on-sheet NPL ratio read 3.47%, another "double fall" for the eighth consecutive year in terms of both the outstanding and the ratio of NPLs.

We have also tried many channels to raise funds in domestic and foreign currencies. In 2006 we successfully issued RMB 68 billion financial bonds and arranged domestic US dollar syndication of USD 760 million, which assured the Bank of enough funds in business operations. The international ratings of the Bank continued to be compatible to the sovereign ratings of the country.

Currently, the world economy is growing at a faster pace. International trade and cross-border investment are developing with a good momentum. The rapid development in bilateral, multilateral or sub-regional cooperation is beneficial for China to promote foreign trade, accept industrial transfer from global players, renovate the methods of utilizing foreign funds, and participate widely in international economic integration. However, we also need to notice that international environment is complicated and susceptible to change and risks, and there are still obvious contradictions and issues in China's economic and social development. In 2007, the domestic and international circumstances will not only pose new challenges to the reform and development of the China Eximbank, but also offer a good chance for the Bank to quicken its steps in transforming toward an international economic cooperation bank.

The year of 2007 is an important year for China to implement the "Eleventh Five-Year Plan", and it is also a crucial year for China Eximbank to realize its strategic transformation. In 2007, we plan to accelerate the transformation of our development strategy, and carry out the renovation of business strategies, mode of development, business focus and operation-and-management mechanism. We will step up our internal reform and business innovation and improve our core competitiveness. We will give full play to our combined advantages, and arrange as a whole our business development plan and regional development plan, so that we could forge ahead a sustainable blueprint that uses policy business to interact with self-operated business or vice versa. Besides, we will optimize a correct path to handle the relationship among speed, quality, efficiency and profit, and continue to perfect our internal control and risk management mechanism. By so doing, we expect to achieve another fast year of development in every field of our business, and to embrace the opening of the 17th Party Congress with excellent performance.

***Li Ruogu***

Chairman & President



朱元樑 Zhu Yuanliang

中国进出口银行监事会主席  
Chairman of Board of Supervisors  
The Export-Import Bank of China

## 监事会

### Board of Supervisors

中国进出口银行监事会由国务院根据《国有重点金融机构监事会暂行条例》委任派出，对国务院负责，并依据该《条例》的规定对中国进出口银行的财务状况和经营管理情况实施监督。监事会设主席一名，专职监事和工作人员若干名。

Based on The Temporary Statute on the Board of Supervisors of the State-Owned Key Financial Institutions, Board of Supervisors of China Eximbank is appointed by the State Council. Directly reporting to the State Council, the board exerts supervision on the financial status, operation and management performance of the Bank according to the regulations of the Statute. The Board of Supervisors is composed of one chairman and several professional supervisors and assistants.



李若谷  
Li Ruogu | 董事长、行长  
Chairman & President



苏 中  
Su Zhong | 副行长  
Vice President



赵文章  
Zhao Wenzhang | 副行长  
Vice President



朱鸿杰  
Zhu Hongjie | 副行长  
Vice President

赵晓宇  
Zhao Xiaoyu

副行长  
Vice President



李 郡  
Li Jun

副行长  
Vice President



诸鑫强  
Zhu Xinqiang

行长助理  
Assistant President



梁 骧  
Liang Xiang

行长助理  
Assistant President



# 组织机构

## Organizational Chart

2006年中国进出口银行对总行机构进行了改革和调整。改革着眼于构建现代银行的基本架构，按照前、中、后台相分离原则设立总行部门，在事前、事中、事后三个环节对风险进行控制和管理，突出了全面风险管理和内控理念，并强化了市场营销和业务创新体系，提高了决策的科学性和专业性。机构改革为提高经营管理水平，有效防范金融风险，增强市场竞争力，实现战略转型奠定基础。目前，已基本建立起以业务发展为指导、以提高市场竞争力和风险防范能力为目的、符合中国进出口银行实际并具有国际先进水平的组织体系。

此外，进一步加强了分支机构建设。相继成立了浙江省分行、湖南省分行。研究制定了“十一五”时期中国进出口银行境内外分支机构建设规划。





China Eximbank initiated institutional restructuring at the Head Office in 2006, aiming to forge a modern banking framework within which the departments of the Head Office are set up along the different lines of "front, middle and back desks". With tightened efforts on risk control and management in the whole process of operation through beforehand evaluation to afterwards examination, this adjusted structure highlights the concept of performing risk management and internal control in an all-round way, reinforces the Bank's marketing and business innovation mechanism, and enhances its decision-making capacity to a higher level of being more scientific and more professional.

The institutional restructuring has laid a solid foundation for the Bank to improve its business operations and management and mitigate financial risks in a more effective way while sharpening its market competitiveness as for achieving a successful strategic shift in business. At present, the Bank has basically set up a business-oriented organizational structure that aims at consolidating its market competitiveness and risk-proof capacity while satisfying international standards and fitting in well with its own realities.

In addition, the Bank has stepped up branch-building efforts this year, which was demonstrated by the successive establishment of its Zhejiang Branch and Hunan Branch. The Bank has also developed an overseas network-building plan for the "Eleventh Five-Year Plan" period.

战略委员会 Strategy Committee
审计与监督委员会 Auditing & Supervising Committee
项目评审委员会 Project Evaluation Committee
风险与内控委员会 Risk Management & Compliance Committee
资产负债管理委员会 Assets & Liability Management Committee
业务发展与创新委员会 Business Development & Innovation Committee
信息技术委员会 Information & Technology Committee

营业性分支机构 Business Branches
总行营业部 Banking Business Dept.
上海分行 Shanghai Branch
深圳分行 Shenzhen Branch
南京分行 Nanjing Branch
大连分行 Dalian Branch
成都分行 Chengdu Branch
青岛分行 Qingdao Branch
浙江省分行 Zhejiang Branch
湖南省分行 Hunan Branch

代表处 Representative Offices
哈尔滨代表处 Harbin Rep. Office
西安代表处 Xi'an Rep. Office
武汉代表处 Wuhan Rep. Office
福州代表处 Fuzhou Rep. Office
广州代表处 Guangzhou Rep. Office
东南非代表处 Rep. Office for Southern and Eastern Africa
巴黎代表处 Paris Rep. Office

## 主要职责和业务范围 Mission and Business Scope

中国进出口银行成立于1994年，是直属国务院领导的、政府全资拥有的国家政策性银行，其国际信用评级与国家主权评级一致。中国进出口银行总部设在北京。目前，在国内设有9家营业性分支机构和5个代表处；在境外设有东南非代表处和巴黎代表处；与300多家银行建立了代理行关系。

Founded in 1994, the Export-Import Bank of China is a state policy bank under the direct leadership of the State Council and solely owned by the central government. Its international credit ratings are compatible to the national sovereign ratings. Its head office is located in Beijing. At present, the Bank has nine domestic business branches, five domestic representative offices, and two overseas representative offices, namely the Representative Office for Southern & Eastern Africa and the Paris Representative Office. It has established correspondent relationship with more than 300 banks.

### 主要职责 Main Mandate

中国进出口银行的主要职责是贯彻执行国家产业政策、外经贸政策、金融政策和外交政策，为扩大我国机电产品、成套设备和高新技术产品出口，推动有比较优势的企业开展对外承包工程和境外投资，促进对外关系发展和国际经贸合作，提供政策性金融支持。

Observing state policies in industry, foreign trade and economy, finance and foreign affairs, the Bank aims to provide financial support to promote the exports of Chinese mechanical and electronic products, complete sets of equipment and high-and new-tech products, help Chinese companies with comparative advantages go abroad for offshore construction contracts and overseas investment projects, and enhance Sino-foreign relationship and international economic and trade cooperation.

## 主要业务范围 Business Scope

- 办理出口信贷和进口信贷；
- 办理对外承包工程和境外投资贷款；
- 办理中国政府对外优惠贷款；
- 提供对外担保；
- 办理进出口保理业务；
- 转贷外国政府和金融机构提供的贷款；
- 办理本行贷款项下的国际国内结算业务和企业存款业务；
- 在境内外资本市场、货币市场筹集资金；
- 办理国际银行间的贷款，组织或参加国际、国内银团贷款；
- 从事人民币同业拆借和债券回购；
- 从事自营外汇资金交易和经批准的代客外汇资金交易；
- 办理与本行业务相关的资信调查、咨询、评估和见证业务；
- 经批准或受委托的其他业务。

中国进出口银行真诚希望与海内外金融、经贸界朋友建立广泛联系，扩大业务合作。

- Providing export credit and import credit;
- Providing loans for overseas construction contracts and overseas investment projects;
- Providing Chinese Government Concessional Loan;
- Offering international guarantee;
- Providing export and import factoring;
- Onlending loans extended by foreign governments and financial institutions;
- Handling international and domestic settlement and corporate deposit under loan facilities provided by the Bank;
- Raising funds in domestic and overseas capital markets and money markets;
- Conducting international inter-bank loans, organizing or participating in international and domestic syndicated loans;
- Renminbi inter-bank borrowing and lending and bond repurchases;
- Foreign exchange trading and approved foreign exchange dealings on commission;
- Creditworthiness investigation, consultation, evaluation and witness services that are relevant to the Bank's business;
- Other business approved or entrusted.

We sincerely hope to establish wide contacts and expand business cooperation with our partners and friends in financial, economic, and trade sectors both at home and abroad.

## 业务经营情况 Major Business Development

2006年是实施“十一五”计划的第一年，也是中国进出口银行改革创新、加快发展取得丰硕成果的一年。

全年，共批准各类贷款2081亿元，发放贷款1315亿元，分别比上年增长60%和11%，共支持了667亿美元的机电产品和高新技术产品出口，对外承包工程和境外投资项目，以及57亿美元的资源类产品和技术装备进口。年末，全行表内业务贷款余额2317亿元，比上年增加557亿元，增长32%；表外外国政府贷款转贷余额176亿美元（约合人民币1378亿元），比上年增加8亿美元。资产总额4029亿元，比上年增长523亿元。其中，表内资产总额2583亿元，表外转贷业务资产总额1446亿元。

全行效益观念明显增强，业务规模快速增长，资产质量不断提高，实现了社会效益和经济效益的统一。

The year 2006 was the first year of the "Eleventh Five-Year Plan", and it was also a year that China Eximbank made fruitful achievements in its reform and business development.

Approvals of assorted credits throughout the year amounted to RMB 208.1 billion with the actual loan disbursement adding up to RMB 131.5 billion, up by 60% and 11% respectively over the year before. The Bank altogether supported the export of mechanical and electronic products, high- and new-tech products, overseas construction contracts and overseas investment projects valued at USD 66.7 billion, and the import of resource products and technical equipment valued at USD 5.7 billion. At the end of the year, the outstanding on the balance sheet of the Bank stood at RMB 231.7 billion, up by RMB 55.7 billion over the previous year, i.e., an increase of 32%. The outstanding of the Banks onlending loans offered by foreign governments, which was treated as off-sheet business, stood at USD 17.6 billion (approximately RMB 137.8 billion), up by USD 800 million over the year before. The year-end total assets of the Bank read RMB 402.9 billion, RMB 52.3 billion more than that of the previous year, of which balance-sheet assets were RMB 258.3 billion while those of onlending business were RMB 144.6 billion.

In 2006, the consciousness of pursuing efficiency and profitability was further enhanced in the Bank. By maintaining a fast growing momentum, the Bank had achieved continuous improvement in its asset quality, hence realizing the unification of both social and economic benefit in its operations.

## 主要业务与发展 Major Business and Development

按照中央提出的统筹城乡发展，统筹区域发展，统筹经济社会发展，统筹人与自然和谐发展，统筹国内发展和对外开放的要求，紧紧围绕关系国家发展战略全局的重大问题，积极开展业务创新，及时调整业务发展方向，加大了对农产品、高新技术产品出口和中小企业及进口的支持力度。总分行联动，加大市场开拓和整体营销力度，深入了解市场需求，不断提高服务水平，巩固和发展优质客户群，培育新的业务增长点。

According to the CCCPC's requirement of planning as a whole for the development of the urban and the countryside, the development of different regions, the development of economy and society, the harmonious development between mankind and nature and the relationship between domestic development and opening to the outside world, the Bank took positive measures to carry out business innovations as focusing on issues that were critical to the state's development strategy. By making timely adjustment in its business orientation, the Bank fortified its support to the export of agricultural products and high- and new-tech products while lending greater support to SMEs and import. With the Head Office well co-working with branches, the Bank intensified efforts in market exploration and marketing planning, and made in-depth study on market demands. By so doing, the Bank was able to further improve services, consolidate and develop high-quality client base and foster new business growing point.

## (一) 出口信贷

### Export Credit

2006年，中国进出口银行出口信贷业务健康发展。出口买方信贷作为对外经贸和经济外交的重要工具作用日益显现。中国进出口银行出口买方信贷船舶融资方式已被国外船东界和船舶融资专业银行熟悉和认可，基本形成稳定的、一流的国际客户群，并与国际船舶融资专业银行建立了广泛的合作关系，为组建船舶融资部奠定了良好的基础。

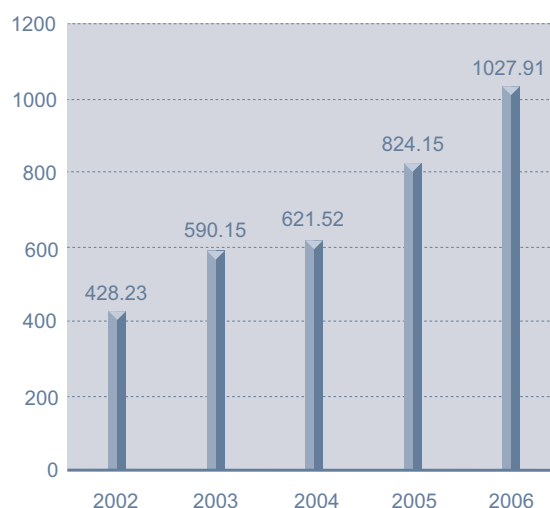
In 2006, the export credit operation of the Bank achieved a sound development. The role of export credit played in foreign trade and economic diplomacy has been extensively recognized. Export buyer's credit for ship financing provided by the Bank was well recognized and accepted by foreign ship owners and international banks specialized in ship financing. In return, the Bank has established a stable and top-grade international client base, and built up wide cooperation relations with specialized international banks, which laid a good foundation for setting up the Shipping Financing Department in the Bank.

