

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 Dalian 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 lend 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的发展，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在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

新疆中基番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番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。新疆中基番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户的广泛认可，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番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相结合，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，合资企业在大陆融资的需求迅速增加，为切实解决合资企业“融资难”问题，中国进出口银行将合资企业纳入信贷支持范围，为广大合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.

