

年报

2007

THE EXPORT-IMPORT BANK OF CHINA
ANNUAL REPORT

中国进出口银行2007年年度报告





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中国进出口银行2007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	2007
总收入	Total Income	18,470,482
总支出	Total Expenditures	18,291,678
年底	AT YEAR-END	2007
资产总额	Total Assets	378,740,633
负债总额	Total Liabilities	369,640,741
贷款总额	Total Loans	321,054,935
净利润	Net Profit	109,394

董事长 行长致辞

Chairman & President's Message



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

阳春布德泽，万物生光辉。在刚刚过去的2007年中，我国经济继续保持平稳快速发展，国内生产总值突破24万亿元，连续5年实现两位数增长，进出口总额超过2.1万亿美元，对外开放广度和深度进一步提高，实施“走出去”战略迈出新步伐。近年来，我国综合国力显著增强，国际影响力大幅度提升，已成为世界经济稳定增长的重要推动力量。

作为我国金融体系的重要组成部分，中国进出口银行已经由一个只支持出口的银行，转变为既支持出口又支持进口、既提供发展援助又支持对外投资的新型国际经济合作金融机构，为推动实施国家经济和外交战略发挥了重要的作用。

2007年，我们认真落实科学发展观，深入推进战略转型，逐步深化内部改革，加快业务创新发展，大力加强风险管理，各方面工作都取得了可喜的成绩。全年共批准各类贷款2633亿元，发放贷款1960亿元，分别比上年增长26%和49%，共支持了724亿美元的机电产品和高新技术产品、农产品出口，对外承包工程和境外投资项目，以及421亿美元的资源类产品和技术装备进口。截至年末，表内业务贷款余额3211亿元，不良贷款率2.45%，连续九年实现不良贷款余额与不良贷款率的“双下降”。表外外国政府贷款转贷余额189亿美元，资产总额5242亿元。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。

支持外交工作开创新局面。作为执行中国政府对外援助的金融窗口，我们认真贯彻国家外交方针政策，加快落实我国领导人对非洲、东盟、中亚、南太、南亚等地援助承诺的落实工作，巩固了我国与这些国家的友好合作关系。“授人以鱼”，更要“授人以渔”。我们把增强受援国持续发展能力放在首位，积极开展适合不同国家和地区经济社会发展、互利共赢的一揽子合作，探索加快发展中国家发展的新模式。除提供资金支持外，还提供包括管理和技术在内的多种服务，使一些发展中国家摆脱贫困，走上了良性发展的道路。

推动经济又好又快发展作出新贡献。我们注重发挥金融在优化资源配置中的作用，加大对经济社会发展瓶颈领域和薄弱环节的支持力度，努力为国家排忧解难。在大力支持具有自主知识产权及高新技术产品出口的同时，为中国企业“走出去”开展跨国投资保驾护航，培育了一批我国的跨国公司和国际知名品牌。支持先进技术、关键设备和国内短缺资源进口，促进国内产业升级换代。加强与世界银行节能项目合作，充分发挥国际机构和外国政府贷款在推动区域发展和环境保护等方面的作用。加大对社会主义新农村建设支持力度，培养了一批成长性好、带动力强的农产品龙头企业，为繁荣农村经济、促进农民增收、转移农民就业贡献了力量。

董事长 行长致辞

Chairman & President's Message

金融创新迈出新步伐。“问渠哪得清如许，为有源头活水来。”创新是业务发展的“源头活水”，是金融发展的灵魂和生命线。我们紧紧围绕国家经济发展和宏观战略，稳步推进金融创新。深入拓展信贷业务，支持链条从产品出口、境外投资、对外承包工程延伸到境外经济合作区建设。为港澳台资企业提供多种融资服务，促进了两岸三地的经贸合作与交流。积极参与高新技术融资，加大对企业自主创新支持力度，推动金融创新与科技创新相结合。首次在香港成功发行人民币债券，开辟了两地资金融通新渠道。

经营管理水平有了新提高。科学的经营管理是优良业绩的重要保障。我们在经营管理上苦练“内功”，为业务发展提供坚实后盾。继续深化内部改革，完善体制机制，优化业务流程。转变经营理念，强化服务意识。增强效益观念，转变信贷增长方式，大力发展中间业务，加强资金管理，盈利能力大幅提升。始终注重处理好业务发展创新与风险防范的关系，努力构建全面风险管理体系，信贷结构逐步优化，资产质量进一步提高。


国际交流与合作取得新成果。我们充分发挥自身优势，搭建中外交流的桥梁。加强与相关国际机构的合作，积极参与了俄罗斯“中国年”、非洲开发银行年会、中美战略经济对话等重要国际交流活动。加强对国际经济政治形势的跟踪与研究，利用多种途径宣传我国的和平发展道路、建设和谐世界等理念，树立了良好的国际形象，为我国经济社会发展营造了良好的外部环境。

看似寻常最奇崛，成如容易却艰辛。以上各项工作成绩的取得，得益于党中央、国务院的正确领导，有赖于国家有关部门及社会各界的支持和帮助，更离不开全行广大干部员工的齐心协力和顽强奋斗。在此，我谨代表中国进出口银行表示衷心的感谢！

当前，世界经济增长整体趋缓，新兴市场和发展中国家仍保持较快发展，经济全球化逐步深化，各种形式的双边多边合作进一步加强。国际环境总体来说是有利的，但也存在一些不确定因素，我国发展依然面临着较大的软、硬两方面的国际制约。国内经济运行中的一些突出矛盾和问题也还未得到根本解决。国际国内形势的变化给中国进出口银行的改革发展提出了更高的要求，同时也为我们加快推进战略转型提供了良好的机遇。

天行健，君子以自强不息。在新的一年里，我们将全面贯彻党的十七大精神，认真按照中央经济工作会议的部署和要求，紧紧围绕国家政治、经济、外交大局，加快推进战略转型，积极拓展各项业务，切实防范金融风险，以调整促增长、以创新增效益、以管理防风险，全面开创改革发展新局面，为推动科学发展、促进社会和谐、全面建设小康社会和建设和谐世界做出新的更大的贡献！

董事长、行长：



"Bright spring diffuses virtue, adding fresh luster to all living things." In 2007, China continued its momentum of rapid and steady economic growth. China's GDP this year exceeded RMB 24 trillion, growing at more than 10% for 5 consecutive years. With foreign trade volume of over USD 2.1 trillion, China is opening up wider to the outside world and taking new initiatives in carrying out the "Going Global" strategy. In recent years, with rising national strength and expanding international influence, China has become a major powerhouse for a steady growth of the world economy.

As an important component of China's financial system, China Eximbank has transformed from the previously export-oriented-only bank into a new type of bank dedicated to international economic cooperation that supports both export and import and provides both development aid and outbound investment loan facilities. It is now playing a significant part in the implementation of national economic strategies and foreign policies.

In 2007, under the guidance of the scientific outlook on development, we worked hard to push forward strategic transformation by deepening internal reform, speeding up business innovation, and intensifying risk management. Through these efforts, remarkable progress has been made in every line of our operations. The Bank approved an aggregate of RMB 263.3 billion loans throughout the year, with actual disbursement of RMB 196 billion, up by 26% and 49% respectively over the previous year. These loans supported USD 72.4 billion-worth exports of mechanic and electronic products, high- and new-tech products and agricultural produce as well as overseas investment projects and contracting construction, in addition to USD 42.1 billion imports of resource-based products and technical equipment. The year-end loan outstanding on the balance sheet recorded RMB 321.1 billion while the NPL ratio was kept at 2.45%, with a "doubt decline" in both the outstanding and ratio of NPL for 9 consecutive years. The outstanding of off-sheet onlending business of foreign government loans registered USD 18.9 billion with total assets of USD 524.2 billion. This year, the international ratings of China Eximbank remained compatible with China's sovereign ratings.

New Horizon Opened up in Support of State Diplomatic Work

As the financial window for foreign aid programs of the Chinese government, China Eximbank strictly acted on national strategies and foreign policies. The Bank's unrelenting efforts to honor state leaders' commitment of providing assistance to countries in Africa, ASEAN, Central Asia, South Pacific, South Asia and other regions have facilitated China's friendly cooperation with recipient countries. We believe it is better to teach the skills of fishing than to merely offer fish. Therefore, we made it top priority to strengthen the sustainable development capacity of the recipient countries, and took into account their respective economic and social conditions while conducting package cooperation for mutual benefits and win-win results. Efforts were made to explore new modes to accelerate the development of developing countries. Apart from the provision of funds, the Bank also offered diversified services including management and technical assistance, which enabled some developing countries to shake off poverty and embark on a road of benign development.

New Contribution made in Promoting Sound and Rapid Economic Development

In order to make full use of finance in optimizing resource allocation, we lent greater support to weak and bottleneck sectors that constrain China's economic and social development, and worked strenuously to seek solutions to the problems and difficulties faced by the country. While supporting the export of high and new-tech products with Chinese IPR, we have escorted Chinese enterprises to go global and invest overseas, and helped foster a fleet of Chinese transnational companies and brands of international recognition. Besides, we started to support the import of advanced technology, key equipment and resources that were in short supply at domestic markets, and encouraged the upgrading of domestic industries. In 2007, we cooperated with the World Bank on energy efficiency projects with a view to leveraging the role of international institutions and foreign government loans to bolster regional development and environment protection. We also extended greater support for the building of new socialist countryside in China, and fostered a number of leading agricultural producers with promising growth potential and strong influence, contributing to the prosperity of rural economy, the increase of farmers' income and the creation of job opportunities for farmers.

New Steps in Financial Innovation

"How can the water in the pond remain so clear? Because there is always fresh water flowing in." Innovation is in fact the flowing fresh water for business growth, and should be regarded as the soul and lifeline of financial development. To better serve China's economic needs and macro strategies, we strived for financial innovation in our operations. This year, we expanded credit reach beyond the traditional portfolio of commodity export, overseas investment and overseas contracting construction to the building of overseas economic cooperation zones. By offering diversified financial services to companies invested by Hong Kong, Macau and Taiwan, we aimed to consolidate the economic and trade ties between the Chinese Mainland and Hong Kong, Macau and Taiwan. Besides, we took active part in financing high and new-tech sector, lent more support to self-reliant innovation of Chinese companies, and encouraged the integration of financial innovation with science and technology innovation. Moreover, this year also witnessed the Bank's first issue of RMB bonds in Hong Kong, which opened a new funding channel between the mainland and Hong Kong.

New Improvement in Management Capacity

Scientific management is vital to sound business performance. We placed special focus on strengthening internal work in operations and management to build a solid backup for business development. We continued to deepen internal reform, improve institutional mechanism, and optimize business process. In addition, we updated operation philosophy and adopted a client-centered approach in day-to-day operations. With more emphasis on profitability and shift in credit growth pattern, efforts were made to develop intermediary business and consolidate fund management, contributing to

higher profit-making capacity. Besides, constant attention was paid to balancing business development and innovation with risk control and prevention. An integrated risk management system was taking shape with optimized credit structure and improved asset quality.