## 出口卖方信贷

### Export Seller's Credit

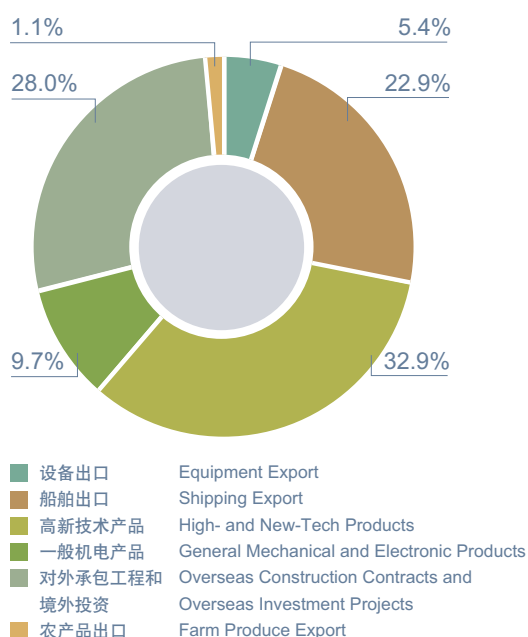
全年批准出口卖方信贷1364.8亿元，发放贷款1027.9亿元，同比分别增长45%和25%；年末贷款余额1599.9亿元。

In 2006 the Bank approved RMB 136.48 billion export seller's credit with an actual loan disbursement of RMB 102.79 billion, up by 45% and 25% respectively over the year before. The year-end outstanding stood at RMB 159.99 billion.



出口卖方信贷实际发放贷款发展示意图  
Growth of Actual Disbursement of Export Seller's Credit

单位：亿元人民币  
Unit: RMB 100million

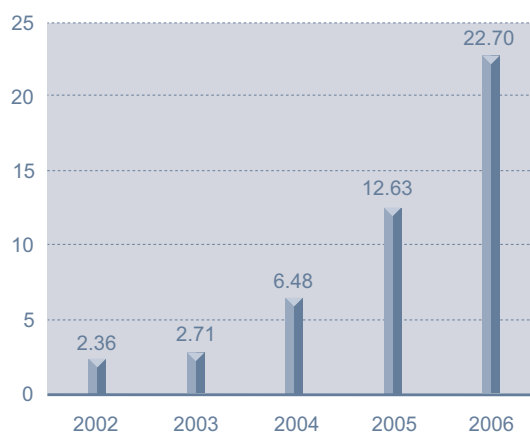


出口卖方信贷实际发放贷款投向比例示意图  
Actual Disbursement of Export Seller's Credit by Sectors

## 出口买方信贷 Export Buyer's Credit

全年新签出口买方信贷项目42.4亿美元，发放贷款22.7亿美元；年末贷款余额43.9亿美元。

In 2006 the Bank signed export buyer's credit agreements with a total amount of USD 4.24 billion. The actual disbursement was USD 2.27 billion and the year-end outstanding was USD 4.39 billion.



出口买方信贷实际发放贷款发展示意图  
Growth of Actual Disbursement of Export Buyer's Credit

单位：亿美元  
Unit: USD 100million

## (二) 进口信贷 Import Credit

全年批准进口信贷184.8亿元，发放贷款72.6亿元。

进口信贷和出口信贷是进出口银行的两个“轮子”。国际上其他进出口金融机构都同时开办进口信贷和出口信贷业务，并根据本国经济不同时期的发展需求而作出相应的调整，以充分体现作为官方金融机构的导向作用。随着我国经常项目顺差的不断扩大和外汇储备的迅速增长，尤其是重要资源和关键技术、设备的进口等需要，中国进出口银行顺应经济发展需要，适时开办了进口信贷业务。

此项业务的开办，可以适应国际贸易中石油、天然气和其他矿物产品以大额、长期合约的贸易形式需要，也可以为企业进口关键技术和设备提供资金支持，以提升我国企业的出口竞争力，为国家经济结构的调整和增长方式的转变，发挥积极的作用。同时，这项业务的健康发展，必将进一步完善银行功能，更好地为我国企业提供全方位的金融服务，提升中国进出口银行的核心竞争力。

In 2006 the Bank approved RMB 18.48 billion import credit with an actual disbursement of RMB 7.26 billion.

Import credit and export credit are two wheels of China Eximbank. In fact, eximbanks all over the world offer both import credit and export credit services, and they constantly adjust business portfolio to accommodate the changing needs posed by the country's different stages of economic development so as to make full play of their guiding role as official financial institutions. With expanding current account surplus and fast increase of forex reserve, particularly in view of China's rising demand for importing significant resources, key technologies and equipment, China Eximbank started import credit operation in good time this year to comply with the requirements of economic development.

The import credit business is designed to facilitate international trade of petroleum, natural gas and other mineral products in the form of large-volume and long-term contracts. It also provides financial support to Chinese companies in their import of key technologies and equipment, hence enhancing the export competitiveness of Chinese companies and contributing to the economic restructuring and transformation of growth models in China. Meanwhile, a sound development of the import credit business is bound to perfect the performance and enhance the core competitiveness of China Eximbank, which means an improved all-around service to Chinese corporate clients.

### **(三) 对外优惠贷款**

#### **Chinese Government Concessional Loan**

作为中国政府对外优惠贷款的唯一承贷行，中国进出口银行承办的对外优惠贷款业务，支持了许多发展中国家的交通、通讯和能源等基础设施项目，帮助受援国改善国内投资环境，有效吸引外资、增强经济发展实力、加快发展进程，并以我国改革和发展的成功经验，帮助受援国解决经济发展中遇到的问题。同时，也支持了一批我国有自主知识产权的产品出口，帮助了我国企业进入发展中国家市场，增强了企业的国际竞争力，有效促成了经贸合作双赢格局的形成，充分发挥了对外优惠贷款的助推作用和对海外市场的开拓作用。

中国进出口银行承办的对外优惠贷款业务，为我国与广大发展中国家建立了互信、互利共赢和共同发展的战略合作伙伴关系做出了积极贡献，得到了各受援国政府的高度评价和充分认同。

As the only operating bank for Chinese Government Concessional Loan, China Eximbank has supported, with this credit, infrastructure projects in many developing countries covering such sectors as transportation, telecommunications and energy, and has helped recipient countries to improve investment environment, usher in foreign funds, enhance economic strength and step up development process. The Bank has also shared China's successful experience in reform and development with recipient countries to help them address problems arising from economic development. At the same time, the extension of Chinese Government Concessional Loan has supported the export of products with China's own intellectual property right and facilitated Chinese companies' entry into the markets of developing countries. It also enhanced the international competitiveness of Chinese companies, and helped foster a win-win scenario of economic and trade cooperation, fully playing the role entrusted to the Loan of boosting Chinese companies in their business and expansion in overseas market.

The Chinese Government Concessional Loan operated by the Bank has been highly praised and well received by recipient countries, contributing to the wide establishment of strategic partnership based on mutual trust, mutual benefit and common development for win-win result between China and other developing countries.



#### (四) 外国政府贷款转贷

##### Onlending of Foreign Government Loan

全年新签外国政府贷款转贷项目金额11.7亿美元，新批项目金额12.7亿美元。

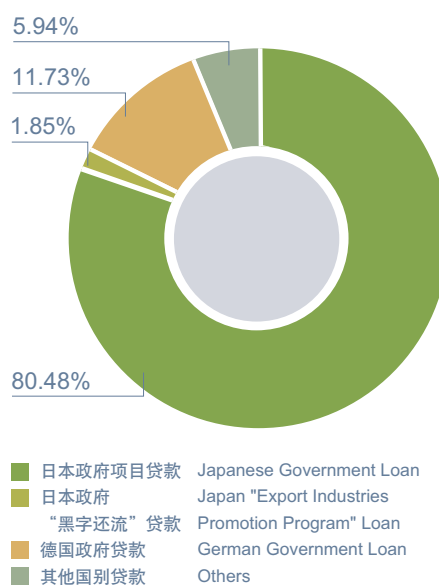
中国进出口银行按照积极、有效利用外资的总方针，开拓创新，锐意进取，牢固树立市场意识、竞争意识、服务意识，积极开拓新国别、新业务、新品种，有力地支持了我国基础设施、医疗卫生、教育、环保等重点项目建设，为实施西部大开发战略和振兴东北老工业基地战略发挥了积极作用。同时，狠抓内部基础管理，继续强化贷后管理，部分重点、难点问题得到解决，转贷资产质量明显好转，业务继续保持稳健发展。

截至2006年末，转贷的外国政府贷款国别和国际金融机构为日本、德国、荷兰、奥地利、西班牙、澳大利亚、挪威、芬兰、丹麦、科威特、韩国、比利时、英国、瑞典、卢森堡、波兰、加拿大、沙特阿拉伯、瑞士、法国、意大利、以色列、美国进出口银行、北欧投资银行、北欧发展基金及欧洲投资银行，共22个国家和4个金融机构。其中意大利、以色列和美国进出口银行为2006年新增国别和金融机构。

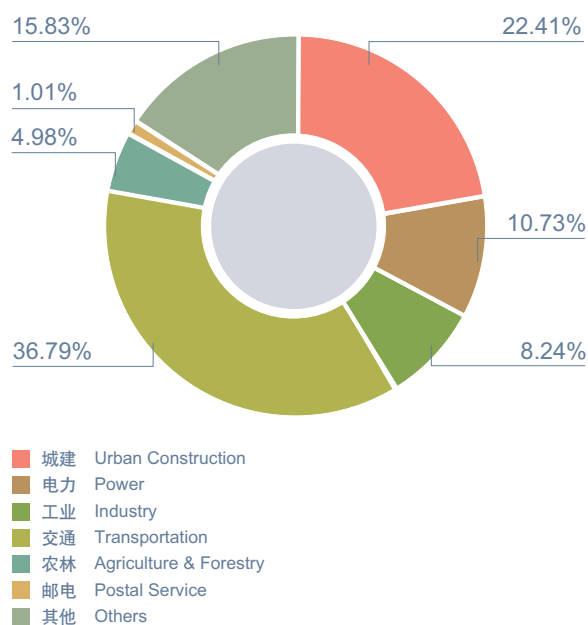
In 2006, the Bank approved onlending projects with a total value of USD 1.27 billion and signed onlending agreements worth USD 1.17 billion.

Following the principle of making active and efficient use of foreign funds, the Bank has tried new ways in business innovation and has been striving to enhance its staff's awareness of market, competition and service. Working hard to add to its list new countries, new businesses and new product varieties, the Bank has supported key projects in infrastructure, medical care, education and environmental protection in China, and made positive contribution to the implementation of the national strategy of "developing the west" and "renovating the old industrial base in Northeast China". Meanwhile, the Bank took strict measures in 2006 to tighten internal basic management and post-loan management, which led to the solution of some key issues of major concern. The asset quality under onlending business turned out to be much improved and the onlending business maintained a sound and steady growth.

By the end of 2006, the Bank had onlent loans provided by 22 foreign governments and 4 international financial institutions, including Japan, Germany, the Netherlands, Austria, Spain, Australia, Norway, Finland, Denmark, Kuwait, Korea, Belgium, United Kingdom, Sweden, Luxembourg, Poland, Canada, Saudi Arabia, Swiss, France, Italy, Israel, the Export-Import Bank of the United States, Nordic Investment Bank, Nordic Development Fund and European Investment Bank. Italy, Israel and the Export-Import Bank of the United States were newly added to the list in 2006.



外国政府贷款余额国别分布图  
Outstanding of Foreign Government Loans by Country



外国政府贷款转贷余额行业分布图  
Outstanding of Foreign Government Loans by Industry



## (五) 中间业务 Intermediary Business

全年办理国际结算、结售汇和对外担保等业务164.1亿美元。

Throughout the year, the Bank handled intermediary business including international settlement, international guarantee and sales and purchase of foreign exchange valued at USD 16.41 billion.

