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## 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,和平发展道路和构建和谐世界的理念,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600亿元人民币金融债，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