New Achievements in International Exchanges and Cooperation

In 2007, we leveraged our strengths to facilitate Sino-foreign exchanges. While continuing to collaborate with relevant international institutions, we took active part in major international events, including "Year of China" in Russia, 2007 Annual Meetings of African Development Bank and China-US Strategic Economic Dialogues. With more efforts in following and studying international economic and political situation, we utilized various channels to elaborate on China's road of peaceful development and the vision to build a harmonious world, which has helped to establish a good international image for the Bank and create a favorable external environment for China's economic and social development.

"In what seems ordinary lies extraordinary efforts, and success comes not as easy as it appears." All these achievements should be attributed to the wise leadership of the Central Committee of CPC and the State Council as well as the support from the government ministries and all walks of society. They cannot be made without the concerted efforts and hard work of all our staff. Hereby, I would like to express our sincere gratitude on behalf of China Eximbank.

At present, despite the current slow-down in the world economy, the emerging markets and developing countries have maintained comparatively fast growth. Against the backdrop of deepening economic globalization, bilateral and multilateral cooperation are gathering momentum. However, uncertainties still exist even when the international environment is largely favorable. China still faces great international constraints on both soft and hard fronts. On the one hand, some protruding conflicts and problems are yet to be resolved in the domestic economy. On the other, the changing global and domestic climate has both presented higher requirements for reform and development and offered tremendous opportunities for us to step up strategic transformation.

"As heaven maintains vigor through movement, man should constantly strive for self-perfection." In the coming year of 2008, we will conscientiously act on the guidelines of the 17th CPC National Congress and the instructions put forward at the national economic working conference. While following closely the political, economic and diplomatic climate in pushing forward strategic transformation, we will take active steps to expand business and apply effective measures to prevent and mitigate risks. With the idea of stimulating growth through adjustment, increasing profits through innovation and hedging risks through management, we aim to open a new horizon for reform and development, and make greater contribution to the national endeavor of building a moderately prosperous society in an all-around way and a harmonious world.

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。

In accordance with *The Provision Regulation on the Board of Supervisors of the Key State-Owned Financial Institutions*, Board of Supervisors of The Export-Import Bank of China is appointed by and reports to the State Council. Consisting of a chairman, several full-time supervisors and member staff, Board of Supervisors exercises supervision on management, operation and financial performance of the Bank pursuant to *the Regulation*.

总行领导

Top Executives



李若谷 Li Ruogu
董事长、行长 Chairman & President



苏中 Su Zhong
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



刘连舸 Liu Liange
副行长 Vice President



梁骧 Liang Xiang
纪委书记 Chief Disciplinary Officer



诸鑫强 Zhu Xinqiang
行长助理 Assistant President

组织机构

Organizational Chart

2007年，中国进出口银行继续推进机构改革。完善总行机构设置，设立了统计中心和中间业务管理中心。启动了境内分支机构改革，明确了境外代表处的职能定位。加强了分支机构建设，增设了重庆分行、陕西省分行和圣彼得堡代表处。为东南非和巴黎代表处充实了力量，并向非洲7个国家派出了常驻人员。



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

China Eximbank continued to push forward its institutional restructuring in 2007. By establishing the Statistics Center and the Intermediary Business Management Center, the Bank further improved the organizational structure at the Head Office. Moreover, the Bank initiated reform in domestic branch network, and clearly defined the responsibilities for overseas representative offices. In 2007, the Bank set up Chongqing Branch, Shaanxi Branch and St. Petersburg Representative Office, which further strengthened its network building. Besides, it sent resident work teams to seven African countries to reinforce the capacity of Representative Office for Southern and Eastern Africa and Paris Representative Office.

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
重庆分行 Chongqing Branch
陕西省分行 Shaanxi Branch

代表处 Representative Offices

哈尔滨代表处 Harbin 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
圣彼得堡代表处 St. Petersburg 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。截至2007年末，在国内设有11家营业性分支机构和4个代表处；在境外设有东南非代表处、巴黎代表处和圣彼得堡代表处；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 Chinese government. Its international credit ratings are compatible to the national sovereign ratings. Headquartered in Beijing, the Bank now has eleven domestic business branches, four domestic representative offices, and three overseas representative offices, namely the Representative Office for Southern & Eastern Africa, Paris Representative Office and St. Petersburg Representative Office. By the end of 2007, it had established correspondent relationship with more than 300 overseas banks.

主要职责 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进出口，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。

Pursuing state policies in industry, foreign trade and economy, finance and foreign affairs, the Bank is mandated to provide policy financing for the exports and imports of Chinese mechanical and electronic products, complete sets of equipment and new- and high-tech products, assist Chinese companies with comparative advantages in their offshore contract project and outbound investment endeavor, and consolidate 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；
- 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。

- Export Credit and Import Credit;
- Loans for offshore contract project and outbound investment;
- Concessional Loan from the Chinese Government;
- International guarantee;
- Onlending of loans extended by foreign governments and financial institutions;
- International and Domestic Settlement services and Corporate Deposit service under the Bank's loan facilities;
- Funds raising from domestic and overseas capital and money markets;
- International inter-bank loans service; Organizing or participating in international and domestic syndication loans;
- Renminbi inter-bank borrowing & lending and bond repurchases;
- Independent Foreign exchange dealing and approved foreign exchange dealing on commission;
- Credit record investigation, consultation, evaluation and witness services relevant to the Bank's business;
- Other business approved or entrusted.

We do look forward to wider contacts and more financial, economic, and trade cooperation with partners and friends both at home and abroad.

业务经营情况

Operational Highlights

2007年，中国进出口银行牢固树立和积极助力宏观调控，深入推进战略转型，继续深化内部改革，加快业务创新发展，大力加强风险管理，各方面工作都取得了显著成绩。

全年，共批准各类贷款2633亿元，发放贷款1960亿元，分别比上年增长26%和49%，共支持了724亿美元的机电产品和高新技术产品、农产品出口，对外承包工程和境外投资项目，以及421亿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3211亿元，比上年增加894亿元，增长39%；表外外国政府贷款转贷余额189亿美元，比上年增加13亿美元。资产总额5242亿元，比上年增加1213亿元。其中，表内资产总额3787亿元，表外转贷业务资产总额1455亿元。

The year 2007 was a year in which China Eximbank actively implemented state macro-control measures and further deepened its strategic transformation. In 2007, the Bank continued to deepen its internal reform, speed up business development and innovation, and enhance risk management. All these efforts contributed to remarkable achievements in every aspect of its operations.

In 2007, the Bank approved assorted credits amounted to RMB 263.3 billion with the actual loan disbursement adding up to RMB 196 billion, up by 26% and 49% respectively over the year before. The Bank altogether supported the export of mechanical and electronic products, high- and new-tech products and agricultural products, overseas construction contracts and overseas investment projects valued at USD 72.4 billion, and the import of resource products and technical equipment valued at USD 42.1 billion. At the end of the year, the outstanding on the balance sheet of the Bank recorded RMB 321.1 billion, up by RMB 89.4 billion over the previous year, i.e., an increase of 39%. The outstanding of the Bank's onlending loans (off-sheet business) offered by foreign governments, stood at USD 18.9 billion, up by USD 1.3 billion over the year before. The year-end total assets of the Bank read RMB 524.2 billion, up by RMB 121.3 billion over the previous year, of which the balance-sheet assets were RMB 378.7 billion while those of onlending business were RMB 145.5 billion.

主要业务与发展 Major Business

中国进出口银行在战略转型指引下，全方位、多层次进行业务宣传和推介，积极开展市场营销，努力挖掘业务增长潜力，加强与有关部委、地方政府、重点企业的战略合作，各项业务保持快速增长势头。目前，已经由一个只支持出口的银行转变为既支持出口又支持进口、既提供发展援助又支持对外投资的新型国际经济合作金融机构，在实施国家经济和外交战略中发挥着越来越重要的作用。

Under the guidance of strategic transformation, China Eximbank vigorously launched promotion and marketing to tap business potentials, and strengthened strategic cooperation with ministries, local governments and key enterprises. All these measures contributed to maintaining a fast growth momentum in every business line of the Bank. Now, the Bank has transformed from an export-oriented-only bank into a new-style international economic cooperation bank supporting both export and import, and providing both development aid and offshore investment loan facilities. The Bank is now playing a more and more important role in carrying out the state economic and diplomatic strategies.



(一) 出口信贷 Export Credit

2007年，中国进出口银行在出口信贷业务持续健康发展的同时积极转变信贷增长方式，着力促进国家经济结构调整，严格执行国家有关节能减排等宏观经济政策，将社会效益好且综合效益高的项目摆在优先发展位置，自营出口买方信贷业务增长迅速，对外承包工程和境外投资等“走出去”贷款比重上升，农产品出口卖方信贷快速增长。

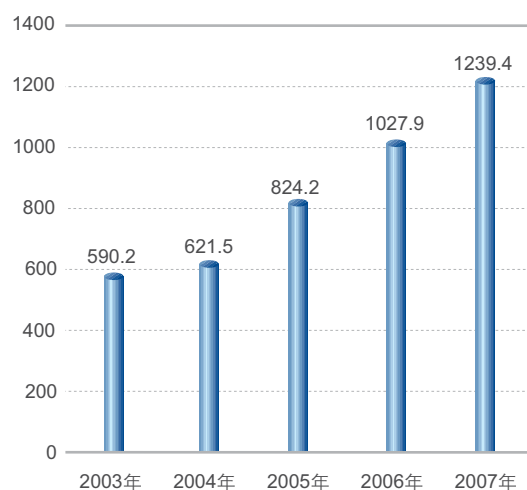
In 2007, while maintaining sound development of export credit, the Bank made active changes in the growth pattern of its credit business. With a view to promoting the state's economic restructuring efforts, the Bank strictly observed the state macro-economic policies including energy saving and emission reduction, and gave priority to those projects with good social benefits and high returns. The year 2007 witnessed a great leap of export buyer credit, a rapid growth of export seller credit of agricultural product, as well as an increase of loans extended to overseas construction contract, offshore investment and other "going-global" projects.