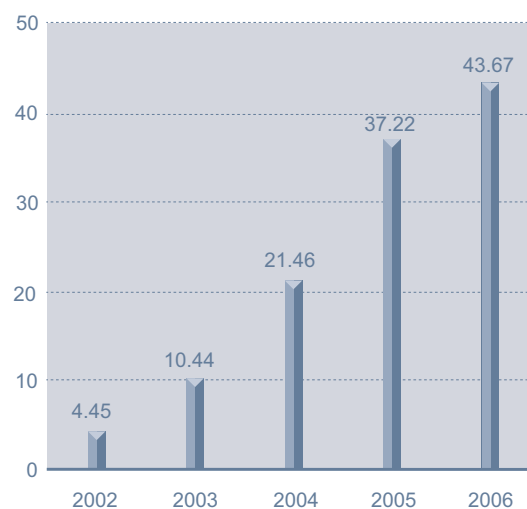
### 对外担保业务 International Guarantee

全年共计对外开立保函118笔，总金额44亿美元，比上年同期增长17%，年末对外担保责任余额88亿美元。

2006年对外担保业务继续保持了较快增长，有力地促进了船舶、电站、通讯设备等大型机电产品、高新技术产品的出口，并为国内企业开展境外投资、对外承包工程和境外加工贸易等提供了强有力的金融支持。在传统保函业务持续增长的同时，加大了对民营企业的支持力度，简化了境外投资企业办理融资性保函业务的程序。

In 2006, the Bank issued 118 letters of guarantee with a total value of USD 4.4 billion, up by 17% over the previous year. By the end of the year, the outstanding of international guarantee was USD 8.8 billion.

The international guarantee business of the Bank maintained a rapid growth in the year 2006, lending effective support to the export of large-size machinery and electronic products such as ships, power station, telecommunication equipment as well as the export of high- and new-tech products. It also offered strong financial backup to Chinese companies in their overseas investment, offshore contracting and overseas processing trade operations. While maintaining a stable growth of traditional L/G business, the Bank intensified its support to private companies and streamlined the application procedures for loan guarantee by overseas China-invested companies.



对外担保业务发展示意图  
Growth of International Guarantee

单位：亿美元  
Unit: USD 100million

## 国际结算业务

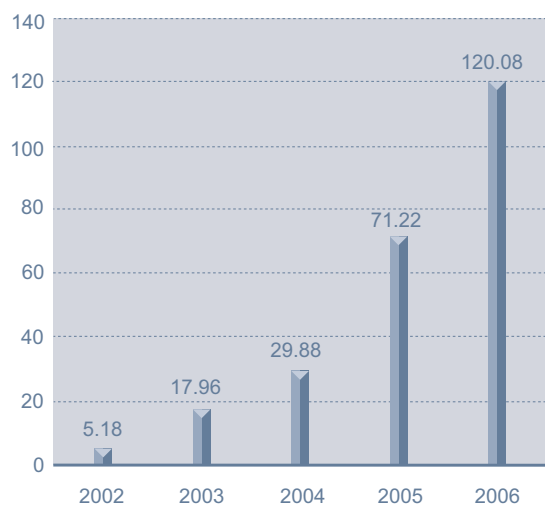
### International Settlement

全年共计办理国际结算和结汇、售汇业务120亿美元，比上年增长69%。

2006年国际结算业务继续增长，业务创新力度不断加快，为客户开办了进出口押汇、保理、福费廷等新业务，满足了客户规避汇率风险、加快资金周转、防范收汇风险的需要，实现了存款、贷款、担保、结算、贸易融资“一条龙”服务。

Throughout the year, the Bank handled international settlement and sales and purchase of foreign exchange worth USD 12 billion, up by 69% over the previous year.

International settlement business of the Bank continued to grow in 2006. Business innovation was quickened up with stronger emphasis. New business varieties were introduced to the Bank including export and import bill purchase, factoring, forfeiting, etc. All these efforts helped clients to hedge forex risks, speed up fund flows and prevent risks in foreign exchange collection, and enabled the Bank to provide one-stop services covering deposit, loan, guarantee, settlement and trade finance.



国际结算业务发展示意图  
Growth of International Settlement

单位：亿美元  
Unit: USD 100million

## (六) 资金筹措与运作

### Fund Raising

#### 资金筹措

#### Fund Raising and Operation

全年发行了7期共680亿元人民币金融债、2期共7.6亿境内美元银团借款、1期7亿境内美元债；各类外汇掉期筹措短期外汇资金38.92亿美元。

2006年，基于对国内资金市场流动性较为宽裕的判断，中国进出口银行选择适当时机，控制再融资风险，降低资金成本，密切与承销商的联系沟通，成功发行了7期680亿元人民币金融债。为丰富债券市场品种，中国进出口银行创新推出市场上首笔18个月期债券，受到投资者广泛欢迎。

2006年2月和7月，中国进出口银行分别在境内组织银团借款2.6亿美元和5亿美元。由于发行时机选择得当，产品定价合理，受到市场成员的热烈响应。

2006年12月，中国进出口银行在境内市场发行7亿美元外币债，这是迄今国内债券市场单笔发行规模最大的境内美元债券。

通过综合运用各种筹资手段，加强资金计划管理，合理安排发债规模，充分运作资金，有效地降低了资金成本，提高了资金使用效率，保证了资金良好的流动性和效益性。

In the year of 2006, the Bank launched 7 issues of renminbi financial bonds totaling RMB 68 billion together with 2 issues of domestic US dollar syndicate loans worth USD 760 million and 1 issue of domestic US dollar bond worth USD 700 million. Besides, it handled short-term forex swaps amounting to USD 3.892 billion.

Judging that there would be ample funds in the domestic capital market, the Bank successfully issued at good timing in 2006 7 issues of renminbi financial bonds with a total amount of RMB 68 billion through a tight control over refinancing risks, a handsome reduction of fund-raising costs and a reinforced connection with underwriters. In order to enrich the bond product mix in the market, the Bank innovatively launched an unprecedented issue of 18-month bond, which was widely applauded by investors.

In February and July 2006, the Bank respectively organized a USD 260-million and a USD 500-million domestic syndicate loans. Owing to the good timing and the reasonable pricing chosen by the Bank, both issues were warmly welcomed by markets.

In December 2006, the Bank issued a USD 700-million bond in domestic market, marking as the largest single issue of domestic US dollar bond in China's bond market so far.

Through a comprehensive employment of various fund-raising instruments, and with tightened management on treasury planning, the Bank carefully and reasonably scheduled bond volumes and made full play of idle money while scientifically arranging fund operations, all of which led to a reduction in fund-raising costs and an improved efficiency in fund utilization, and hence secured high liquidity and profitability of its funds.

## 资金交易

### Fund Transaction

2006年，中国进出口银行充分运用国际国内市场，积极参与国内银行间市场的创新与发展，开办人民币利率互换业务，灵活运用同业拆借、即期、远期债券买卖、回购、外汇买卖、掉期外汇买卖、利率掉期、货币掉期等多种金融工具和投资组合，在保证资金良好的流动性的同时，努力实现收益最大化，在交易量、利润额等方面均创历史最高水平。

2006年4月，中国进出口银行与中国银行达成银行间交易市场首笔人民币与美元的掉期，进一步拓宽了短期资金融通渠道，在提高中间业务市场竞争力的同时，树立了良好的市场形象。

2006年，中国进出口银行高度重视运用各类金融工具提高对客户全方位金融服务水平，结售汇牌价依据市场水平“一日多价”；开办了远期结售汇业务；继续开拓代客债务风险管理业务，有效地帮助客户防范和化解因利率、汇率变动所产生的风险。

为控制资金营运中的信用风险、市场风险、操作风险，中国进出口银行重置了资金前、中、后台，构建起相互支持、相互制约的业务架构，成功引进并正式上线运行了国际先进的KONDOR+资金交易和风险管理系统，有效地提高了资金交易风险管理水平。

In 2006, the Bank fully applied the resources of domestic and international markets and took active part in the domestic inter-bank market innovation and development. It started interest rate swap transactions this year, and made flexible combination of various financial instruments and investment services such as inter-bank borrowing and lending, spot and forward bond trading and repurchasing, forex trading, foreign exchange swap trading, interest rate swap, currency swap, and etc. All these enabled the Bank to realize maximum profitability record while securing a good liquidity of funds, hitting the records in terms of trading volume and revenue.

In April 2006, China Eximbank and Bank of China successfully completed the first RMB-USD swap transaction in the inter-bank market, which broadened the channels of short-term fund raising. By so doing, both banks set up good market image and sharpened their competitiveness in intermediary business market.

This year the Bank also focused on utilizing various financial instruments to improve its ability to provide customers with all-round financial services. It applied a floating rate of forex selling and purchase that changed daily in connection with the market fluctuation. It offered the selling and purchase of forward foreign exchange. In addition, it continued to provide commissioned debt risk management service for clients with a view to effectively protect clients from and mitigated the risks arising from the fluctuation in exchange rate and interest rate.

In order to take a tight control on credit, market and operational risks in fund transactions, the Bank restructured its frontline, middle desk and backup mechanism of fund transaction by building up an inter-supportive and yet inter-restrictive framework. It also introduced and adopted the world-leading KNODOR+ fund transaction and risk management system. These efforts proved effective in improving the Bank's competence in fund transaction risk management.

## 国际信用评级

### International credit ratings

中国进出口银行目前接受了世界三大权威评级机构的评级，其中，美国穆迪投资家服务公司给予中国进出口银行的评级为A2，美国标准普尔公司自2006年7月将中国进出口银行的评级从A-提升为A。惠誉评级公司2006年首次对中国进出口银行进行评级，评级结果为A。上述三大权威评级机构对中国进出口银行的评级均与中国主权评级一致。

另外，在英国《贸易融资》(TRADE FINANCE)杂志于香港举办的第一届亚洲区颁奖典礼中，中国进出口银行被评为2005-2006年度亚洲最佳出口信用机构。

So far, the Bank has received credit ratings from three world authoritative rating agencies, i.e., Moody's Investors Service, Standard & Poor's and Fitch Ratings. Moody's has assigned an A2 rating to the Bank while Standard & Poor's upgraded the Bank's rating from A- to A in July 2006. Fitch started to give ratings to the Bank for the first time in 2006, which turned out to be A. All the ratings assigned by these three authoritative rating agencies were compatible to China's sovereign ratings.

Besides, the Bank was recognized as the 2005-2006 Best Export Credit Agency in Asia by the British Magazine *Trade Finance* at the first Award Ceremony for Asia held in Hong Kong.

	中国主权	中国进出口银行
	China's sovereign ratings	China Eximbank
美国穆迪投资家服务公司 Moody's Investors Service of the US	A2	A2
美国标准普尔公司 Standard & Poor's of the US	A	A
惠誉信用评级有限公司 Fitch Ratings	A	A

## 业务创新与发展 Business Innovation and Development

2006年，中国进出口银行积极开展金融创新，以市场为导向，以客户为中心，适时调整业务发展方向，拓宽服务的领域，创新金融产品。

In 2006, China Eximbank worked hard to carry out financial innovations. Based on the market-oriented and client-oriented principles, it made timely adjustment on the direction of business development, expanded serving fields and inaugurated financial products.

### 一、业务拓展与创新 Business Development and Innovation

#### (一) 拓宽客户范围 Broadening Client Base

2006年，中国进出口银行积极探索支持中小企业融资的新方式，取得实质进展。安徽省宁国市及大连软件园园区出口中小企业统借统还贷款试点工作取得初步成功，为解决中小企业融资瓶颈，促进经济健康协调发展和扩大就业探索出了一条新路。积极支持港澳台资企业，为一批合资企业提供了融资支持，促进了两岸经贸合作。

In 2006 the Bank actively explored new channels to finance small- and medium-sized enterprises and had made substantial progress. For example, the Bank made preliminary success in the experimental work on providing loans to Ningguo City of Anhui Province and software park of Dailian city for supporting their small and medium exporters by means of unified borrowing and repayment. This arrangement offers a new way to solve the bottle-neck difficulty that SMEs face in financing and helps encourage a healthy and well-coordinated economic development while creating more job opportunities. Besides, the Bank also provided financial support to Hong Kong, Macao and Taiwan companies. This year it financed a number of Taiwan-invested companies, promoting the economic and trade cooperation across the straits.

## **(二) 推出新的信贷产品**

### **Developing New Credit Products**

为满足国内经济发展需要，促进国际收支平衡，推动结构调整和产业升级，中国进出口银行试点办理了进口信贷业务，支持关键技术、重大技术装备等进口。开办了农产品出口卖方信贷，以促进提高我国农业国际竞争力，支持解决“三农”问题，加大对社会主义新农村建设的支持力度。开办了内销远洋船和海洋工程装备贷款。试办了教育“走出去”贷款。

The Bank started to operate, as an experiment, import credit in 2006 with a view to satisfying the requirements of domestic economic development, to facilitating the international balance of revenues and expenditure and to stepping up the structural adjustment and industrial upgrading of the country. The import credit offered by the Bank aims to support the import of key technology and major technical equipment. Besides, the Bank began to provide export seller's credit for agricultural products to help strengthen the international competitiveness of Chinese agriculture, to solve the problems related to the rural area, rural people and agriculture, and to render greater support to the building of a socialist new countryside. This year, the Bank also provided new products such as loans to ocean vessels sold to domestic buyers, loans to ocean engineering equipment, and loans to "going out" education programs.

## **(三) 增加转贷业务新国别、新品种**

### **Adding New Countries and New Products to the List of Onlending Business**

中国进出口银行成功拓展了中美主权担保贷款业务和以色列政府贷款，成为意大利政府贷款2004—2006年度医疗和文化保护领域项目转贷行。积极争取世界银行节能项目贷款转贷业务。努力推动开办转贷项目人民币配套资金贷款业务。

In 2006, the Bank was approved to onlend loans from Israel Government and to operate China-US Sovereignty Guarantee Credit while acting as the onlending bank for the 2004-2006 Medical Care and Cultural Relics Protection Program of Italian Government Loan. It actively negotiated with the World Bank for the onlending qualification of the World Bank's energy saving project. It also worked hard to accelerate the provision of supporting RMB fund loan under onlending projects.