出口卖方信贷 Export Seller Credit

全年新签出口卖方信贷1206.7亿元，发放贷款1239.4亿元；年末贷款余额1981亿元。

In 2007 the Bank signed export seller credit agreements with a total amount of RMB 120.67 billion. The actual loan disbursement was RMB 123.94 billion, and the year-end outstanding registered RMB 198.1 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 Credit

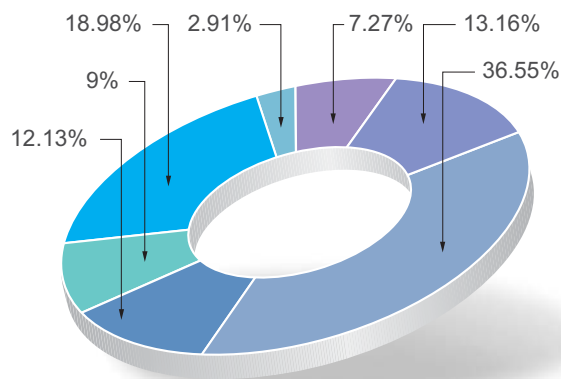


单位：亿元人民币 Unit: RMB 100 million

出口卖方信贷实际发放贷款投向比例示意图

Actual Disbursement of
Export Seller Credit by Sector

设备出口	Equipment Export
船舶出口	Shipping Export
高新技术产品	High- and New-Tech Products
一般机电产品	General Mechanical and Electronic Products
对外承包工程	Overseas Construction Contracts
境外投资	Overseas Investment Projects
农产品出口	Agricultural Produce Export



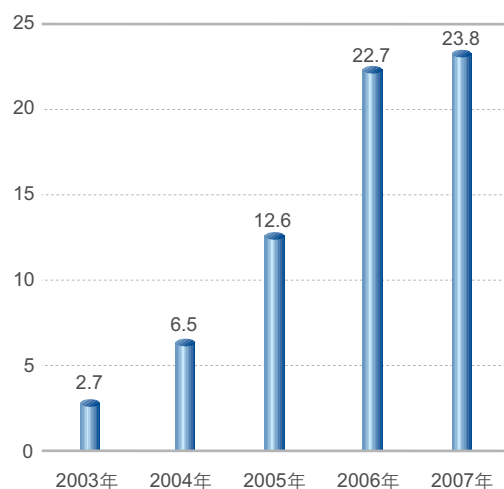
出口买方信贷 Export Buyer Credit

全年新签出口买方信贷37.8亿美元，发放贷款23.8亿美元；年末贷款余额51.5亿美元。

In 2007 the Bank signed export buyer credit agreements worth USD 3.78 billion with an actual disbursement of USD 2.38 billion. The year-end outstanding was USD 5.15 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 Credit



单位：亿美元 Unit: USD 100 million

(二) 进口信贷 Import Credit

2007年10月，经商务部、财政部、发改委、银监会四个部委批准，进出口银行成为国家鼓励的进口商品提供信贷支持的唯一承办行。这不仅拓宽了进出口银行的政策性业务领域，也有利于进一步加快转变对外贸易增长方式，优化进口商品结构，促进对外贸易平衡发展。

全年新签进口信贷532.3亿元，发放贷款392.5亿元，年末贷款余额379亿元。

In October 2007, with approvals by Ministry of Commerce, Ministry of Finance, National Development and Reform Commission and China Banking Regulatory Committee, China Eximbank became the only operating bank for the loans to the imports encouraged by the government. This has not only expanded the Bank's policy banking services, but also helped accelerate the shift in the China's foreign trade pattern, optimize the import commodity structure and contribute to a more balanced development of foreign trade.

In 2007 the Bank signed import credit agreements with a total amount of RMB 53.23 billion. The actual disbursement and year-end outstanding was at RMB 39.25 billion and RMB 37.9 billion respectively.

(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农业、交通、通讯、电站以及文教卫生等项目，帮助发展中国家把资源优势转化为发展优势，增强其自主发展能力，改善人民生活。

对外优惠贷款业务，为我国与广大发展中国家建立互信、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 projects in many other developing countries covering such sectors as agriculture, transport, telecommunications, power plant, culture, education and medical care, and has helped other developing countries turn their resource advantages into development advantages to enhance their self-reliant development capacity and improve the livelihood of the people.

Chinese Government Concessional Loan is now highly praised and well received by the recipient countries. The provision of this credit contributes to the wide strategic partnership between China and other developing countries based on mutual trust, mutual benefit and common development for win-win result.

(四) 外国政府贷款转贷

Onlending of Foreign Government Loan

2007年，面对部分国家政府贷款减少和传统的政府贷款转贷项目竞争日趋激烈的挑战，中国进出口银行转变经营观念、增强竞争意识，积极开拓新国别、新业务、新品种，努力拓展转贷业务发展空间。按照国家积极有效利用外资的总体方针，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，为实施西部大开发和振兴东北老工业基地战略发挥了积极作用。全年新签外国政府转贷项目47个，协议金额9.5亿美元，年末转贷余额189.4亿美元。

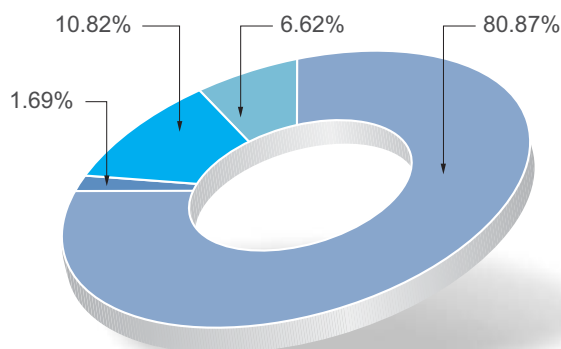
目前，中国进出口银行转贷的外国政府贷款国别和国际金融机构为日本、德国、荷兰、奥地利、西班牙、澳大利亚、挪威、芬兰、丹麦、科威特、韩国、比利时、英国、瑞典、卢森堡、波兰、加拿大、沙特阿拉伯、瑞士、法国、意大利、以色列、世界银行、北欧投资银行、北欧发展基金、欧洲投资银行及美国进出口银行，共22个国家和5个国际金融机构。

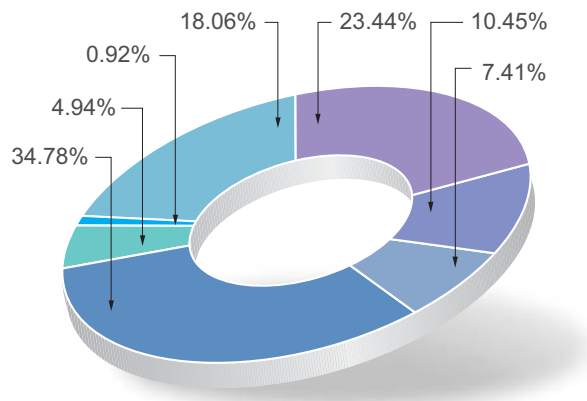
In face of challenges arising from reduced loan amount offered by some foreign governments and ever-fierce competition for traditional onlending projects, China Eximbank changed its operation philosophy with strong competition awareness, and took active measures to tap growth potentials for the onlending business by adding new countries, new businesses and new product varieties into its list. Under the overall guidance of making active and efficient use of foreign funds, the Bank has supported key projects in infrastructure, medical care, education and environmental protection in the country, and contributed to the implementation of the national strategy of "developing the west" and "renovating the old industrial base in Northeast China". In 2007, the Bank signed onlending loan agreements with a total value of USD 950 million for 47 projects. The year-end outstanding was USD 18.94 billion.

Up till now, the Bank has onlent loans provided by 22 foreign governments and 5 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, Switzerland, France, Italy, Israel, World Bank, Nordic Investment Bank, Nordic Development Fund and European Investment Bank and the Export-Import Bank of the United States.

外国政府及国际金融组织贷款余额国别分布图
Outstanding of Foreign Government Loans
by Country

■ 日本政府项目贷款	Japanese Government Loan
■ 日本政府“黑字还流”贷款	Japan "Export Industries Promotion Program" Loan
■ 德国政府贷款	German Government Loan
■ 其他国别 (国际金融组织) 贷款	Others (including international institutions)





外国政府及国际金融组织贷款转贷余额行业分布图
Outstanding of Foreign Government Loans
by Industry

城建	Urban Construction
电力	Power
工业	Industry
交通	Transportation
农林	Agriculture & Forestry
邮电	Post & Telecommunication Service
其他	Others

(五) 中间业务
Intermediary Business

全年提供国际结算、结售汇、贸易融资和对外担保等贸易金融服务金额达309.4亿美元，比上年增长88.5%。

Throughout the year, the Bank provided trade-related financial services including international settlement, purchases and sales of foreign exchange, trade finance, and international guarantee valued at USD 30.94 billion, up by 88.5% over the previous year.

对外担保业务
International Guarantee

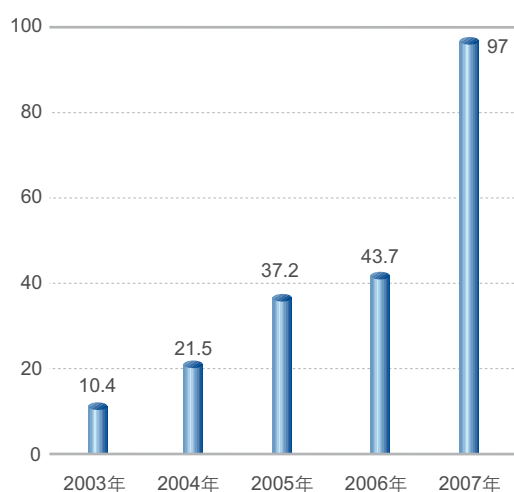
全年对外开立保函587笔，总金额97亿美元，比上年增长122.1%，年末对外担保责任余额157.5亿美元。

2007年，中国进出口银行对外担保业务实现了跨越式增长，为中国企业扩大船舶、成套设备等资本性货物出口和促进企业走出去开展境外工程承包、境外投资等活动，提供了强有力的担保服务支持。

In 2007, the Bank issued 587 letters of guarantee with a total value of USD 9.7 billion, up by 122.1% over the previous year. The year-end outstanding of international guarantee was USD 15.75 billion.

In 2007, the international guarantee business of the Bank achieved great strides, which provided strong support to Chinese companies in their effort to expand exporting of capital goods such as ships and complete sets of equipments, as well as their "going global" activities including offshore contracting and overseas investment.

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



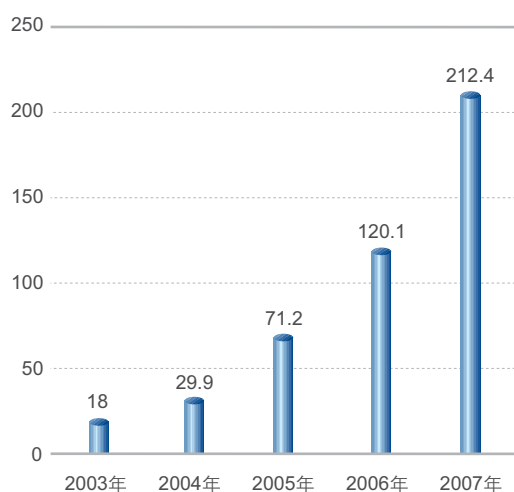
单位：亿美元 Unit: USD 100 million

国际结算业务 International Settlement

全年办理国际结算、结售汇、贸易融资业务212.4亿美元，比上年增长76.9%。

2007年，中国进出口银行国际结算业务继续保持高速增长，业务品种不断丰富，为客户提供了信用证、托收、汇款、出口押汇、进口押汇、进口代付、进口项下汇出汇款融资、出口商业发票贴现、福费廷等结算与融资服务，同时积极尝试开展了贸易供应链管理融资服务。

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



单位：亿美元 Unit: USD 100 million

Throughout the year, the Bank handled international settlement, sales and purchase of foreign exchange and trade finance worth USD 21.24 billion, up by 76.9% over the previous year.

In 2007, international settlement business of the Bank continued to grow rapidly. More products and services were introduced to customers, including letter of credit, collection, remittance, export bill purchase, inward bill advance, import refinance, outward remittance finance under import, discount of export commercial invoice, forfeiting and etc. In the meantime, the Bank also made active efforts to try on trade supply-chain management financial service.

(六) 资金筹措与运作

Fund Raising and Operation

资金筹措

Fund Raising

全年在境内银行间市场成功发行15期1630亿元人民币金融债券，较上年增长140%；首次在香港成功发行20亿元人民币债券；组织了5亿美元境内银团借款。

2007年，在业务快速发展和资金市场收紧的情况下，中国进出口银行着力加强市场动态分析、多渠道筹措本外币资金，合理安排发债规模，充分运作资金，努力降低资金成本，保证了资金良好的流动性和效益性。在发债工作中，中国进出口银行积极参与金融创新，推出了以Shibor为基准的浮动利率债券，既丰富了债券市场的品种，也受到市场成员的欢迎。

2007年8月，中国进出口银行作为首批获准机构之一，在香港成功发行了20亿元人民币债券。此次发行推出了2年期和3年期两个品种，为香港市场成功建立了3年期人民币债券基准。在香港市场发行人民币债券，不仅开辟了新的筹资渠道和市场，也进一步提升了中国进出口银行在国际金融市场的知名度和影响力。

In the year of 2007, the Bank launched 15 issues of RMB financial bonds totaling RMB 163 billion, up by 140% over the previous year. The Bank also organized 1 issue of onshore US dollar syndicate loan worth USD 500 million and successfully launched its first RMB 2 billion renminbi bond in Hong Kong SAR.

Under the circumstances of accelerated business growth of the Bank and a tightening capital market in 2007, the Bank emphasized on dynamic market analysis and diversified fund-raising channels for renminbi and foreign currencies. With appropriate design of issuing size, effective treasury operation, and strong cost-cutting efforts, the Bank secured favorable liquidity and profitability of its funds. Besides, the Bank also welcomed innovation in fund raising. For example, it issued a floating rate bond based on Shibor, which both enriched the variety in the bond market and was well received by the market.

In August 2007, China Eximbank, as one of the first group of authorized financial institutions, successfully launched RMB 2 billion renminbi bond with 2-year and 3-year maturity in Hong Kong market. And the 3-year renminbi bond set the benchmark under this type for Hong Kong market. This transaction not only develops a new source for fund-raising, but also elevates the Bank's prestige and influence in international financial markets.



资金交易

Fund Transaction

2007年，中国进出口银行加大对市场的研究力度，综合运用各种金融工具，努力提高本外币资金运作收益水平。

2007年，中国进出口银行开展了远期结售汇业务，成交量超过10亿美元，为客户规避汇率风险提供了有效的手段；开展了外汇远期利率协议交易，有效地规避了远期结售汇业务的汇率风险。连续五年在本币市场上获得全国银行间市场“优秀交易成员和交易量100强”称号。

此外，在交易产品、营销手段和交易模式上进行了有益的探索，积极为客户提供包括信息、风险管理咨询和培训等多项服务，推动了业务发展，满足了客户需求。

2007年，中国进出口银行结合美元利率走势开展自营债务掉期交易以降低存续债务利息支出，实现了更为全面的债务管理。

In 2007, China Eximbank made greater efforts in market research. By applying a combination of financial tools, the Bank strived for higher returns on fund operation of RMB and foreign currencies.

This year, in order to hedge exchange risk, China Eximbank started forward foreign exchange trading service with trading volume exceeding USD 1 billion. It also conducted forward rate agreement business to further hedge exchange risk of forward foreign exchange trading. The Bank, for 5 consecutive years, has been awarded as "outstanding dealer members" and "top 100 members (by volume)" in China's inter-bank RMB market.

China Eximbank has also made rewarding experiments on trading products, marketing, and trading modes. By providing information, risk control consultation and training services, the Bank is able to both expand business and satisfy the needs of clients.

In 2007, the Bank, prefiguring the US dollar interest rate tendency, conducted self-operated debt swap transaction to reduce interest expense on the debt outstanding, realizing a better and more comprehensive debt management.

开办企业短期融资券主承销业务

Lead-underwriting Service of Commercial Paper

2007年9月4日，中国人民银行批准中国进出口银行开办企业短期融资券主承销业务。主承销业务的开办拓宽了中国进出口银行的业务范围，进一步提升了银行金融服务能力，为客户提供更全面高效的金融服务创造了条件。

On September 4, 2007, China Eximbank was authorized by the People's Bank of China for the provision of lead-underwriting service of commercial paper. This new service broadens the Bank's business scope, and upgrades its financial service capacity, enabling the Bank to provide more comprehensive and efficient financial services to clients.

(七) 国际信用评级 International Credit Ratings

中国进出口银行目前拥有三家国际权威评级机构的评级，其中，美国穆迪投资者服务公司在2007年7月将评级由A2调升为A1，评级展望为稳定；美国标准普尔公司在2007年7月将评级展望由稳定调升为正面，评级为A；惠誉信用评级有限公司在2007年11月将评级由A调升为A+，评级展望为稳定。上述评级均与中国主权评级一致。

Currently, the Bank receives Moody's, Standard & Poor's and Fitch Ratings. In July 2007, Moody's upgraded the Bank's rating from A2 to A1 with stable rating outlooks while Standard & Poor's adjusted rating outlooks on the Bank from stable to positive with A rating. Fitch also upgraded the Bank's rating from A to A+ with stable rating outlooks in November 2007. All these ratings are compatible to China's sovereign ratings.

	 中国主权 China's Sovereign Ratings	 中国进出口银行 China Eximbank
 美国穆迪投资者服务公司 Moody's Investors Service	A1	A1
 美国标准普尔公司 STANDARD & POOR'S	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

2007年，中国进出口银行坚持以政策为指导，以市场为取舍，以客户为中心，加大对新领域、新产品的研究和开发力度，加快金融创新步伐，积极拓展业务发展空间。

In 2007, guided by the state policy, China Eximbank took a market-oriented and client-centered approach to step up research and development of new financial products, encourage financial innovation and expand business range.

一、信贷业务创新不断深入 Business Innovation

支持领域从出口延伸到进口，支持范围从机电产品和高新技术产品延伸到农产品、文化产品及旅游等服务贸易领域，支持链条从产品出口、境外投资、对外承包工程延伸到境外经济合作区建设，支持客户延伸到中小企业、港澳台资企业。

The Bank extended its business range beyond export credit to import credit, and began to support products and services such as farm produce, cultural products and tourism in addition to its traditional portfolio. Apart from financing commodity export, overseas investment and construction, the Bank also began to support construction of economic cooperation zones overseas. Besides, the Bank extended its support to SMEs and businesses invested by Hong Kong, Macau and Taiwan.

二、中间业务产品不断丰富 Developing New Intermediary Products

开办了进口代付、进口项下汇出汇款融资、进出口押汇、应收账款票据融资、福费廷等贸易融资品种。积极推动保理业务，尝试开展了贸易供应链管理融资。推出了境外投资企业融资性对外担保业务。

The Bank started to provide import refinance, outward remittance financing for import, export and import bill advance, accounts receivable financing and forfeiting. Efforts were made to develop factoring business and introduce trade supply chain financing on a trial basis. In addition, the Bank opened financing guarantee business for overseas investment companies.

三、转贷业务品种不断拓展

Enriching Onlending Business Portfolio

与美方就美国进出口银行主权担保中期和长期项目贷款协议达成一致。获得世界银行节能项目转贷资格。争取到中意2004—2006年度财政合作项下3个领域独家转贷资格。开拓了日本不附条件贷款、德国促进性贷款及法国开发署贷款等新业务品种。

The Bank reached an agreement with US EXIM on the Medium- and Long-term Project Loan Agreement under China-US Sovereignty Guarantee Credit. The Bank has also gained qualification as the onlender for the World Bank energy-efficiency project. In addition, the Bank secured the place as the exclusive onlender for three areas under the financial cooperation between China and Italy in 2004-2006 period. Moreover, more new onlending varieties have been developed including Untied Loan from the Japanese government, Promotional Loan from the German government and Loan from Agence Française de Développement.

四、融资方式不断创新

Innovating Financing Mode

推出了在建船舶抵押担保，启动了银团授信方案。积极探索开展租赁融资、应收账款融资等业务。开办了为境外合格机构开立人民币结算账户，办理人民币贷款业务和货币互换业务。

The Bank introduced collateral guarantee business for vessels under construction, and initiated syndication credit extension plan. Efforts have been made to explore possibilities of providing lease financing and accounts receivable financing. In addition, the Bank opened RMB settlement accounts for qualified institutions overseas and began to provide RMB loans and currency exchange services to these institutions.



重大项目

Major Projects

一、支持国内企业开拓国际市场

Projects to Support Chinese Enterprises to Exploit International Markets

(一) 陕西果品出口项目

Export of Fruit Products of Shaanxi Province

截至2007年末，中国进出口银行累计向陕西海升果业发展股份有限公司、陕西通达果汁集团有限公司、陕西恒兴果汁饮料有限公司、咸阳安德利果蔬汁有限公司等陕西省果品公司发放农产品出口卖方信贷14.2亿元。

陕西省是一个农业大省，近年来浓缩苹果汁加工业发展迅速。中国进出口银行选择了一批市场竞争力强、发展势头稳定的农产品出口的龙头企业给予了支持。该信贷支持大大促进了企业生产经营的良性发展，使企业市场份额不断上升，生产规模不断扩大，效益不断增加。企业在自身实现大发展的同时，带动周边的果农走上了致富之路，有力地支持了社会主义新农村建设。

By the end of 2007, China Eximbank had disbursed RMB 1.42 billion worth of export supplier's credit to such fruit companies of Shaanxi Province as Shaanxi Haisheng Juice Holdings Co. Ltd, Shaanxi Tongda Fruit Juice Group Co. Ltd, Shaanxi Hengxing Fruit Juice Co. Ltd and Xianyang Andeli Fruit and Vegetable Juice Co. Ltd.

Shaanxi Province is one of China's biggest agricultural production bases, whose processing industry of apple juice concentrate has been growing vigorously in recent years. China Eximbank has supported a group of leading local agricultural product exporters with strong market competitiveness and steady growth. The loans provided by the Bank has greatly promoted the sound development of these companies, expanded their market shares, enlarged their production scale and increased their revenues. And while greatly expanding their own businesses, these companies have also led fruit producers in their neighboring areas to a road towards prosperity, which strongly supports the construction of new socialist countryside in China.