#### (四) 推进融资多样化和便利化

##### Promoting the Diversification and Facilitation of Financing

中国进出口银行积极利用联合融资、银团贷款、项目融资等方式，推动企业“走出去”参与境外投资、对外承包工程等项目。为支持高新技术企业发展，提高企业自主创新能力，积极落实国家中长期科技发展纲要配套政策，成立了特别融资账户部，制定了特别融资账户业务实施方案和操作规程。

The Bank actively organized joint financing, syndication and project financing to support the Chinese enterprises to invest overseas or to contract projects abroad. In order to support the development of high- and new-tech companies and enhance the self-innovation capacity of companies, the Bank set up the Department of Special Account Financing and completed implementation schedule and operation regulations for venture capital business to carry out the supporting policy of the state's medium and long-term scientific development plans.

## 二、重大项目

### Significant Projects

#### (一) 业务创新项目

##### Projects Related To Business Innovation

##### 1. 支持国内企业进口关键技术和重大装备

###### 深圳航空有限责任公司进口信贷项目

###### Supporting Chinese Companies to Import Key Technology And Major Equipment Import Credit Project for Shenzhen Airline Company Ltd.

2006年1月，中国进出口银行与深圳航空有限责任公司签署了进口信贷框架协议，协议金额为15亿美元，主要用于对该公司飞行器及器材进口、技术服务进出口等项目的融资支持。这是中国进出口银行自成立以来签订的第一笔进口信贷框架协议。此次由中国进出口银行提供的进口信贷融资支持，有力地保证了深圳航空有限责任公司未来发展规划的资金需求，为该公司进一步加大对飞机引进和基地建设等方面的投资力度奠定了基础。

In January 2006, China Eximbank signed Import Credit Framework Agreement with the Shenzhen Airlines. With a contract value of USD 1.5 billion, this agreement aims to provide financing support to the Shenzhen Airlines in its import of aircraft and related equipment and materials as well as its export and import of technical services. It is the first import credit framework agreement that China Eximbank has signed in its history. This import credit financing support provided by China Eximbank offers the Shenzhen Airlines a guarantee for funding demand in its future development plan, and hence lays a solid foundation for the Shenzhen Airlines to increase its investment in introducing new airplanes and building bases.





## 2. 支持农产品出口，服务新农村建设

### 新疆中基蕃茄制品有限责任公司农产品出口项目

#### Supporting the Export of Agricultural Products and Serving the Building of New Countryside Agricultural Product Export Project of Xinjiang Chalkis Tomato Product Co., Ltd

2006年，中国进出口银行与新疆中基蕃茄制品有限责任公司签署了《农产品出口卖方信贷合同》，金额为1.7亿元，主要用于该公司番茄制品的出口。新疆中基蕃茄制品有限责任公司目前是世界番茄制品行业中具有重要影响的知名企业。其生产的“Chalkis”牌番茄制品得到了国际客商的广泛认可，已成为行业中的名牌产品，产品80%以上出口，主要销往欧洲、非洲、中东和东南亚等地区。进出口银行的金融支持有效地带动了当地蕃茄种植产业及当地农业经济的发展。



In 2006, China Eximbank signed Export Seller's Credit Agreement on Agricultural Products with Xinjiang Chalkis Tomato Product Co. Ltd. With a contract value of RMB 170 million, the agreement aims to support the export of tomato products made by the company. Xinjiang Chalkis Tomato Product Co. Ltd. is a famous company in the world tomato-processing sector, whose tomato products under the brand of "Chalkis" are widely recognized among international customers. Chalkis has now become a famous brand in the industry. More than 80% of its production is exported to worldwide markets, mainly Europe, Africa, Middle East and Southeast Asia. The financial support from China Eximbank has promoted forcefully the development of tomato planting and rural economy in the region.

## 3. 促进中小企业发展

### 支持安徽省宁国市出口小企业项目

#### Assisting the Development of SMEs

#### Supporting SME Project of Ningguo City of Anhui Province

2006年3月，中国进出口银行与安徽省宁国市政府签署了支持该市中小企业统借统还贷款合作协议。该合作协议规定通过中国进出口银行的专业涉外融资优势与安徽省宁国市政府优势的结合，在符合国家政策性支持范围和保证资金安全的前提下，共同支持安徽省宁国市中小企业的发展。该贷款重点支持宁国市外向型中小企业开展对外经济合作以及机电设备和高新技术产品出口等项目。该协议的签署不仅是中国进出口银行支持我国中西部地区中小企业发展的新模式，同时也将为促进中小企业积极参与国际经济合作与开发，促进安徽省开放型经济发展发挥积极的作用。

In March 2006, China Eximbank signed with Ningguo City Government of Anhui Province the Cooperation Agreement on Extending Loans to Ningguo City Government for Supporting Small Exporters by means of Unified Borrowing and Repayment. This cooperation agreement requires that China Eximbank and Ningguo City Government combine their respective advantages of specialized foreign-related financing expertise and local advantages and join hands to support the development of SMEs in Ningguo City, with the preconditions that it is within the state's policy support and the fund safety is ensured. The provision of this loan focuses on supporting the small and medium exporters of Ningguo City to carry out foreign economic cooperation projects and the export of machinery and electronic products, high- and new-tech products. The signing of this agreement not only serves as a new model for China Eximbank in its support for the development of SMEs in the Middle and Western regions of China, but also plays an active role in encouraging SMEs to participate in international economic cooperation and development. In addition, it helps promote the development of open economy of Anhui Province.

#### 4. 搭建融资平台，支持港、澳、台企业发展

##### 台湾宏仁集团出口信贷项目

##### Building Platform for Financing and Supporting the Development of Hong Kong, Macao and Taiwan Companies Export Credit Project for Taiwan Hongren Group

2006年，中国进出口银行与台湾宏仁集团签署了出口卖方信贷协议，全年累计提供贷款约4.4亿元。随着两岸经济合作发展，台资企业在大陆融资的需求迅速增加。为切实解决台资企业“融资难”问题，中国进出口银行将台资企业纳入信贷支持范围，为广大台资企业搭建一个好的融资平台，为解决其经营过程中的融资需求提供便利条件。

In 2006, China Eximbank signed with Taiwan Hongren Group an export credit agreement. Under the agreement, the Bank provided loans totaling around RMB 440 million in 2006. With the development in the cooperation over the straits, there appears increasing demand for financing from Taiwan companies investing in the Mainland. In order to well solve the problem that Taiwan companies faced in financing, the Bank started to include Taiwan companies in its support list for extending credit, and built a good platform for providing financing to Taiwan companies, providing facilities to satisfy the financing requirements arising from their business operations.

#### (二) 支持国内企业开拓国际市场

##### Supporting Domestic Companies to Explore International Market

#### 1. 中国航天产品“整星”出口项目

##### Export of Chinese-made Satellite Project

2006年1月，中国进出口银行和尼日利亚财政部在北京签署了优惠出口买方信贷协议，协议金额为2亿美元，主要用于支持尼日利亚通讯卫星建造与发射项目。该项目由中国长城工业总公司承建，是尼国家一号工程，主要包括通讯卫星制造、发射和两个地面站的建造。中国进出口银行为中国实现整星出口“零”的突破提供融资支持，对促进我国航天企业跻身国际宇航市场和加快中国航天事业的发展具有重要意义，是我国高科技项目出口的一个重大里程碑。

In January 2006, China Eximbank signed with Ministry of Finance of Nigeria in Beijing a loan agreement of providing preferential export buyer's credit. With a contract value of USD 200 million, this agreement aims to support the making and launch of the communication satellite of Nigeria. Contracted by China Great Wall Corporation, this project was regarded as No. 1 project in Nigeria, which mainly includes the making and launch of the communication satellite and the building of two ground stations. China Eximbank offered financing support to this project, which was China's first export of the whole satellite, and hence was very significant in assisting Chinese aero-tech companies to step into international astronautic market and accelerate the development of China's own space industry, marking an important milestone in the export of high-tech projects of China.

## 2. 支持同方威视国际化经营项目

### Supporting the International Operation Project of NUCTECH Company Limited (NUCTECH)

2006年8月，中国进出口银行与同方威视技术股份有限公司签署了《利用政策性金融支持国际化经营合作协议》，旨在支持该公司在未来3年内的机电产品、成套设备、高新技术产品出口以及境外投资等“走出去”项目，大力促进其拓展海外市场。多年来，中国进出口银行始终把支持扩大高技术含量、高附加值、有自主知识产权及自主品牌产品和高新技术产品出口作为融资重点，先后为海尔集团、中集集团、华为技术有限公司、中兴通讯股份有限公司等具有比较优势的企业提供了强有力的政策性金融支持，取得了很好的效果。

In August 2006, China Eximbank signed with NUCTECH Company Limited a Cooperation Agreement of Utilizing Policy Financing to Support International Operations of NUCTECH Company. The purpose of this agreement is to support the export of machinery and electronic products, complete sets of equipment and high- and new-tech products as well as overseas investment and other "going global" projects undertaken by NUCTECH in the next three years so as to encourage the company to expand overseas markets in an energetic way. For many years, the Bank has been focusing on supporting the export of high- and new-tech products and the export of those products that are high-tech and high-value-added, self-own-branded and have self-owned IPR. It has provided strong policy financial support to a number of Chinese companies with comparative advantages such as Haier Group, CSCO, Huawei Company, ZTE Company and many others.



### 3. 德国成品油轮项目和集装箱船项目

#### German Oil Product Tanker Project and Container Vessel Project

2006年9月，中国进出口银行与德国北方银行、德国复兴信贷银行、德国裕宝银行联合向德国船东提供总额为4.56亿美元的信贷资金，其中中国进出口银行承诺融资金额为1.77亿美元，用于支持德方购买我国江苏新世纪船厂和江苏扬子江船厂承建的6艘成品油轮和8艘集装箱船。国务院总理温家宝和德国总理默克尔见证了签字仪式。

On Sept. 2006, China Eximbank worked with HSH Nordbank, KfW and HVB Group in providing German ship owners with a loan totaling USD 456 million, among which China Eximbank committed USD 177 million for financing the purchase by German ship owners of 6 oil product tankers and 8 container vessels built by Jiangsu New Century Shipyard and Jiangsu Yangtze Shipyard. Chinese Premier Wen Jiabao and German Chancellor Angela Merkel were present at the signing ceremony of the loan agreement.

### 4. 支持出口创新基地建设项目

#### Developing Export Innovation Bases

2006年12月，在商务部与科技部联合召开的国家科技兴贸出口创新基地授牌大会上，商务部与中国进出口银行共同签署了关于支持国家科技兴贸出口创新基地建设的合作协议，旨在充分发挥双方的政策导向作用，合作互动，优势互补，共同促进出口创新基地特色产业自主创新，提高我国企业的国际竞争力。中国进出口银行将不断创新业务品种，扩大服务领域，提高服务水平，对经商务部认可的科技兴贸出口创新基地及基地内企业提供信贷支持。

At the Conference on Developing Export Innovation Bases for Rejuvenating Trade through Science and Technology co-sponsored by China's Ministry of Commerce and Ministry of Science and Technology in December 2006, Ministry of Commerce and China Eximbank signed a cooperation agreement on supporting the development of export innovation bases for rejuvenating trade through science and technology, giving full play to policy orientation and advantage of both sides with a view to facilitating innovation in industries with unique characteristics and to enhance international competitiveness of Chinese companies. With persistent efforts in business innovation, client-base expansion and service improvement, China Eximbank is dedicated to providing financial support to those export innovation bases and related companies recognized by the Ministry of Commerce.

### (三) 支持对外经济合作项目

#### Projects Supporting International Economic Cooperation

##### 1. 落实上海合作组织9亿美元优惠出口买方信贷项目

##### Projects under USD 900 million Preferential Export Buyer's Credit for Shanghai Cooperation Organization

截至2006年6月，中国进出口银行先后与上海合作组织成员国哈萨克斯坦、吉尔吉斯斯坦、塔吉克斯坦、乌兹别克斯坦分别签署了优惠出口买方信贷贷款协议，圆满完成了中国政府向上海合作组织成员国承诺的9亿美元优惠出口买方信贷的落实工作。作为中国政府对外优惠出口买方信贷的唯一承贷行，近两年来，中国进出口银行分别向上海合作组织各成员国派出了常驻工作组，以积极、务实的态度，为推进9亿美元优惠贷款的落实做了大量工作。上述贷款协议主要涉及基础设施等关系成员国国计民生的领域，不仅为发展地区经济合作增添了强劲动力，也为巩固上海合作组织框架内的多边合作奠定了良好基础。

By June 2006, China Eximbank had signed with member countries of Shanghai Cooperation Organization, namely Kazakhstan, Kyrgyzstan, Tajikistan and Uzbekistan, preferential export buyer's credit agreements, fulfilling the commitment by the Chinese government to provide USD 900 million preferential export buyer's credit to the members of the organization. As the sole provider of Government Preferential Export Buyer's Credit designated by the Chinese government, China Eximbank dispatched, in the past two years, long-term working groups to these countries, which has been instrumental in ensuring the fulfillment of the USD 900 million loans. The loan agreements aforementioned cover a wide range of areas of strategic importance including infrastructure, injecting new impetus to regional economic cooperation and laying a sound foundation for multilateral cooperation within the Shanghai Cooperation Organization Framework.



##### 2. 与西非开发银行合作项目

##### Working with West African Development Bank

2006年11月，在中国人民银行与西非开发银行联合举办的“中国经济日”研讨会期间，中国进出口银行与西非开发银行在多哥首都洛美签署了7000万欧元的信贷合作协议，旨在为促进中国和西非经济货币联盟中与中国有外交关系的成员国的经贸合作提供融资支持。西非开发银行是西非重要的区域开发性银行，与中国进出口银行合作时间长，互信度高。双方将在互信、互惠、互利的基础上，共同加强对非洲市场的市场开拓和业务合作。

On the occasion of the Symposium of China Economic Day co-sponsored by People's Bank of China and West Africa Development Bank in November 2006, China Eximbank and West African Development Bank signed a 70 million Euro credit cooperation agreement in Lome, Capital of Togo, pledging financial support to economic and trading cooperation between China and members of West African Economic and Monetary Union which have diplomatic relations with China. As a major developmental bank in the region, West African Development Bank has maintained cooperation of mutual trust with China Eximbank for a fairly long time. The two sides have committed, on the basis of mutual trust, reciprocity and mutual benefit, to closer cooperation in market exploration and business development in Africa.



### 3. 中美主权担保融资合作协议项目

#### China-US Sovereign Guarantee Financing Agreement

2006年12月，在中美战略经济对话会议期间，中国进出口银行和美国进出口银行签署了中美主权担保融资合作《中期项目贷款协议标准文本备忘录》。中美两国是全球有重要影响的国家，双方在许多领域有着广泛的共同利益。随着经济全球化深入发展，中美两国经济已经形成了相互依存、合作发展的局面。中美在主权担保融资领域的合作，将促进美国先进技术和设备对华出口，进一步推动两国经贸关系发展，为中美两国经济发展注入新的活力。



During the first meeting of China-US Strategic Economic Dialogue in December 2006, China Eximbank and the Export-Import Bank of the United States signed an MOU on Standard Medium-Term Credit Agreement under sovereign guarantee financing cooperation. As the world's two highly influential nations, China and the US share extensive common interests in many fields. Economic globalization has facilitated the Chinese economy and the US economy to make joint development based on interdependence and cooperation. The cooperation in sovereign guarantee financing will help boost exports of advanced technology and equipment from the US to China, strengthen economic and trade ties between the two countries, and will definitely breathe new life into the two economies.

#### (四) 积极利用外资，支持国内经济社会发展

#### Utilizing Foreign Investment to Support Domestic Economic and Social Development

##### 1. 吉林市环境综合治理项目

##### Environment Treatment Project in Jilin City

2006年8月，中国进出口银行向吉林市市政公用局转贷了日本政府贷款97.11亿日元，用于吉林市环境综合治理项目。吉林市环境综合治理项目由吉林市供热工程和吉林市污水处理工程两部分组成。项目建成后，不仅有助于保护松花江水系和两岸的生态环境，改善该市人民的生活条件和社会投资环境，而且将进一步加快城市建设速度，促进地区经济发展。

In August 2006, China Eximbank onlent JPY 9.711 billion of Japanese Government Loan to the Comprehensive Environment Treatment Project of the Municipal Public Utilities Authority of Jilin City. Comprising a public heating program and a sewage treatment program, this project is beneficial to protecting Songhua River and the ecological environment along its banks and improving the living conditions of local people as well as the investment environment of the local society. It can also help step up the urban construction and the economic development of the region.

## 2. 伊宁市城市环境综合治理工程项目 Environment Treatment Project in Yining City

2005年7月，中国进出口银行向新疆伊宁市政府转贷了日本政府贷款64.62亿日元，用于伊宁市城市环境综合治理项目。伊宁市是新疆伊犁哈萨克自治州的首府，为多民族聚集的北疆重镇。该项目的实施，将改善伊宁市大气环境、城市生态环境及伊犁河水环境，提高伊宁市基础设施建设水平，对提高当地人民生活质量，促进民族自治地区经济发展具有十分重要的意义。

In July 2005, China Eximbank onlent JPY 6.462 billion yen of Japanese Government Loan to Yining Municipal Government to finance a comprehensive environment treatment project. As the capital city of Yili Kazak Autonomous Prefecture of Xinjiang Uygur Autonomous Region, Yining is a north-border stronghold inhabited by various ethnic groups. The project is expected to improve the atmospheric environment, the urban ecological environment and the water quality of Yili River, and is important to upgrading the city's infrastructure as well as improving the living standards of local people and the economic development of the autonomous region.



## 支持对外经济合作 Supporting Foreign Economic Cooperation

2006年，中国进出口银行认真贯彻国家经济与外交工作的总体战略，通过积极开展各项金融业务，向世界宣传和介绍中国的和平发展道路和发展经验，以及建设和谐世界的理念，为营造和平稳定的国际环境、睦邻友好的周边环境、平等互利的合作环境、互信协作的安全环境和客观友善的舆论环境，发挥了积极的作用。

In 2006, China Eximbank carefully implemented the state economic and diplomatic strategies through providing financial services to propagate and publicize China's path and experience of peaceful development and the concept of building a harmonious world. The Bank played an active role in maintaining a peaceful and stable international environment, a good neighborly and friendly surrounding environment, a cooperative environment based on equality and mutual benefit, a security environment based on mutual trust and reciprocal cooperation and an environment of objective and friendly public opinions.

### 一、全力配合国家经济外交工作 Earnestly Supporting the State's Economic Diplomacy Strategy

积极落实我国政府对外援助承诺，圆满完成了有关项目的落实和签约工作，有力地支持了中非合作论坛北京峰会、中国—东盟建立对话关系15周年纪念峰会、上海合作组织峰会、中国俄罗斯年、中国—太平洋岛国经济发展合作论坛等重大外交活动，推动了我国对非洲、东盟、中亚、南太、南亚的外交战略。克服重重困难，圆满完成了上海合作组织9亿美元优惠买方信贷落实工作，成功探索了以双边推多边、以多边促双边的经贸合作方式，维护和扩展了我国在中亚地区的战略利益，得到了国家领导同志的高度评价。



In 2006, China Eximbank actively honored the foreign aid commitments made by the Chinese government and successfully concluded and signed loan agreements for relevant key projects. By so doing, the Bank has laid a solid foundation for a series of major diplomatic events, such as the Beijing Summit of China-Africa Cooperation Forum, the Commemorative Summit marking the 15th Anniversary of ASEAN-China Dialogue Relations, the SCO Summit in Shanghai, the Year of Russia in China, and the China-Pacific Island Countries Economic Development and Cooperation Forum, etc. All these efforts have greatly helped the implementation of the State's diplomatic strategy towards Africa, ASEAN, Central Asia, South Pacific and South Asia. Overcoming various obstacles and difficulties, the Bank succeeded in fulfilling China's commitment to provide USD 900 million preferential export buyer's credit to SCO member countries. During the process, the Bank blazed a new trail for economic and trade cooperation featuring the mutual and interactive promotion between bilateral and multilateral cooperation. The USD 900 million preferential export buyer's credit to SCO member countries safeguarded and expanded China's strategic interest in Central Asia and gained high praise from the state leaders.



## 二、大力推广一揽子合作模式

### Vigorously Pushing Forward the Package Deal Mode

中国进出口银行积极创新融资方式，发挥各项融资产品的组合优势，针对不同项目和借款人的不同需求，将进出口银行的出口卖方信贷、出口买方信贷、对外优惠贷款等业务品种组合使用，形成了具有中国进出口银行特色的一揽子融资模式。

2006年，分别与赤道几内亚、刚果（布）、尼日利亚、埃塞俄比亚、也门、毛里塔尼亚等国签署了一揽子合作协议或合作备忘录，与加纳、纳米比亚、厄立特里亚等国积极探讨了一揽子合作，全面加强与非非洲国家的经济合作。

Through constant innovation on the modes of financing and in view of different financial needs for different projects and borrowers, China Eximbank made full use of the combination of its business portfolio including such products as export buyer's credit, export seller's credit and concessional loans, and came up with a package financing mode with its own distinctive features.

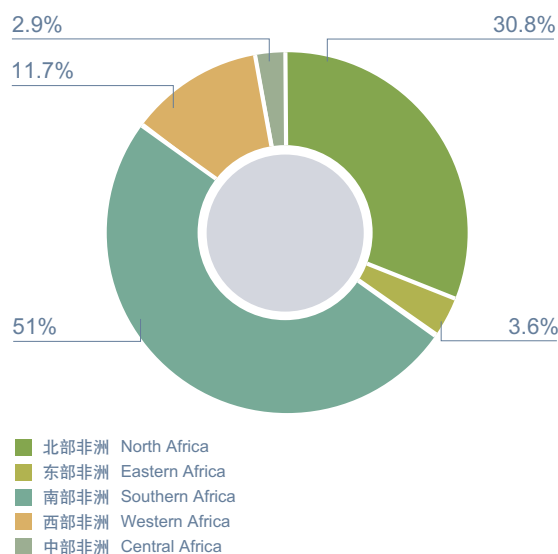
In 2006, the Bank signed package loan agreement or MOUs for cooperation with Equatorial Guinea, the Republic of Congo, Nigeria, Ethiopia, Yemen, Mauritania and etc. In addition, the Bank also explored the possibility for package cooperation with Ghana, Namibia, Eritrea and some other countries. All these efforts have tremendously strengthened China's all-round economic cooperation with African countries.

## 三、积极探索国际经济合作新思路

### New Thinking on International Economic Cooperation

2006年，中国进出口银行主办或协办了中国-突尼斯合作论坛、俄罗斯年、南部非洲发展共同体成员国驻华大使研讨会等活动，参加了中国-南亚商务论坛、西非开发银行中国经济日、世界银行年会、经合组织（OECD）年会、亚洲开发银行年会等多家区域性开发金融机构年会，在促进多边合作与交流中发挥了更大的作用。与西非开发银行签署了7000万欧元的信贷额度协议，与密克罗尼西亚联邦发展银行探讨了转贷合作模式。作为中方发起人之一，参与设立中意中小企业基金。提出了设立“中非发展基金”的构想并研究设计了实施方案。

In 2006, China Eximbank hosted or supported such major events as the China-Tunis Cooperation Forum, the Year of Russia in China, the Seminar for the Ambassadors of SADC member countries, and so on. The Bank also took an active part in the China-South Asia Business Forum, China's Economic Days at the Banque Ouest Africaine de Developpement (BOAD) and the annual meetings of the World Bank, OECD, ADB and other regional development financial institutions. By so doing, the Bank played a bigger role in promoting multilateral cooperation and exchanges. In November, China Eximbank signed a credit line agreement of 70 million EURO with the BOAD, and discussed possible modes for on-lending cooperation with the Federal Development Bank of Micronesia. As one of the initiators from the Chinese side, the Bank participated in founding the Mandarin Capital Partners Project. In addition, the Bank envisaged and proposed the idea of Sino-African Development Fund together with its relevant implementation measures.



中国进出口银行非洲贷款余额地区分布图（2006）  
Outstanding of Loans Extended by China Eximbank to the Africa Continent (2006)

## 风险管理

## Risk Management

2006年，中国进出口银行在努力实现战略转型和各项业务全面发展的同时，坚持把全面风险管理的理念贯穿于信贷业务的各个环节，始终把确保信贷资产安全、提高信贷资产质量放在首位，认真落实防范和化解金融风险的具体措施，信贷资产质量进一步提高。为顺应现代金融业监管趋势，2006年5月中国进出口银行正式成立了总行内控合规部门，负责全行内部控制、合规管理和反洗钱管理工作。

一是狠抓不良贷款“双下降”工作。定期分析“双下降”形势，加强了对各经营主体的检查和督导，完善了“双下降”奖惩机制。各经营主体制定了具体工作方案，落实责任制，在严防新发生不良贷款的同时，运用多种手段压缩存量不良贷款。加大了催收清欠力度，全年共清收表内业务不良贷款5.04亿元，其中通过法律诉讼手段收回不良贷款3.88亿元。转贷业务抓住有利时机，解决了一批拖欠时间长、金额大的疑难项目欠款清收问题，收回以前年度欠款3.82亿美元。认真做好呆账贷款核销工作。连续8年实现了不良贷款绝对额和不良贷款率“双下降”。

二是加强风险监控与资产保全工作。建立了国别信息库，强化了对客户、国家和行业的风险分析与预警，细化了贷款五级分类标准，动态监控资产质量变化情况。制定了重大风险事件应急预案，建立了总分行联动的工作机制。加强了金融债权管理，重点解决了一批债权悬空项目的债权落实问题和个别项目贷款的重组工作。

三是完善信贷管理基础工作。及时制定和修订了有关信贷规章制度，保证了新业务顺利开展，解决了经营管理中出现的一些新情况和新问题。加大了贷后管理工作力度，组织了境外项目贷后检查。加强了对代理行的考核，明确代理行职责，并着手进行代理费支付方式改革。开展了转贷项目专项检查，扩大了转贷项目贷后实地检查范围。调整和优化评审流程，提高评审效率。规范了项目档案管理，完成项目档案扫描推广工作，全行系统实现了项目档案自动化管理。

四是健全内部控制，强化合规经营意识。全面清理现行规章制度，为加强内部管理和内控建设奠定了基础。按照监管机构的要求，认真做好有关整改工作，及时从制度上堵塞经营管理和内控机制中存在的漏洞，并严肃处理了相关责任人。加大了内部稽核工作力度，强化审计监督作用。积极开展后评价工作。完善了反洗钱工作机制，建立起了总分行全方位反洗钱工作组织架构。

In 2006, while exerting itself to achieve strategic reorientation and comprehensive development in each facet of its business, the Bank insisted on performing full-scale risk management throughout the process of extending credit. Always making asset safety and quality the top priority in its credit business, it earnestly implemented specific measures for preventing and mitigating financial risks, all of which resulted in a much improved asset quality of credit. In order to comply with the trend of modern financial regulation, in May 2006 the Bank established the Internal Control and Compliance Department at the Head Office to be responsible for the Bank's internal control, compliance management and anti-money-laundering supervision.