(二) 海洋钻井平台出口项目 Export of Offshore Drilling Platform

2007年12月，中国进出口银行与花旗银行、挪威出口信用机构合作，为挪威Awilco海洋工程公司购买我国烟台莱佛士船厂建造的海上半潜式钻井平台项目提供3.356亿美元联合融资，其中中国进出口银行的贷款金额为1.159亿美元。

我国海洋钻井平台的建造目前仍处于起步阶段，发展远远落后于国际先进水平，是国家船舶工业中长期发展规划中重点发展的领域。该项目是中国进出口银行支持的第一个海洋钻井平台出口融资项目，不仅有利于我国船舶工业的发展，而且也是对传统船舶融资业务的一个突破，对进一步拓展业务发展空间具有积极意义。



In December 2007, China Eximbank, together with Citibank and Norwegian Guarantee Institute for Export Credits, provided USD 335.6 million co-financing to Norway Awilco Off-shore Engineering Corporation for its procurement of Semi-submersible offshore drilling platform made by China Yantai Raffles Shipyard Company. China Eximbank's share in this co-financing deal was USD 115.9 million.

China's production of offshore drilling platform is still at its starting stage and has yet to catch up with international advanced standard. Consequently it is regarded as a priority sector in China's mid-and-long term development plan for ship industry. As the first one of its kind that is supported by China Eximbank, this project will not only help encourage the development of China's ship-building industry, but also make a breakthrough in the traditional ship financing business, and hence significant to the expansion of business horizons of the Bank.

(三) 扬州瘦西湖旅游文化国际化贷款项目

Project to Promote International Tourism Culture at Slender West Lake of Yangzhou City

2007年9月，中国进出口银行向扬州瘦西湖旅游发展有限责任公司提供了2亿元旅游文化国际化贷款。

2007年，中国进出口银行为提升我国旅游文化产业国际化水平，挖掘和保护传统文化，促进旅游服务和文化“走出去”，加强国际间的合作与交流，推出了旅游文化国际化贷款。扬州瘦西湖风景名胜区项目是该信贷产品的首个试点项目，主要用于瘦西湖景区旅游景点改造和建设、传统文化挖掘和保护等。

In September 2007, China Eximbank approved a RMB 200 million loan to the Yangzhou Slender West Lake Tourism Development Corporation Limited.

In 2007, China Eximbank developed a new loan product named international tourism culture promotion loan, aiming to increase the international impact of China's tourism industry while discovering and protecting traditional culture, improve tourism service standards and popularize Chinese culture, so as to strengthen cooperation and exchanges of Chinese tourism industry with foreign counterparts. The Slender West Lake Tourist Project of Yangzhou City is the pilot project under this loan facility. The loan is mainly utilized for the renovation and construction of resorts, and the discovery and protection of traditional culture.



(四) 毛里求斯纺织厂项目

Mauritius Textile Factory Project

2007年6月，中国进出口银行为山西天利实业股份有限公司在毛里求斯投资建设的纺织厂项目(第三期)提供了3亿元境外投资贷款。

由山西天利实业股份有限公司在毛里求斯投资兴建的天利纺纱(毛里求斯)有限公司，是毛里求斯的第一家专业纺纱厂。该信贷支持不仅增强了地方企业海外经营和拓展的竞争力，而且有力地带动了毛里求斯的经济的发展。

In June 2007, China Eximbank provided RMB 300 million overseas investment loan to Shanxi Tianli Enterprises Holdings Co. Ltd for its investment on the Mauritius Textile Factory Project Phase III.

Tianli Textile Corporation (Mauritius), invested by Shanxi Tianli Enterprises Holdings Co. Ltd, is the first specialized textile factory in Mauritius. The loan provided by the Bank not only sharpened the competitive edge of local Chinese companies on overseas management and business exploration, but also strongly boosted the economic development of Mauritius.



二、支持国际经济合作

Support International Economic Cooperation

(一) 与俄罗斯外贸银行合作项目

Cooperation with Russia Foreign Trade Bank

2007年3月，在中俄两国元首的见证下，中国进出口银行与俄罗斯外贸银行在莫斯科共同签署了总额为5亿美元的出口买方信贷总协议。

中国进出口银行作为中国国家政策性银行，一直致力于推动中俄两国间的经贸合作，并与俄罗斯外贸银行等金融机构、俄有关企业建立了良好的业务合作关系。在俄罗斯“中国年”活动期间，两家金融机构签署合作协议，将进一步改善双边贸易结构，积极推动技术领域、投资领域的合作，推动中俄两国经贸关系的深入发展。

In March 2007, under the witness of the heads of state of China and Russia, China Eximbank and Russia Foreign Trade Bank signed a USD 500-million worth of export buyer's credit master loan agreement in Moscow.

As one of China's policy banks, China Eximbank has been working on promoting Sino-Russia trade and economic cooperation and has established good cooperation relationship with Russia Foreign Trade Bank and other Russian financial institutions and relevant enterprises. This master agreement signed between China and Russia during the event of "China Year" in Russia will further improve bilateral trade structure, enhance technology and investment cooperation, and promote economic and trade ties between China and Russia.

(二) 与国际金融公司合作项目

Cooperation with IFC

2007年6月，中国进出口银行与世界银行集团属下的国际金融公司签署合作备忘录，共同支持中国企业在新兴市场(包括中国)开展有利于环境和社会可持续发展的投资项目。

该备忘录的签署，是中国进出口银行与世界银行集团合作的一部分。双方将开展包括股权投资、项目融资和信贷担保等多种形式的共同投资，同时还将在环境保护、节约能源和可持续融资等方面开展较为广泛的合作。

In June 2007, China Eximbank signed a Cooperation MOU with IFC, the private branch of the World Bank Group, aiming to jointly support investment projects that are environment friendly and favorable for sustainable development in emerging markets (including China).

重大项目 Major Projects

The signing of this MOU is a part of the cooperation between China Eximbank and the World Bank Group. Both sides plan to make joint investments including equity investment, project financing and credit guarantees, and will conduct wide cooperation on such areas as environmental protection, energy efficiency and sustainable finance.



(三) 聊城人民医院建设项目 Liaocheng Renmin Hospital Project

2007年12月，中美第三次战略经济对话在京举行期间，中国进出口银行与汇丰银行签署了中美主权担保融资合作项下第一个贷款协议，即山东聊城市人民医院项目贷款协议，金额519万美元，主要用于支持该院引进国外先进医疗设备。

该项目建成后，将极大地改善医院设备陈旧的状况，有效提高聊城市人民医院医疗和救治水平，满足当地人民群众日益增长的医疗保健需求，具有良好的社会效益和一定的经济效益。

In December 2007, during the Third China-U.S. Strategic Economic Dialogue in Beijing, China Eximbank and HSBC signed the first loan agreement on Shandong Liaocheng Renmin Hospital Project under the framework of Sino-America Sovereign Guarantee Financing facility with a total of USD 5.19 million. This loan is provided for financing Renmin Hospital's procurement of advanced medical equipment from abroad.

Upon completion, this project will significantly improve the quality of medical equipment of the Hospital and effectively enhance its capacity to meet the ever-growing medical needs of local people. Hence, this project has very good social impact and certain economic returns.

(四) 博茨瓦纳住房项目 Botswana Housing Project



2007年2月，中国进出口银行提供优惠贷款支持的“博茨瓦纳293套住房项目”正式生效。该项目将在首都哈伯罗内建设293套住房，是博茨瓦纳政府开发的福利型项目，旨在解决不断增加的住房需求，具有良好的社会效益。

In February 2007, the Botswana 293-unit Housing Project formally went into effect. Financed by China Eximbank's preferential loan, this project aims to build 293 units of apartments in Haborone, capital of Botswana. As a social welfare project by the Botswana government, this project is implemented to meet the growing housing needs of the local people and is expected to bring about positive social benefits.

三、支持国内企业进口关键技术和重大装备 Projects to Support Chinese Enterprises to Import Key Technologies and Major Equipment



海南航空股份有限公司进口信贷项目 Import Credit Project for Hainan Airlines Co. Ltd

2007年，中国进出口银行为海南航空股份有限公司提供信贷资金美元2.06亿元，人民币3亿元，用于支持该公司进口飞机及航空器材。截至2007年末，中国进出口银行与海南航空股份有限公司签订进口信贷合同金额共计美元7.37亿元，人民币3亿元。该项目不仅有利于增强海航机队实力、提升品牌竞争力，而且引进重要航空装备也将进一步改善我国进出口贸易结构、平衡国际收支。

In 2007, China Eximbank provided USD 206 million and RMB 300 million worth of loan to Hainan Airlines for its import of aircrafts and aviation equipment. By the end of 2007, the loan stated in the import credit agreements signed between China Eximbank and Hainan Airlines amounted to USD 737 million and RMB 300 million. The implementation of this project not only strengthens the fleet capacity and brand competitiveness of Hainan Airlines, but also helps improve China's import and export structure and balance international payment through the import of major aviation equipment.

四、支持国家自主创新战略 Support Self-reliant Innovation Strategy

与科技部开展科技金融合作项目

Cooperation with the Ministry of Science and Technology to Support S&T Finance Cooperation Projects

2007年11月，中国进出口银行与科技部在京签署了《支持自主创新战略实施科技金融合作协议》。双方将以“优势互补、整合资源、共促发展”为原则，推动科技创新与金融创新相结合，促进我国高新技术产业发展。

根据协议，在五年合作期内，中国进出口银行将向国家科技计划项目和重点科技工作提供政策性贷款和投资支持，将国家重大专项、国家科技计划项目、科技创业风险投资项目等作为未来重点合作领域。科技部将发挥政策引导、组织协调职能以及项目、专家、信息等优势，结合中国进出口银行政策性信贷和特别融资账户业务等金融优势，共同促进我国高新技术产业又好又快发展。

In November 2007, China Eximbank and the Ministry of Science and Technology of China signed in Beijing *The Agreement on Cooperation to Support Self-reliant Innovation Strategy and S&T Projects*. Both sides, based on the principle of exercising complimentary advantages, integrating resources and promoting common development, are expected to push forward the combination of scientific and technological innovation with financial innovation and stimulate the development of China's high-and-new tech industry.

In accordance with the agreement, in the 5-year cooperation period, China Eximbank shall provide policy financing services and investment support to National Planed S&T Projects and key S&T programs. China's key special projects, National Planned S&T Projects and venture capital investments on new S&T companies will be the major fields for future cooperation. The Ministry of Science and Technology of China shall make use of its role on policy guidance, coordination and advantages on project, experts and information, and combine them with China Eximbank's advantages on policy financing and special account financing operations to jointly cultivate a healthy and fast development of China's high-and-new tech industry.