In 2006, the Bank adopted the following measures to strengthen risk management:

Firstly, special attention was given to achieve the "double fall" target set for non-performing loans. The Bank made regular analysis on the situation of the "double fall" work, fortified the examination and supervision over all the operation bodies, and improved the mechanism of rewards and penalties for the "double fall" work. All the operation bodies of the Bank had drafted detailed work plans, implemented the responsibility system and utilized various means to reduce the stockpile of NPLs while taking strict precautions against newly incurred NPLs. Besides, the Bank reinforced its efforts in collecting overdue loans. By the end of the year, the Bank had collected RMB504 million NPLs of the on-balance-sheet business, of which RMB388 million was collected through lawsuits. In terms of onlending business, by making full use of favorable opportunities, the Bank successfully cleared as much as USD382 million loans in arrears that were long overdue in the past years for a number of projects with large sums. It also worked hard to write off bad loans after verification. As a result, the Bank achieved a "double fall" on NPLs for eight consecutive years in terms of both the absolute amount and the percentage in relation to the portfolio as a whole.

Secondly, risk supervision and asset protection was intensified. The Bank established a country information database, strengthened risk analysis and pre-warning on clients, countries and industries, further refined the five-category classification on credit, and kept a close eye on the changes of the asset quality. It also instituted an emergency response plan for grave risk accidents, and established a work mechanism linking the head office with branches. Besides, it reinforced management on financial assets by settling the creditor's rights for a number of projects and restructuring loans of certain projects.

Thirdly, basic work of credit management was improved. The Bank formulated and modified in good time relevant credit rules and regulations, which ensured a smooth development of new businesses and helped tackle new issues and problems occurred in the operation and management. With enhanced focus on post-loan management, it conducted post-loan examination on overseas projects. Besides, it strengthened reviews on correspondent banks, clarified the responsibilities and obligations of correspondent banks and set about reforming the payment methods of commission fee. As for the onlending business, the Bank carried out special investigation on onlending projects, and enlarged the content of onsite post-loan investigation. In addition, it readjusted and optimized the evaluation process and improved the efficiency of evaluation work. It also standardized project file management, and completed the promotion of scanning project file for an automatic management on project files in the bankwide system.

Fourthly, the internal control was improved and the consciousness of operational compliance was further strengthened. The Bank straightened out all the existing rules and regulations this year, laying a solid foundation for intensifying the construction of internal management and control. The Bank carefully rectified and improved its restructuring work according to the requirements of regulatory authority by stopping up the institutional loopholes in its operation, management and internal control, and giving severe punishment to the related staff that were responsible to the work. It also intensified internal auditing by highlighting the function of auditing and supervision. In addition, the Bank actively carried out the post-evaluation work, and further improved the anti-laundering mechanism by setting up an all-round anti-money-laundering working structure between the head office and the branches.

## 信息化建设 IT Development

2006年3月，中国进出口银行成立软件开发部，启动“新一代业务系统”的建设工作。软件开发部内设机构和职能设置采用了同业领先模式，建立了结合银行业务和信息技术两方面人才的复合型团队，为新一代业务系统建设提供了保障。

新一代业务系统开发工作是进出口银行新一届领导班子集体做出的重大举措，是进出口银行建行12年来第一次彻底的技术更新，也是支持战略转型和业务发展的生命线。进出口银行采用科学的系统建设方法，引进专业咨询公司，为新一代业务系统进行了总体规划，制定了可行的实施方案。目前，全行共成立了8个专项项目，在核心业务、信贷管理、国际结算、资金管理、统计、稽核、反洗钱等多领域全面开展系统实施工作。

2006年，为配合全行机构改革和业务发展，信息化建设还完成了以下主要工作：建设浙江省分行、湖南省分行计算机系统，为营业部迁新址、总行部分部室调整办公地点做好计算机系统基础设施建设；完成了转贷业务系统开发二期开发、路透外汇交易系统引进、企业征信系统建设、“1104工程”建设、本外币资金管理系统建设、电话银行系统建设等一批业务发展急需的信息化建设项目；完成了人民银行小额支付系统全行推广、办公室信贷项目档案管理系统在全行推广、人民银行验印及票据扫描系统在深圳、上海、营业部的推广、国际结算管理系统在青岛、成都的推广等工作；总行远程灾备中心的建设取得重大阶段性成果，中国进出口银行已经实现了国家三级备份中心建设的总体目标。



In March 2006, China Eximbank set up the Software Development Department and started to develop its "New Generation Business System" (hereafter referred to as the System). By adopting the advanced model of fellow banks in designing the internal structure and function layout, the Software Development Department was able to build up a team of versatile talents combining banking knowledge and IT expertise, providing a strong guarantee for successful development of the System.

The crucial decision to develop the System is collectively made by China Eximbank's current top management. As a thorough technological renovation taking place for the first time in the Bank's 12-year history, the System is recognized as the lifeline to support the Bank's strategic reorientation and business development. By applying scientific methods of system development and with the assistance from professional consultant companies, the Bank has drawn an overall blueprint of the System and drafted feasible implementation plans. So far, the Bank has launched 8 special programs related to the development of the System, covering such fields as core business, credit management, international settlement, treasury, statistics, auditing, anti-money laundering, and so on.

In 2006, the Bank also completed the following jobs in IT construction so as to support the institutional reform and business development of the bank: i) building up computer networks for the Bank's Zhejiang Branch and Hunan Branch. ii) re-arranging and readjusting computer networks to accommodate the changes in the workplace of the Banking Business Department as well as other departments. iii) completing a batch of IT programs urgently required by the Bank's business development, such as the development of Onlending Business System Phase II, the introduction of Reuters Forex Trading System, the building of Corporate Credit Investigation System, "1104" System, RMB and Foreign Currency Management System, and Call Center System. iv) introducing to the whole Bank the Small-Amount Payment System of PBOC, Archive Administration System for Credit Projects. v) introducing the Stamp Identification and Note Scanning System of the PBOC to the Bank's Shenzhen Branch, Shanghai Branch, and the Banking Business Department. vi) introducing International Settlement Management System at Chengdu Branch and Qingdao Branch. vii) making significant progress in the construction of the its Disaster Recovery Center. The Bank has already achieved its general goal to meet the state's command of setting up a 3-Level Back-up Information Center.



## 人力资源管理 Human Resources Management

2006年，中国进出口银行牢固树立人才资源是第一资源的观念，坚持以人为本，根据目前国内外形势和中国进出口银行发展战略需要，实施了各项人事制度改革。一是认真做好行内机构调整和新设机构的筹建。二是加强领导班子和干部队伍建设，采用接收应届大学毕业生、选调、公开招聘等多种方式，为各单位特别是业务一线补充了人员，合理有效地配置人力资源。三是组织开展总行副处级干部竞争上岗工作，为优秀人才脱颖而出创造条件。四是深化工资分配制度改革，努力建立公平合理、科学有效的奖惩激励机制。五是抓好教育培训工作。有针对性地加强对中高级管理人员和中高级专业人员的培训，积极开展各类岗位培训，进一步拓展海外培训渠道，全行共举办培训班48个，举办各种专题讲座34个，共有2285人次参加了各类培训，累计培训时间达5.88万多小时，人均年参加培训时间达63小时，为贯彻全行发展战略和开展各项业务提供了组织保证和人才支持。

China Eximbank has regarded human resource as the most valuable resources. Focusing on people-based principle and the current situation at home and abroad, the Bank carried out a variety of reforms in human resources mechanism in 2006 to satisfy the development needs of the Bank. The steps taken in this regard are as follows: First, the Bank has carefully planned the institutional restructuring and the building of new divisions. Second, the Bank has fortified the efforts in building up a competent leadership and a strong teamwork. Through the channels of recruiting new graduates, introducing experienced professionals, and selecting staff through open recruitment, the Bank has enlarged its reserve of human resources, particularly the workforce of the frontline business departments. By doing so, the human resources are now better and more efficiently allocated. Third, the Bank has adopted the scheme of selecting deputy division chief through open and fair competition among the existing staff, thus enabled the talents to give full play to their capabilities. Fourth, the Bank has further deepened reform in pay roll system, and strived for the establishment of a reward-and-punishment mechanism that is fair, rational, scientific and effective. Fifth, the Bank has enhanced education and training with priority given to the middle- and high-level management and professionals. It organized a wide variety of on-the-job training programs and explored new channels of training overseas. In 2006, the Bank organized 48 training programs and 34 lectures with the participation of 2285 person/time and over 58,800 training hours, i.e., 63 training hours per person, providing a strong institutional guarantee and staff backup for the implementation of development strategy and business operations of the Bank.



## 中国进出口银行职工年龄、文化、职称结构(2006年)

### Structure of Age, Educational and Professional Background of China Eximbank Staff (2006)

年龄结构	Structure of Age	人数 Number of Staff	%
30岁及以下	Under 30 (including)	361	38.9
31-35岁	31-35	202	21.8
36-40岁	36-40	152	16.4
41-45岁	41-45	108	11.6
46-50岁	46-50	48	5.2
51-55岁	51-55	46	4.9
56-60岁	56-60	8	0.9
61岁及以上	Over 61 (including)	3	0.3
合计	Total	928	100

文化结构	Structure of Educational Background	人数 Number of Staff	%
博士	Dr. Degree	19	2.1
硕士及研究生	Master Degree	294	31.7
本科	Bachelor Degree	541	58.3
专科	Collegiate Level	65	7.0
中专	Technical Secondary School	4	0.4
高中	Senior High School	3	0.3
初中及以下	Junior High School and Under	2	0.2
合计	Total	928	100

职称结构	Structure of Professional Background	人数 Number of Staff	%
高级职称	Senior	155	16.7
中级职称	Middle Level	330	35.6
初级职称	Junior	205	22.1
合计	Total	690	74.4





## 公益事业 Public Welfare

2006年，中国进出口银行努力以构建和谐社会为指导，积极参与公益事业，回馈社会。

中国进出口银行认真贯彻落实中央国家机关单位扶贫开发工作会议精神，坚持从定点扶贫县—甘肃省岷县的实际出发，在招商引资、教育扶贫、科技扶贫、劳务扶贫、卫生医疗扶贫等方面做了一系列工作，收到明显成效。一是先后四次派出工作组赴岷县调研，具体落实有关扶贫项目。二是捐资帮助岷县完成了大沙漠小学和王家沟小学新校舍的建设以及大草滩村中心小学的危房改造。三是协调落实有关企业赴岷县进行了考察；捐资帮助岷县建设招商网站和印制“招商指南”。四是继续协调北京央务阳光家政服务公司等单位与岷县职教中心保持长期稳定的合作关系，开展家政、保安、保洁劳务合作，同时积极疏通新的渠道，帮助联系福建、南京等地有关企业与岷县开展劳务输出合作。五是筹措资金10万元，帮助岷县麻子川乡大草滩村新建一所“博爱卫生站”，购买了医疗器械和设备。六是组织工作组赴岷县参加首届“中国当归节”开幕式，并邀请7位著名歌手一同前往岷县举行了义务演出。七是协调岷县政府选派2名干部到南京分行和西安代表处进行了挂职锻炼培训，有针对性地推进了招商引资和劳务扶贫工作。

2006年中国进出口银行积极呼应中央号召，开展了“送温暖、献爱心”捐款捐物的扶贫捐助活动，发动机关干部员工积极向灾区捐款24160余元，捐物1191件。

In 2006, China Eximbank took an active part in public welfare undertakings as guided by the principle of building a harmonious society.

According to the Central Government's instruction on poverty relief and development, the Bank has focused its poverty-relief-aid work on Min County of Gansu province- its pegged locality in receiving the poverty relief assistance. Based on the practical situation of Min County, the Bank has made fruitful achievements in the local poverty alleviation through unswerving efforts to attract outside businesses and investment, and to reduce poverty by providing better education, science, technology, public health and export of labors. The Bank has taken the following steps for this end:

First, the Bank has dispatched four field-study work teams to Min County for identifying poverty relief projects. Second, the Bank has financed with its own donation the construction of schoolhouses of Dashamo and Wangjiagou primary schools and the re-habitation of the schoolhouse of Dacatou Village Primary School. Third, the Bank has coordinated and assisted relevant companies to make site investigation at Min County and financed with its own donation the construction of Min County's website for business projects publicity and the publication of Business Guide in Min County. Fourth, the Bank has helped establish a long-term partnership between Beijing Yangwu Yangguang Housekeeping Service Company and Min County Vocational Education Center in their cooperation on labor provision of housekeeping worker, security guard and cleaner. At the same time, the Bank has also explored new channels and helped foster the cooperation between Min County and companies in Fujian and Nanjing to send out labor services from the backward regions. Fifth, the Bank has raised RMB 100,000 yuan for the construction of a "Fraternity Health Center" and the furnishing of medical appliances and equipment in Dacatou Village of Mazichuan Township in Min County. Sixth, the Bank has organized a work team to attend the opening ceremony of the first China Danggui Festival held in Min County, for which it invited seven well-known singers to make charity performance in Min County. Seventh, the Bank has worked with the Min County government to select and arrange 2 local officials to work at the Bank's Nanjing Branch and Xi'an Representative Office for training at temporary posts, and has facilitated the work of business attraction and labor-based poverty relief in Min County.