五、积极利用外资，支持国内经济社会发展

Efforts to Actively Invite Foreign Capitals to Support Domestic Economic and Social Development

新疆城市环境综合治理项目

Xinjiang Urban Environment Management Project

2007年8月，中国进出口银行与新疆维吾尔自治区建设厅签订了利用日本政府贷款129.98亿日元转贷协议，用于新疆环境综合治理工程项目（一期）。

新疆城市环境综合治理项目将对哈密、吐鲁番、乌苏、奎屯四个地区的供排水系统进行改扩建，对现有的供热系统进行改造，实施城区集中供热。项目的建设，对改善当地城市供排水现状，提高群众生活质量，优化生存环境都将起到积极的作用。



In August 2007, China Eximbank and the Construction Department of Xinjiang Uygur Autonomous Region signed a JPY 12.998 billion Japanese Government Loan onlending agreement to support Xinjiang Urban Environment Management Project Phase I.

The project will renovate and expand water supply and sewer systems and re-construct the heating systems of Hami, Turlufan, Wusu and Kuitun for the purpose of providing centralized heating supply in the city areas. The implementation of this project will improve the local water supply and sewer conditions, raise living standards of the local people and make environment better in the local areas.

风险管理

Risk Management

2007年，中国进出口银行在深化改革，加快转型的背景下，加强全面风险管理，加大风险监控力度，切实防范和化解金融风险，保证了信贷资产质量进一步提高。按五级分类口径，全行2007年末表内业务不良贷款率2.45%，继续实现不良贷款余额和比率“双下降”。

一是狠抓不良贷款“双下降”。加大资产质量监控和督导力度，大力排查、及早化解潜在风险。主动跟踪重点风险项目，定期研究风险项目的最新情况，及早采取风险防范措施，运用多种手段化解不良贷款，加大不良贷款清收力度，保持了不良贷款余额和比率“双下降”。

二是着重加强贷后管理。完善贷后管理工作机制，开展了全行贷后管理集中检查，及时整改查找出的问题。加大了境外项目管理力度，制定了境外项目现场检查指导意见，并配合监管部门开展了境外实地考察。

三是大力加强风险监控。细化了信贷资产分类标准，加强了贷款质量动态管理。加大了国别风险和行业风险预警，发布了142个国家的国家风险报告和20个行业的研究报告。加强了对放款环节的监督管理，开展了授信发放条件落实情况合规检查。规范了贷款担保管理，多途径优化担保结构。加强了境外代理行风险管理，启动了境外代理行集中评级和授信。

四是不断改进信贷管理基础工作。及时调整和完善有关信贷政策和制度，将节能减排标准纳入评级授信体系，严格信贷准入门槛，建立环保风险信贷退出机制。

五是反洗钱工作成效显著。2007年11月1日，中国进出口用户反洗钱系统正式上线，成为全国308家银行业报告机构中如期上报反洗钱数据的4家银行之一，得到了中国反洗钱监测分析中心的会议表彰。

In 2007, against the background of deepened reform and accelerated strategic transformation, the Bank intensified its efforts in strengthening comprehensive risk management to effectively prevent and mitigate financial risks, which ensured a further improvement in the quality of credit assets. According to the Five-Category Loan Classification System, by the end of 2007, the Bank's NPL ratio on the balance sheet was 2.45%, continuing the trend of "Double Decline" in both NPL's outstanding and its ratio.

First, special efforts were made to ensure the "Double Decline". The Bank stepped up monitoring and guidance on the asset quality in order to prevent and mitigate potential risks at an early stage. The Bank also watched closely the key projects with risks, made regular study on their latest developments, and adopted risk-prevention measures at early stage. By utilizing various means to mitigate NPL and reinforcing efforts in collection, the Bank witnessed a "Double Decline" in NPL's outstanding and its ratio.

Second, post-loan management was further strengthened. The Bank improved working mechanism for post-loan management, and carried out a bank-wide special inspection on post-loan management, with an aim to correcting the detected problems in a timely manner. The Bank also intensified management on overseas projects, formulated the directives on on-site inspection for overseas projects, and worked together with regulatory authority to conduct on-site overseas inspection.

Third, risk monitoring was intensified by specifying standards for credit assets classification, and better dynamic management on loan quality. The Bank also enhanced early warning on country risks and industry risks by releasing 142 country-risk reports and 20 industry-study reports, while reinforcing the monitoring on loan disbursement process and carrying out compliance review on the execution of pre-condition of loan disbursement. Moreover, the Bank standardized the loan guarantee management, and optimized guarantee structure through various channels. The Bank also strengthened risk management on overseas correspondent banks by initiating centralized rating and credit granting for them.

Fourth, constant efforts were made to improve basic credit management by timely adjusting and perfecting the credit policies and regulations. For instance, the Bank newly incorporated the standards of energy conservation and emissions reduction into its rating and credit granting system, while raising its threshold for credit approval and setting up the mechanism of withdrawing loans from the environmentally-risky projects.

Fifth, the Bank scored remarkable achievements in anti-money-laundering work. On 1st November 2007, the anti-money-laundering client system was formally put in use at the Bank, making it one of the four banks that could report anti-money-laundering data on time among 308 reporting banks countrywide. For this, the Bank was later recognized and commended at a conference held by China Anti-Money Laundering Monitoring & Analysis Center.

信息化建设

Information Technology Development

2007年，中国进出口银行大力推进信息化建设，充分发挥科技服务职能，为配合全行改革发展需要提供了技术支持。

一是新一代业务系统开发建设启动一年来，取得阶段性成果。通过公开招标引进全球知名IT公司—埃森哲公司作为该项目的总集成商，开展了新一代业务系统的IT集成规划、安全体系、技术标准、数据规范的制订工作。启动了新一代业务系统关键系统的开发工作，建立了一套完整的项目管理体系。

二是顺利完成了总行与巴黎代表处联网项目，实现了总行与境外代表处之间信息交流和沟通电子化，使进出口银行广域网及其应用从国内延伸到国外。

三是为满足业务发展需求，先后完成了国际贸易结算系统一日多价项目建设、贷款质量五级分类系统升级改造、反洗钱数据报送系统建设、外汇交易系统建设等一批信息化建设项目。

四是不断加强信息安全管理，制定了计算机类突发事件应急预案和各专项预案，完成了现有信息系统安全保护等级评定工作，基本完成了全行“双网隔离”。

五是成功参加了2007年中国国际电子设备（技术）展览会和国际金融服务展。





In 2007, the Bank further pushed forward the IT construction to make full use of the latest technologies, which provided technical support for its institutional reform and business development. The measures include:

First, the development of the "New Generation Business System" (hereafter referred as the System) has achieved several milestones since it was kicked off a year ago. By inviting public bidding, Accenture was chosen as the general integrator for the System, followed by a series of drafting including integrated planning, security system, technical standards and data norms. Moreover, the development of the key part of the System was initiated and a complete project management system was established.

Second, an intranet system was put in place to connect the headquarter and Paris Representative Office. This connection greatly facilitated the information exchange and e-communication between the headquarter and overseas representative offices, helping the Bank to extend the WAN system and its application to overseas users.

Third, in order to satisfy the demand of business development, the Bank completed a number of IT development projects, such as the application of "different quotations per day" of the International Trade Settlement System, upgrading of Five Category Loan Classification System, anti-money-laundering data reporting system, foreign exchange trading system, and etc.

Fourth, the information security management was further strengthened. The Bank formulated contingent schemes for computer emergencies and accidents, and finished the assessment of existing information security protection system. Besides, the Bank has basically realized "physical separation of internet and intranet" in the whole bank.

Fifth, the Bank actively participated in China International Electronic Equipment (Technology) Exhibition and International Financial Service Exhibition in 2007.

人力资源管理

Human Resources Management

2007年，中国进出口银行坚持以人为本，稳步推进人力资源管理体制改革，进一步加强人才队伍建设，为加快全行业务发展和顺利实现向国际经济合作银行战略转型提供了人才支持。

一是着眼长远和可持续发展，结合国内外形势和自身发展需要，编制了人力资源建设“十一五”规划。为今后科学决策、统筹规划全行人力资源建设打下了基础。

二是建立健全人才选拔机制，建立了业务职务序列，实施了总行2007年度业务职务评聘工作。加大了总分行之间的干部轮岗交流力度，不断完善人才培养选拔机制。

三是逐步健全薪酬激励机制，建立了中、后台部门绩效考核体系，科学、全面地评估员工业绩。

四是多渠道、多层次开展教育培训工作。为适应银行业务发展和战略转型需要，进一步加大境外培训力度。先后在新加坡、香港举办了业务培训班。不断加强了与国际金融组织的培训交流与合作，开拓培养国际化金融人才的新渠道。2007年，全行累计培训人员2224人次，培训时间达4.4万余小时。



In 2007, adhering to the principle of putting people first, the Bank steadily pressed ahead with its human resources management reform and worked harder to build a highly qualified staff team. In so doing, the Bank injected intellectual power for its business expansion and a smooth strategic transformation towards a bank for international economic cooperation.

First, in view of long-term and sustainable development, the Bank drafted its "11th Five-Year Plan" on human resources by incorporating domestic and international situation with its own development needs, laying a solid foundation for scientific decision-making and rational planning and allocation of human resources in the future.

Second, the Bank established and improved its staff selection and promotion mechanism, and set up a sequence system for professional position. In 2007, the Bank accomplished the position evaluation and appointment at the HQ. Besides, it also made greater efforts in staff promotion, staff rotation and exchange between the HQ and branches.

Third, the Bank gradually improved its remuneration-incentive mechanism and put in place a performance evaluation system on the middle and back offices, making it possible to assess staff performance in a scientific and holistic way.

Fourth, the Bank provided its staff with multi-channel training at all levels. Overseas training was highlighted to better serve business expansion and strategic transformation. The Bank organized business-training programs in Singapore and Hong Kong SAR. In addition, it continued to strengthen training exchange and cooperation with international financial organizations. By doing so, the Bank continuously explored new channels to foster a talented staff team with global vision. The training in 2007 covered 2224 person times and totaled more than 44,000 hours.