Besides, in the year of 2006, as embracing the call of the central government, China Eximbank also launched a bank-wide poverty relief donation themed "A Gift of Warmth, An Offer of Love", and raised over RMB 24,160 yuan contributed by the staff together with 1191 items of living necessities for disaster-stricken victims.



## 对外交往 Foreign Exchanges and Cooperation

2006年，中国进出口银行积极加强国际交流与合作，对外金融交往活跃，进一步扩大了对外影响，提升了银行形象，促进了对外关系发展和国际经济合作，为推进“和谐世界”建设做出了应有的贡献。

In 2006, China Eximbank strengthened its international exchange and cooperation and made active efforts in interaction with foreign financial institutions. As a result, the Bank successfully expanded its influence, improved its image and prestige, promoted the development of Sino-foreign relations and international economic cooperation and made its due contribution to the building of a harmonious world.

### 一、对外友好往来 Friendly Foreign Exchanges

#### （一）高层会见 High-ranking meetings

2006年，中国进出口银行领导出席国家领导人外事活动及接待外宾300余人次，其中会见政府高层领导和外交使节80余次，主要包括贝宁总统、乌干达总统、加纳总统、厄特总统、喀麦隆总统、刚果（布）总统、尼日利亚总统、毛里塔尼亚总统和总理、巴布亚新几内亚总理、莫桑比克总理、加蓬总理、安哥拉总理、缅甸总理、老挝国家副主席和总理、塔吉克斯坦副总理、哈萨克斯坦副总理等，并与有关政府部门签署相关贷款协议，推动了我国经济外交工作的顺利开展。

In 2006, the executives of the Bank received, sometimes participated in the events hosted by the state leaders, more than 300 groups of foreign visitors. Among them, more than 80 were high-ranking officials and diplomatic envoys of foreign governments including President of Benin, President of Uganda, President of Ghana, President of Eritrea, President of Cameroon, President of the Republic of Congo, President of Nigeria, President and Premier of Mauritania, Premier of Papua New Guinea, Premier of Mozambique, Premier of Cabon, Premier of Angola, Premier of Myanmar, Vice President and Premier of Laos, Premier of Tajikistan, Vice Premier of Kazakhstan and etc. On the occasions of the above meetings, the Bank signed a number of loan agreements with relevant foreign government departments, hence greatly contributed to the implementation of China's economic diplomacy strategy.



## (二) 接待来访

### Receiving delegations

2006年，中国进出口银行接待了塔吉克斯坦副总理代表团、苏丹财政部代表团、尼日利亚高层代表团、越南开发银行培训代表团、密克罗尼西亚联邦发展银行代表团、土库曼外经银行代表团等多个来访团组。通过各种形式的广泛交流，增进了中国进出口银行与国外金融机构间的相互了解，进一步促进友好关系的深入发展。

In 2006, the Bank received the delegation from Tajikistan headed by their Vice Premier, the delegation from the Ministry of Finance of Sudan, the high-level delegation from Nigeria, the delegation from Vietnam Development Bank (VDB) for training program, the delegation from the Federal Development Bank of Micronesia, the delegation from the State Bank for Economic Affairs of Turkmenistan and other visiting delegations. All these various exchanges enhanced the mutual understanding between the Bank and foreign financial institutions while further fortifying the friendly ties between them.



## (三) 同业交流与合作

### Exchanges and Cooperation with Foreign Financial Institutions

中国进出口银行非常重视与国际同业机构保持友好往来，积极开展资金筹措、人员培训、信息交流等多种形式的业务合作，增进了中国进出口银行与外国政府、金融机构、国际组织、投资者以及借款人之间的相互了解，保证了各项资金的顺利筹措，促进了国家重点项目的落实，有力地推动了各项业务的开展。

2006年，中国进出口银行组织召开了“第二届亚洲出口信用机构培训研讨会”，来自韩国、日本、泰国等7国出口信用机构的代表参加培训和研讨。此外，中国进出口银行还组织了对越南开发银行代表团的培训。

China Eximbank has always attached great importance to and maintained friendly exchanges with international financial institutions. In 2006, the Bank carried out a variety of business cooperation with its international peers in terms of fund-raising, staff training and information exchange. These bilateral exchanges enhanced the mutual understanding between the Bank and foreign governments, financial institutions, international organizations, investors and borrowers, ensured the successful raising of required funds, contributed to the implementation of state key projects and strongly pushed forward the development of various business lines of the Bank.

For example, in 2006, the Bank organized a training program for a delegation from the Vietnam Development Bank. In 2006, The Bank also hosted the Second Asian Eximbank Training Program in Beijing. Eximbank delegates from 7 countries including South Korea, Japan, Thailand joined the program and relevant seminars.

## 二、代理行网络

### Correspondent Bank Network

中国进出口银行与世界各国的金融机构建立起了广泛的业务联系。截至2006年底，我行已同境内外329家银行的424个总分机构建立了代理行关系，网络遍布全球109个国家和地区，进一步将服务延伸至世界各地，尤其在非洲、拉美、亚洲等新兴市场建立起比较完善的代理行网络。

China Eximbank has built up extensive business relations with financial institutions all over the world. By the end of 2006, the Bank has established correspondent banking relations with 424 branches of 329 banks, covering a total of 109 countries and regions. Relying on this wide-ranging network, the Bank now is able to extend its financial services to almost every part of the world, especially in the emerging markets of Africa, Latin America and Asia.



>>> 财务报表  
Financial Statements

# 财务报表

## Financial Statements

### 资产负债表 Balance Sheet

单位：千元人民币  
(in thousands of RMB)

资产	ASSETS	2004-12-31	2005-12-31	2006-12-31
存放中央银行款项	Due from Central Bank	2,086,799	5,209,112	1,356,649
存放同业款项	Due from Banks	5,536,923	2,850,534	1,744,700
拆放同业	Interbank Lendings	2,572,782	7,016,374	1,218,788
各项贷款	Loans	125,285,878	175,986,853	231,670,141
减：贷款呆账准备金	Less: Provision for Doubtful Debt in Loans	1,406,816	2,174,432	2,747,992
应收款项	Sundry Accounts Receivable	300,682	1,210,985	1,234,435
投资	Investment	3,437,122	6,700,972	3,884,682
固定资产原值	Fixed Assets	1,260,379	1,276,825	1,372,788
减：累计折旧	Less: Accumulated Depreciation	207,327	271,701	346,194
其他资产	Other Assets	188,851	6,987,825	18,909,151
资产总计	TOTAL ASSETS	139,055,273	204,793,347	258,297,148

负债	LIABILITIES	2004-12-31	2005-12-31	2006-12-31
同业拆入	Interbank Borrowings	413,825		7,469,090
企业存款	Enterprise Deposits	1,589,481	15,599,424	30,240,356
保证款项	Guarantee Sum	784,098	542,987	369,196
应付款项	Sundry Accounts Payable	1,608,428	2,864,161	3,148,614
长期借款	Long-term Borrowings	934,850	16,234,911	20,850,884
发行金融债券	Bonds Issued	120,227,850	152,457,194	167,735,750
财政拨款	Fiscal Subsidized Funds	3,688,326	3,454,628	3,370,095
其他负债	Other Liabilities	4,206,039	7,941,115	19,550,912
负债合计	TOTAL LIABILITIES	133,452,897	199,094,420	252,734,897

所有者权益	OWNER'S EQUITY	2004-12-31	2005-12-31	2006-12-31
实收资本	Paid-in Capital	5,000,000	5,000,000	5,000,000
资本公积	Capital Surplus	-6,535	-70,280	-151,402
盈余公积	Earnings Surplus	345,309	355,339	363,007
未分配利润	Undistributed Profit	263,602	413,868	350,646
所有者权益合计	TOTAL OWNER'S EQUITY	5,602,376	5,698,927	5,562,251
负债及所有者权益总计	TOTAL LIABILITIES AND OWNER'S EQUITY	139,055,273	204,793,347	258,297,148

## 损益表 Profit and Loss Statement

单位：千元人民币  
(in thousands of RMB)

		2004	2005	2006
利息收入 .....	Interest Income .....	3,654,393	6,488,527	8,399,121
手续费及其他收入 .....	Commissions & Other Income .....	1,829,410	2,769,220	2,833,194
收入总额 .....	<b>TOTAL INCOME</b> .....	<b>5,483,803</b>	<b>9,257,747</b>	<b>11,232,315</b>
利息支出 .....	Interest Expenses .....	3,620,617	6,300,435	7,996,435
手续费及其他支出 .....	Commissions & Other Expenses .....	1,263,981	1,815,631	1,973,879
管理费用 .....	Administrative Expenses .....	299,874	345,667	438,341
营业税金及附加 .....	Sales Tax and Affixation .....	203,218	299,814	371,826
支出总额 .....	<b>TOTAL EXPENDITURES</b> .....	<b>5,387,690</b>	<b>8,761,547</b>	<b>10,780,481</b>
税前利润 .....	PRE-TAX INCOME .....	96,113	496,200	451,834
减：所得税 .....	Less: Income Tax .....	55,996	424,347	363,340
税后利润 .....	<b>INCOME AFTER TAX</b> .....	<b>40,117</b>	<b>71,853</b>	<b>88,494</b>

# 外国政府贷款转贷业务资产负债表 Addition to the Balance Sheet (Onlending of Foreign Government Loans)

单位：千元人民币  
(in thousands of RMB)

资产	ASSETS	2004-12-31	2005-12-31	2006-12-31
存放同业款项	Due from Banks	8,834,154	2,255,552	3,948,424
应收及暂付款	Accounts Receivable	4,252,787	5,342,559	1,584,267
垫付利息	Interest Receivable	4,077,983	3,326,885	2,029,363
转贷外国政府贷款	Onlent Foreign Government Loans	150,075,817	135,290,921	137,433,931
减：贷款呆账准备	Less: Provision for Doubtful Debt in Loans	433,000	367,923	352,219
资产总计	<b>TOTAL ASSETS</b>	<b>166,807,741</b>	<b>145,847,994</b>	<b>144,643,766</b>

负债	LIABILITIES	2004-12-31	2005-12-31	2006-12-31
应付及暂收款	Accounts Payable	1,460,101	360,828	432,107
借入外国政府贷款	Borrowings of Foreign Government Loans	165,168,798	145,316,553	144,033,780
负债合计	<b>TOTAL LIABILITIES</b>	<b>166,628,899</b>	<b>145,677,381</b>	<b>144,465,887</b>

所有者权益	OWNER'S EQUITY	2004-12-31	2005-12-31	2006-12-31
未分配利润	Undistributed Profits	178,842	170,613	177,879
所有者权益合计	<b>TOTAL OWNER'S EQUITY</b>	<b>178,842</b>	<b>170,613</b>	<b>177,879</b>
负债及所有者权益总计	<b>TOTAL LIABILITIES &amp; OWNER'S EQUITY</b>	<b>166,807,741</b>	<b>145,847,994</b>	<b>144,643,766</b>



## 会计报表附注

### Notes to Financial Statements

#### 一、会计报表编制基础

##### Accounting Basis for the Preparation of Financial Statements

##### (一) 会计制度

按照《中华人民共和国会计法》、《企业会计准则》、《企业财务通则》、《金融企业会计制度》（财政部1993年颁布）和《金融保险企业财务制度》等法律法规编制财务报告。

##### (二) 报表汇总户数

截至年末，共有10个决算单位：总行本级、总行营业部、上海分行、深圳分行、南京分行、大连分行、成都分行、青岛分行、浙江省分行和湖南省分行。年度会计报表根据10个决算单位个别报表汇总编制。

##### (1) Accounting Principles

The financial statements of The Export-Import Bank of China are prepared in accordance with the relevant rules and regulations of the Accounting Law of the People's Republic of China, Accounting Standards for Business Enterprise, General Financial Provisions for Business Enterprises (promulgated by Ministry of Finance in 1993), Accounting System for Financial Institutions and Regulations Regarding Financial Activities of Financial and Insurance Institutions.

##### (2) Number of the Units Incorporated in the Statements

There were 10 units participated in the final accounts by the end of the year: Head Office, Banking Department, Shanghai Branch, Shenzhen Branch, Nanjing Branch, Dalian Branch, Chengdu Branch, Qingdao Branch, Zhejiang Branch and Hunan Branch. The annual financial statements are prepared by incorporating the individual statements of the aforesaid 10 units.