中国进出口银行职工年龄、文化、职称结构 (2007年)

Age and Educational and Professional Background Structure of the Staff (2007)

			人数 Number of Staff	比重 (%) Percentage(%)
年龄结构 Age Structure	30岁及以下	Under 30 (including)	496	43.66
	31—35岁	31-35	222	19.54
	36—40岁	36-40	177	15.58
	41—45岁	41-45	130	11.44
	46—50岁	46-50	48	4.23
	51—55岁	51-55	49	4.31
	56—60岁	56-60	13	1.14
	61岁及以上	Over 61 (including)	1	0.1
	合 计	Total	1136	100

			人数 Number of Staff	比重 (%) Percentage(%)
文化结构 Educational Background structure	博士	Doctoral. Degree	24	2.11
	硕士及研究生	Master Degree	447	39.35
	本科	Bachelor Degree	605	53.26
	专科	Collegiate Level	52	4.58
	中专	Technical Secondary School	4	0.34
	高中	Senior High School	3	0.26
	初中及以下	Junior High School and Under	1	0.1
	合 计	Total	1136	100

			人数 Number of Staff	比重 (%) Percentage(%)
职称结构 Professional Background Structure	高级职称	Senior	154	13.56
	中级职称	Middle Level	373	32.83
	初级职称	Junior	226	19.89
	合 计	Total	753	66.28

企业文化建设

Corporate Culture

企业文化

Corporate Culture

中国进出口银行不断以新载体、新内容打造有特色的企业文化。筹办了一系列具有时代活力的企业活动。

2007年，全行开展了纪念建军80周年的“六个一”活动，即举办一次座谈会、组织一次图片展、慰问一次军属、开展一次主题党日活动、唱响一首歌曲、推荐一本读物，以丰富的形式，生动的内容加强员工的爱国主义教育。

为迎接北京2008年奥运会，全行积极参与和支持各类奥运主题活动和体育比赛。参加了“迎奥运到来，展金融业风采”乒乓球大赛和金融系统组织的网球比赛、桥牌比赛等。

在构建优秀企业文化的过程中，中国进出口银行始终把青年员工的培养和成长作为重要的因素，为给青年员工提供更多交流学习的机会，特别策划了以企业文化建设和思想政治工作理论创新为主题的征文活动，鼓励员工为企业文化发展献计献策。此外，还通过举办歌咏比赛、青年岗位技能大赛、英语演讲比赛等诸多形式的活动来活跃企业文化氛围，给广大员工一个充分体现个人价值的舞台。

China Eximbank has constantly opened new trails to enrich its distinct corporate culture. The Bank organized a series of corporate activities, which embodied the dynamics of the times.

In 2007, in celebration of the 80th anniversary of the founding of the PLA, the Bank organized "Six-One Serial Activities", referring to six bank-wide events, namely one sitting-together discussion, one photo exhibition, one good-will visit to PLA servicemen's family, one CPC party day, one choir performance and one recommended book for the staff. The purpose is to nurture and enhance patriotism among the staff through diversified ways.

To celebrate the upcoming 2008 Beijing Olympic Games, the Bank took an active part in various sports events under the Olympic theme. For example, the Bank participated in Ping Pong Match themed "Embracing the Olympic Games, Displaying the Vitality of the Financial Community" together with tennis, bridge and other matches organized within the financial community.

While building an excellent corporate culture, China Eximbank has always paid special attention to the training and career development of the young staff. In order to provide better communication among them, the Bank launched an essay solicitation with the theme of corporate culture building and business innovation, encouraging the staff to offer advice to the corporate culture building. In addition, it tried hard to create an animated atmosphere for the staff to show their talents in all dimensions by organizing such activities as singing contest, skill competition and English speech contest.



公益事业 Public Welfare

2007年2月，胡锦涛主席在甘肃省定西市考察时，提出了要大力扶持定西市特色产业的要求。3月上旬，中国进出口银行派人员与国务院扶贫办调研组一起对定西市特色产业进行了调研，向有关部门提出了意见和建议。

2007年，中国进出口银行进一步落实对定点扶贫县—岷县的扶贫规划，通过多方协调，积极为岷县的重点项目筹措资金。同时，大力搞好扶贫捐助活动，捐资11万元为岷县十里镇山底下村建立卫生站，改善当地就医条件；捐款5万元为大沙漠小学、南川小学购买图书；捐赠给岷县政府50台电脑和5台笔记本电脑；动员和组织员工开展“爱心献春蕾”活动，在“六一”儿童节前夕向岷县学童捐赠图书、录音机、学习机和MP3等学习用品2673件，资助了12名孤儿及家庭生活困难的学童。

2007年，全行继续开展“送温暖，献爱心”活动，发动干部员工对今年我国受灾地区进行救助，共捐款37950元，捐物890件。



In February 2007, during his visit to Dingxi City of Gansu Province, President Hu Jintao pointed out that great support should be given to local specialty industries. In early March, China Eximbank joined a research mission of the State Council to Dingxi City, and provided suggestions on local specialty industries to relevant government departments.

In 2007, China Eximbank further implemented the poverty relief plan for Min County, a poverty-stricken county in Gansu Province and the designated recipient of China Eximbank's poverty relief assistance. The Bank mobilized funds of multiple sources to fuel key projects in this county. Meanwhile, it also made enormous efforts in poverty relief donation, including: donating RMB 110,000 Yuan to build clinics for Shandixia Village at Shili Town of Min county, which helped improve the local medical care conditions; donating RMB 50,000 Yuan to buy books for Dashamo and Nanchuan primary schools; donating 50 computers and 5 laptops for the Min County Government; organizing the "Caring for the Spring Buds" charity activity to encourage bank staff to donate books, recorders, learning machines, MP3, stationeries, and other study tools totaling 2673 items to the schoolchildren in Min County before the Children's Day. Besides, the Bank financed 12 orphans and schoolchildren from poor families.

In 2007, the Bank continued traditional donation with the theme of "A Gift of Warmth, An Offer of Love", calling for the staff to assist disaster-hit areas. The donation reached RMB 37,950 Yuan and 890 pieces of clothes.

对外交往与合作

International Exchanges and Cooperation

2007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，特别是积极参与国际会议，充分利用各种国际平台扩大对外影响，提升银行形象，促进对外关系发展和国际经济合作，为构建和谐社会和推进“和谐世界”建设发挥了积极作用。

In 2007, China Eximbank stepped up its engagement in international exchanges and cooperation. Its active involvement in various platforms, international conferences in particular, has not only expanded influence and improve international image and prestige but also promoted Sino-foreign relations and international economic cooperation, making due contribution to the building of a harmonious society and a harmonious world.

一、对外友好往来

International Exchanges

(一) 高层会见

High-ranking Meetings

2007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余场次，主要高层会见包括接待斯里兰卡总统、土库曼斯坦总统、老挝总统、乍得总统、密克罗尼西亚总统、汤加首相、巴基斯坦总理、苏丹第一副总统、印尼副总统、白俄罗斯第一副总理等，并与有关政府部门签署相关贷款协议，积极配合并推动了我国经济外交工作的顺利开展。



In 2007, the top executives of the Bank participated in major events hosted by state leaders in honor of high-ranking foreign guests, and received visiting foreign guests on over 300 occasions which included President of Sri Lanka, President of Turkmenistan, President of Lao DRP, President of Chad, President of Micronesia, Prime Minister of Tonga, Prime Minister of Pakistan, First Deputy President of Sudan, Vice President of Indonesia, First Deputy Prime Minister of Russia. On these occasions, the Bank signed a number of loan agreements with relevant foreign government ministries, which greatly facilitated the state economic and diplomatic work.

(二) 重大外事活动

Highlights in External Relations

1、参加2007年非洲开发银行年会

Participating in 2007 Annual Meetings of African Development Bank



2007年5月，中国进出口银行参与在上海举行的非洲开发银行大会多项活动，同时，作为大会重要合作伙伴和协办单位之一，在年会期间承办了“中非交流与合作图片展”，举办了“非行年会中国进出口银行欢迎午餐”。年会期间，参会的行领导与卢旺达总统卡加梅、马达加斯加总统拉瓦卢马纳纳、非洲开发银行行长卡贝鲁卡以及与会的津巴布韦、刚果(金)、尼日尔、刚果(布)、乌干达、埃塞俄比亚、纳米比亚、莫桑比克、安哥拉、几内亚、赤道几内亚、赞比亚、莱索托、佛得角、科特迪瓦、利比里亚、布隆迪、厄立特里亚、尼日利亚等多个理事国代表团及国际金融公司、西非开发银行、非洲进出口银行、南非联合银行等多家机构举行会谈。上述活动获得了极大的成功，促进并加深了与非洲开发银行及其各理事国间的友好交流，彰显并提升了中国进出口银行在对外经济合作交流活动中的能力和国际形象。

对外交往与合作

International Exchanges and Cooperation

In May 2007, China Eximbank attended the 2007 Annual Meeting of African Development Bank (AfDB) in Shanghai. As one of the sponsors of the event, the Bank hosted an exhibition on China-Africa exchanges and cooperation and a welcome banquet for the participating governors. On that occasion, the top executives of the Bank met with a number of high-ranking foreign officials including Rwandan President Paul Kagame, Madagascar President Marc Ravalomanana, President Donald Kaberuka of the African Development Bank Group, and delegations from Zimbabwe, Congo(K), Niger, Congo(B), Uganda, Ethiopia, Namibia, Mozambique, Angola, Guinea, Equatorial Guinea, Zambia, Lesotho, Cape Verde, Cote d'Ivoire, Liberia, Burundi, Eritrea, Nigeria, as well as international and regional organizations such as International Financial Corporation, West African Development Bank, African Export-Import Bank, Amalgamated Banks of South Africa Group, etc. These activities strengthened friendly ties between the Bank and AfDB as well as its member countries, and improved the Bank's image and capacity in international economic cooperation.

2、参加俄罗斯“中国年”活动

Engagement in "Year of China" in Russia

2007年是俄罗斯“中国年”，中国进出口银行参与了国家有关部委组织的各项相关活动。3月，参加了在莫斯科举办的2007莫斯科中国国家展，并组织召开了业务推介会；6月，中国进出口银行圣彼得堡代表处成立，中国国务院副总理吴仪、俄罗斯联邦副总理茹可夫出席开业仪式并为代表处揭牌；11月，派团赴俄参加了中国国家年闭幕有关活动。





The Year 2007 marks the "Year of China" in Russia. China Eximbank took an active part in various activities hosted by the Chinese government for the event. In March, the Bank took part in the 2007 China Exhibition held in Moscow, during which the Bank organized a business promotion. In June, the Bank hosted an inauguration ceremony for the opening of its St. Petersburg Representative Office, attended by Chinese Vice Premier Wu Yi, and Russian Vice Premier Alexander Zhukov. In November, the Bank sent a delegation to Russia for the closing ceremony of the "Year of China".

3、参加世界经济论坛大连峰会

Attending World Economic Forum in Dalian

2007年9月，应世界经济论坛邀请，李若谷行长参加了世界经济论坛大连峰会，并分别在大会“增长热点—聚焦非洲”、“软实力—中国影响世界”两个主题研讨会上发表讲话，阐述中国发展道路，引起强烈反响。

In Sept. 2007, upon invitation by the World Economic Forum, Mr. Li Ruogu, Chairman & President of the Bank, attended the Inaugural Annual Meeting of the New Champions 2007 in Dalian, China. On this occasion, he spoke at two panel sessions titled "Soft Power: Influencing the World with a Chinese Touch" and "Growth Hotspots-Focus on Africa". His elaboration on China's development path was warmly received by the audience.

(三) 接待来访

Receiving Foreign Delegations

2007年，中国进出口银行接待了苏里南财政部、津巴布韦财政部、刚果民主共和国政府代表团等多个来访团组。通过各种形式的广泛交流，推进了有关项目的进展，增进了与国外政府部门、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 2007, the Bank received a number of high-ranking visiting delegations in Beijing, including the Ministry of Finance of Suriname, the Ministry of Finance of Zimbabwe and the government of the Democratic Republic of Congo, etc. All these exchanges have enhanced the mutual understanding and friendship between the Bank and foreign governments and financial institutions.