#### 二、会计政策和会计估计

##### Accounting Policies and Accounting Estimates

##### (一) 会计年度

公历2006年1月1日至12月31日。

##### (二) 记账本位币

记账本位币为人民币。

##### (三) 记账基础和计价原则

代理外国政府贷款转贷业务以收付实现制为记账基础；其他业务以权责发生制为记账基础，以实际成本为计价原则。

#### (四) 外币业务核算及外币报表的折算方法

外币业务采用分账制进行核算。外币实收资本按历史汇率折算为人民币，折算差额记入“资本公积”；其余各外币账户的外币期末余额按期末市场汇价折合为记账本位币金额。本期末主要货币基准汇率：

1美元=7.8087元人民币

1欧元=10.2689元人民币

1日元=0.065714元人民币

#### (五) 投资核算方法

短期投资取得时按实际成本计价，其持有期间所获得的现金股利或利息，除取得时已计入应收项目的现金股利或利息外，实际收到时作为投资成本的收回，冲减短期投资的账面价值；长期投资按实际支付的债券价款扣除支付的税金、手续费等各项附加费用，以及实际支付价款中包含的已到期尚未领取的债券利息后的余额作为实际成本记账，并按权责发生制原则计算应计利息。

#### (六) 呆账准备核算方法

呆账准备核算采用备抵法，根据期末各项贷款、拆出资金及长短期投资（人民币国债投资除外）等承担风险资产期末余额的1%计提。

#### (七) 固定资产计价和折旧方法

固定资产按取得时的成本计价。固定资产折旧采用年限平均法按月计提，净残值率为3%。各类固定资产折旧年限为：营业用房30年；非营业用房35年；电子计算机3年；运输设备6年；通讯设备、安全保卫设备、电器设备、家具及其他5年。

#### (八) 利息收入确认原则

利息收入确认原则：贷款到期（含展期下同）90天以上尚未收回的，其应计利息停止计入当期利息收入，纳入表外核算；已计提的应收未收利息收入，在贷款到期90天后仍未收回时，或在应收未收利息逾期90天后仍未收到时，冲减当期利息收入，转作表外核算。表外核算的应计利息在实际收到时确认为收款期的利息收入。

#### (九) 主要税项

所得税按应付税款法进行核算并按税务政策规定进行纳税调整，税率为33%，期末由总行汇总统一缴纳。营业税税率为5%，总行和各分支机构分别缴纳。

### (1) Accounting Year

The accounting year runs from January 1, 2006 to December 31, 2006.

### (2) Reporting Currency

The reporting currency is RMB.

### (3) Reporting Basis and Valuation Method

Except the onlending business for which cash basis accounting is applied, all the rest of the Bank's businesses are prepared on an accrual basis and at actual costs.

### (4) Foreign Currency Translation and the Translation Method of Foreign Currency Financial Statements

Foreign currency business is recorded separately. The paid-in capitals in foreign currency are translated into RMB at historical exchange rates and the differences are recorded in "Capital Reserve"; the year-end balances of the rest foreign exchange accounts are translated into amounts of the reporting currency at the respective exchange rates ruling at the end of the accounting year. The year-end bench rates of the major currencies for this accounting year were:

USD: RMB	1: 7.8087
EUR: RMB	1: 10.2689
JPY: RMB	1: 0.065714

### (5) Investments

Short-term investments are valued on the basis of the actual costs of acquisition, and, except for the cash dividends or interests already recorded in the receivables upon acquisition, the cash dividends or interests acquired during the holding period are used to offset the book values of short-term investments as the returns of investment costs when they are actually received; as for long-term investments, the balances of the purchase prices of bonds actually paid, after deducting the tax, commission charges and other additional charges paid and the matured yet undrawn bond interests included in the purchase prices that are actually paid deducted, are recorded as actual costs, and the accrued interests are calculated on an accrual basis.

### (6) Calculation Method of Provisions for Doubtful Debts

The allowance method is adopted for the calculation of provisions for doubtful debts, which is set at 1% of the year-end outstanding balance of all loans, interbank lending and assets bearing risks such as long term investments and short-term investments (excepting RMB treasury bond investment).

## (7) Fixed Assets and Depreciation Calculation

Fixed assets are recorded on a historical cost basis. Depreciation is calculated by using the straight-line method on a monthly basis. Net residual value is estimated at 3%. The estimated service terms of different categories of fixed assets are as follows: business houses -30 years, non-business houses -35 years, computers -3 years, transportation equipments -6 years, communication equipment, security system equipment, electric appliances, furniture and etc. -5 years.

## (8) Principles of Interest Income Recognition

The Principles of interest income recognition are: if a loan fails to be recovered within 90 days upon expiry (including extension period, the same below), the accrued interests of the loan should be incorporated in off-balance-sheet calculation and cease to be recorded in the interest income of the current period; the overdue interest income that has been accrued should, when the loan fails to be recovered within 90 days upon expiry or the overdue interest fails to be recovered within 90 days upon expiry, offset the interest income of the current period and be incorporated in off-balance-sheet calculation. The accrued interest that is calculated on off-balance-sheet should, upon actual acquisition, be identified as interest incomes of the collection period.

## (9) Tax

The income tax was calculated using the payable method at a rate of 33% upon adjustment in accordance with the provisions of taxation policies, and was paid by the Head Office at the end of the year. The operating tax was calculated at a rate of 5% and paid by the Head Office and the business branches separately.

## 三、主要会计政策、会计估计变更及重大会计差错更正

### Major Changes in Accounting Policies and Accounting Estimates and Correction of Significant Accounting Errors

(一) 本年度无主要会计政策、会计估计变更。

(二) 本年度无重大会计差错更正。

(1) There are no major changes in accounting policies and accounting estimates this year.

(2) There are no significant account errors this year.

## 四、利润分配

### Profit Distribution

根据财政部批复,对2006年税后利润进行分配。

After-tax profits for 2006 are distributed according to the written approval from the Ministry of Finance.

## 五、报表项目说明

### Notes to the Items of the Statements

#### (一) 调整项目

将原反映在“其他负债”项目中的“企业存款”项调出,予以单独列示,反映企业存入我行的款项。

#### (二) 表外项目

应收未收贷款利息余额	232,401.51万元
保函责任余额	6,875,822.48万元
他行开来保证凭信	882,280.89万元

#### (1) Items Adjusted

In the Balance Sheet, the "Company Deposits" is withdrawn from the "Other Liabilities" and is set as a separate item to represent deposits made by companies at China Eximbank.

#### (2) Off-sheet Items (RMB)

Year-end Outstanding of Interest Receivable	2,324,015,100
Year-end Outstanding of Guarantees	68,758,224,800
Year-end Outstanding of GuaranteeCertificate issued by Other Institutions	8,822,808,900



>>> 分支机构  
Branches and Representative Offices



## 分支机构

## Branches and Representative Offices

2006年，中国进出口银行先后成立了浙江省分行、湖南省分行。截至2006年末，中国进出口银行共设立了总行营业部、上海分行、深圳分行、南京分行、大连分行、成都分行、青岛分行、浙江省分行和湖南省分行9家营业性分支机构，以及哈尔滨、西安、武汉、福州、广州5个国内代表处，在境外设有东南非代表处和巴黎代表处。各分支机构在总行的统一领导下，按照“服务地方、方便企业，促进出口”的宗旨，为客户提供了优质、高效、便捷的金融服务。

In 2006, the Bank established Zhejiang Branch and Hunan Branch. By the end of the year, the Bank had set up 9 branches including Banking Business Department in Beijing and other 8 branches in Shanghai, Shenzhen, Nanjing, Dalian, Chengdu, Qingdao, Zhejiang and Hunan, five domestic representative offices in Harbin, Xi'an, Wuhan, Fuzhou and Guangzhou, and two overseas representative offices in Johannesburg and Paris. Under the direct leadership of the Head Office, all of the branches and representative offices, as following the guideline of “serving the local community, assisting local companies and promoting exports”, are committed to providing quality, efficient and convenient financial services to the clients.



## 分支机构名录

## Branches and Representative Offices

### 营业性分支机构

### Business Branches

#### ■ 总行营业部 Banking Business Department

经营服务区：北京市、天津市、河北省、河南省、山西省、内蒙古自治区

Covering Area: Beijing, Tianjin, Hebei Province, Henan Province, Shanxi Province, Inner Mongolia Autonomous Region

地址：北京市西城区金融大街7号英蓝国际金融中心10层

Address: Fl. 10, Winland International Finance Centre, 7 Finance Street, Xicheng District, Beijing, China

邮编(Zip): 100034

SWIFT: EIBCCNBJBKD

电话(Tel): (010) 58365188 58369188

传真(Fax): (010) 58369100

## ▪ 上海分行

### Shanghai Branch

经营服务区：上海市、江西省、福建省

Covering Area: Shanghai, Jiangxi Province, Fujian Province

地 址：上海市浦东南路500号27－29层

Address: Fl. 27-29, No. 500 Pudong Road (S), Shanghai, China

邮编(Zip): 200120

SWIFT: EIBCCNBJSHA

电话(Tel): (021) 38804588

传真(Fax): (021) 58769785

## ▪ 深圳分行

### Shenzhen Branch

经营服务区：广东省、湖南省、海南省、广西壮族自治区

Covering Area: Guangdong Province, Hunan Province, Hainan Province, Guangxi Zhuang Autonomous Region

地 址：深圳市罗湖区建设路2016号南方证券大厦7－8层

Address: Fl. 7-8, Southern Securities Tower, 2016 Jianshe Road, Shenzhen City, Guangdong Province, China

邮编(Zip): 518004

SWIFT: EIBCCNBJSZT

电话(Tel): (0755) 82215033 82215088 82215099

传真(Fax): (0755) 82215588

## ▪ 南京分行

### Nanjing Branch

经营服务区：江苏省、安徽省

Covering Area: Jiangsu Province, Anhui Province

地 址：南京市中山南路49号商茂世纪广场40－42层

Address: Fl. 40-42, Shangmao Century Plaza, 49 Zhongshan Road (S), Nanjing City, Jiangsu Province, China

邮编(Zip): 210005

SWIFT: EIBCCNBJNJB

电话(Tel): (025) 86890571

传真(Fax): (025) 86890502

▪ 大连分行

Dalian Branch

经营服务区： 辽宁省、吉林省、黑龙江省

Covering Area: Liaoning Province, Jilin Province, Heilongjiang Province

地 址： 大连市中山区人民路15号中银大厦19-20层

Address: Fl. 19-20, Zhongyin Plaza, 15 Renmin Road, Zhongshan District, Dalian City, Liaoning Province, China

邮编(Zip): 116001

SWIFT: EIBCCNBJDLB

电话(Tel): (0411) 82507899

传真(Fax): (0411) 82507377

▪ 成都分行

Chengdu Branch

经营服务区： 四川省、重庆市、云南省、贵州省

Covering Area: Sichuan Province, Chongqing City, Yunnan Province, Guizhou Province

地 址： 成都市红照壁街27号

Address: 27 Hongzhaobi Street, Chengdu City, Sichuan Province, China

邮编(Zip): 610016

SWIFT: EIBCCNBJCDB

电话(Tel): (028) 86130388

传真(Fax): (028) 86130398

▪ 青岛分行

Qingdao Branch

经营服务区： 山东省

Covering Area: Shandong Province

地 址： 青岛市汇泉路17号

Address: 17 Huiquan Road, Qingdao City, Shandong Province, China

邮编(Zip): 266071

SWIFT: EIBCCNBJQDB

电话(Tel): (0532) 83889709

传真(Fax): (0532) 83889731

■ **浙江省分行**  
**Zhejiang Branch**

经营服务区： 浙江省

Covering Area: Zhejiang Province

地 址： 杭州市杭大路9号聚龙大厦西楼15-18层

Address: Fl. 15-18, West Tower of Julong Building, 9 Hangda Road, Hangzhou City, Zhejiang Province, China

邮编(Zip): 310007

SWIFT: EIBCCNBZJP

电话(Tel): (0571) 87851888

传真(Fax): (0571) 87902195

■ **湖南省分行**  
**Hunan Branch**

经营服务区： 湖南省

Covering Area: Hunan Province

地 址： 湖南省长沙市韶山北路139号湖南文化大厦23、24层

Address: Fl. 23-24, Hunan Culture Building, 139 Shaoshan Road (N), Changsha City, Hunan Province, China

邮编(Zip): 410011

SWIFT: EIBCCNBJHUN

电话(Tel): (0731) 2819888

传真(Fax): (0731) 2819376

## 国内代表处 Domestic Representative Offices

### ▪ 哈尔滨代表处 Harbin Representative Office

地 址: 哈尔滨市南岗区天顺街31号

Address: 31 Tianshun Street, Nangang District, Harbin City, Heilongjiang Province, China

邮编(Zip): 150090

电话(Tel): (0451) 82283377

传真(Fax): (0451) 82365928

### ▪ 西安代表处 Xi'an Representative Office

地 址: 西安市东新街232号

Address: 232 Dongxin Street, Xi'an City, Shaanxi Province, China

邮编(Zip): 710004

电话(Tel): (029) 87406103

传真(Fax): (029) 87406105

### ▪ 武汉代表处 Wuhan Representative Office

地 址: 武汉市武胜路泰合广场41层

Address: Fl. 41, Truroll Plaza, Wusheng Road, Wuhan City, Hubei Province, China

邮编(Zip): 430033

电话(Tel): (027) 85712403

传真(Fax): (027) 85712314

### ▪ 福州代表处 Fuzhou Representative Office

地 址: 福州市五四路159号

Address: 159 Wusi Road, Fuzhou City, Fujian Province, China

邮编(Zip): 350003

电话(Tel): (0591) 87810828

传真(Fax): (0591) 87813328

#### ▪ 广州代表处

##### Guangzhou Representative Office

地 址: 广州市天河北路233号

Address: 233 Tianhebei Road, Guangzhou City, Guangdong Province, China

邮编(Zip): 510620

电话(Tel): (020) 38771522

传真(Fax): (020) 38771507

#### 境外代表处

##### Overseas Representative Offices

#### ▪ 东南非代表处

##### Representative Office for Southern & Eastern Africa

地 址: 南非约翰内斯堡

Address: 4th Floor, Fedsure Towers 13 Fredman Drive, Sandown, 2199 Johannesburg, South Africa

电话(Tel): (0027) 11 7830767

传真(Fax): (0027) 11 7846817

#### ▪ 巴黎代表处

##### Paris Representative Office

地 址: 法国巴黎玛索大街6号

Address: 6, avenue Marceau - 75008 Paris France

邮编(Zip): 75008

电话(Tel): 0033 (0) 1 47238880

传真(Fax): 0033 (0) 1 47230410

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邮编(Zip): 100009

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