(四) 与多边机构及其他国际同业合作

Exchanges and Cooperation with Multilateral Organizations and International Peers

中国进出口银行大力推动与国际同业机构的友好往来，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。

2007年5月，中国进出口银行与世界银行在华盛顿签署了合作谅解备忘录，双方积极探讨有关合作。2007年9月，中国进出口银行在非洲进出口银行股东大会上当选为非洲进出口银行的C类董事单位。此外，还与日本国际协力银行、国际金融公司等同业机构共同举办研讨会，并向西非开发银行、老挝中央银行、土库曼斯坦外经银行提供培训等。

China Eximbank has worked hard to enhance friendly exchanges with international financial institutions and actively engaged itself in various forms of business collaboration including fund-raising, personnel training and information exchanges. All these efforts have helped improve the mutual understanding between the Bank and foreign governments, financial institutions, international organizations, investors and borrowers. They also help ensure successful fund-raising efforts, put in place key construction projects, and promote business development throughout the Bank's portfolio.

In May 2007, the Bank signed with the World Bank a Memorandum of Understanding in Washington. In September 2007, the Bank was elected Grade C Director of African Export-Import Bank at AfEIB Shareholders' Congress. In addition, the Bank co-hosted business forums with Japan Bank for International Cooperation (JBIC) and International Finance Corporation (IFC) and organized training programs for the delegations from West African Development Bank, Central Bank of Lao PDR and State Bank for Foreign Economic Affairs of Turkmenistan.



二、代理行网络 Correspondent Banking 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2007年末，已同境内外381家银行的560个总分支机构建立了代理行关系，网络遍布全球一百多个国家和地区，进一步将服务延伸至世界各地，尤其是进一步扩展了在非洲、拉美、亚洲等新兴市场的代理行网络。

China Eximbank has built up extensive business relations with financial institutions all over the world. By the end of 2007, the Bank has established correspondent banking relations with 560 branches of 381 banks, covering over 100 countries and regions. Relying on this wide-range network, the Bank is now able to extend its financial services to almost every part of the world, especially in the emerging markets like Africa, Latin America and Asia.

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	2005-12-31	2006-12-31	2007-12-31
存放中央银行款项	Due from Central Bank	5,209,112	1,356,649	2,151,820
存放同业款项	Due from Banks	2,850,534	1,744,700	957,783
拆放同业	Interbank Lendings	7,016,374	1,218,788	16,121,711
各项贷款	Loans	175,986,853	231,670,141	321,054,935
减：贷款损失准备金	Less: Provision for Doubtful Debt in Loans	2,174,432	2,747,992	4,217,610
应收款项	Sundry Accounts Receivable	1,210,985	1,234,435	1,249,378
投资	Investment	6,700,972	3,884,682	10,393,117
固定资产原值	Fixed Assets	1,276,825	1,372,788	1,429,190
减：累计折旧	Less: Accumulated Depreciation	271,701	346,194	409,679
其他资产	Other Assets	6,987,825	18,909,151	30,009,988
资产总计	TOTAL ASSETS	204,793,347	258,297,148	378,740,633

负债	LIABILITIES	2005-12-31	2006-12-31	2007-12-31
同业拆入	Interbank Borrowings		7,469,090	1,352,383
企业存款	Enterprise Deposits	15,599,424	30,240,356	31,777,303
保证款项	Guarantee Sum	542,987	369,196	1,631,115
应付款项	Sundry Accounts Payable	2,864,161	3,148,614	4,878,918
长期借款	Long-term Borrowings	16,234,911	20,850,884	36,294,459
发行金融债券	Bonds Issued	152,457,194	167,735,750	267,371,236
财政拨款	Fiscal Subsidized Funds	3,454,628	3,370,095	3,378,163
其他负债	Other Liabilities	7,941,115	19,550,912	22,957,164
负债合计	TOTAL LIABILITIES	199,094,420	252,734,897	369,640,741

所有者权益	OWNER'S EQUITY	2005-12-31	2006-12-31	2007-12-31
实收资本	Paid-in Capital	5,000,000	5,000,000	5,000,000
资本公积	Capital Surplus	-70,280	-151,402	-307,489
盈余公积	Earnings Surplus	355,339	363,007	373,173
一般风险准备				3,571,174
未分配利润	Undistributed Profit	413,868	350,646	463,034
所有者权益合计	TOTAL OWNER'S EQUITY	5,698,927	5,562,251	9,099,892
负债及所有者权益总计	TOTAL LIABILITIES AND OWNER'S EQUITY	204,793,347	258,297,148	378,740,633

损益表 Profit and Loss Statement

单位：千元人民币
(in thousands of RMB)

		2007
利息收入	Interest Income	12,960,139
手续费及其他收入	Commissions and Other Income	5,510,343
收入总额	TOTAL INCOME	18,470,482
利息支出	Interest Expenses	10,442,840
手续费及其他支出	Commissions and Other Expenses	6,580,732
管理费用	Administrative Expenses	599,899
营业税金及附加	Sales Tax and Affixation	668,207
支出总额	TOTAL EXPENDITURES	18,291,678
税前利润	PRE-TAX INCOME	178,805
减：所得税	Less: Income Tax	69,411
税后利润	INCOME AFTER TAX	109,394

外国政府贷款转贷业务资产负债表 Addition to the Balance Sheet

单位：千元人民币
(in thousands of RMB)

资产	ASSETS	2007-12-31
存放同业款项	Due from Banks	1,509,895
应收及暂付款	Accounts Receivable	4,470,574
垫付利息	Interest Receivable	1,831,249
转贷外国政府贷款	Onlent Foreign Government Loans	138,015,774
减：贷款呆账准备	Less: Provision for Doubtful Debt in Loans	345,690
资产总计	TOTAL ASSETS	145,481,802

负债	LIABILITIES	2007-12-31
应付及暂收款	Accounts Payable	1,052,937
借入外国政府贷款	Borrowings of Foreign Government Loans	144,250,013
负债合计	TOTAL LIABILITIES	145,302,950

所有者权益	OWNER'S EQUITY	2007-12-31
未分配利润	Undistributed Profits	178,852
所有者权益合计	TOTAL OWNER'S EQUITY	178,852
负债及所有者权益总计	TOTAL LIABILITIES & OWNER'S EQUITY	145,481,802

会计报表附注 Notes to Financial Statements

一、会计报表编制基础 Basis for Preparing the Financial Statements

(一) 会计制度

按照《中华人民共和国会计法》、《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12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、湖南省分行、重庆分行和陕西省分行。年度会计报表根据12个决算单位个别报表汇总编制。

(1) Accounting System

The financial statements are prepared in accordance with the relevant rules and regulations of the *Accounting Law of the People's Republic of China*, the *Accounting System for Financial Institutions* (promulgated by the Ministry of Finance in 1993) and the *Regulations Regarding Financial Activities of Financial and Insurance Enterprises*.

(2) Number of Units Incorporated in the Statements

There are 12 final account units by the end of the year, including the Head Office, Banking Department, Shanghai Branch, Shenzhen Branch, Nanjing Branch, Dalian Branch, Chengdu Branch, Qingdao Branch, Zhejiang Branch, Hunan Branch, Chongqing Branch and Shaanxi Branch. The annual financial statements are prepared by incorporating the individual statements of the 12 final account units.

二、会计政策和会计估计

Accounting Policies and Accounting Estimates

(一) 会计年度

公历2007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=7.3046元人民币

1欧元=10.764059元人民币

1日元=0.065054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) 准备金提取方法

贷款损失准备包括专项准备和特种准备。根据贷款风险分类指导原则和确定比例，对各类贷款提取贷款损失专项准备；对特定国家、地区或行业贷款提取特种准备。贷款损失准备作为资产的备抵项列示。

一般准备从未分配利润中提取，计提比例为期末各项贷款、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%。

(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, 2007 to December 31, 2007

(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 Transaction and the Translation of Foreign Currency Financial Statements

Foreign currency transaction is recorded separately. The paid-in capitals in foreign currency are translated into RMB at historical exchange rates and the differences are recognized 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 benchmark exchange rates of the major currencies for this accounting year were:

USD: RMB 1: 7.3046

EUR: RMB 1: 10.764059

JPY: RMB 1: 0.065054

(5) Investments

Short-term investments are measured at 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, with the tax, commission charges and various other additional charges paid and the matured yet undrawn bond interests included in the purchase prices actually paid deducted, are recorded as actual costs, and the accrued interests are calculated on an accrual basis.

(6) Provisions for Doubtful Debts

Provisions for loan losses include special and specific provisions. Special provisions are funds set aside based on the appropriate percentage of the loss to the whole amount after the risk-based classification in line with the guidelines of risk-based classification of loans. Specific provisions are funds set aside for covering losses incurred by risks of state, region or industry loans. Provisions for loan losses are presented as deduction to relevant assets on the balance sheet.

General reserves are withdraw from unappropriated profits which are set at 1% of the year-end outstanding balance of all loans, inter-bank lending and risk-bearing assets such as long-term and short-term investments (excluding RMB treasury bond investment).

(7) Fixed Assets Valuation and Depreciation

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

(8) Interest Income Recognition

The Principles of interest income recognition are described as follows:

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 treated as an off-balance-sheet item and cease to be recognized 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 incomes of the current period and be treated as an off-balance-sheet item. The accrued interest as an off-balance-sheet item should, upon actual received, be recognized as interest incomes of the collection period.

(9) Tax

The income tax is accounted for using the payable method at a rate of 33% upon adjustment according to the provisions of taxation policies and is paid by the Head Office at the end of the year. The operating tax is 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) 会计政策变更

经财政部批准，我行参照执行《金融企业呆账准备提取管理办法》(财金[2005]49号)，开始建立贷款损失专项准备和一般准备。根据贷款风险分类指导原则和确定比例，对各类贷款提取贷款损失专项准备，作为资产的备抵项列示；将已计提的准备金从资产的备抵项调整至权益项下，计提比例为期末各项贷款、拆出资金及长短期投资(人民币国债投资除外)等承担风险资产余额的1%。

(二) 本年度无重大会计差错更正。

(1) Changes in Accounting Policies

According to the *Administrative Measures of the Ministry of Finance for the Withdrawal of Reserves for Non-performing Debts of Financial Enterprises* (No.49 [2005] of the Ministry of Finance), the Bank set aside special and general provisions for loan losses. Special provisions are funds set aside based on the appropriate percentage of the loss to the whole amount after the risk-based classification in line with the guidelines of risk-based classification of loans and presented as deduction to assets on the balance sheet.

Reserves that have been withdrawal are shifted from deduction to assets. The withdrawal ratio is set at 1% of the year-end outstanding balance of all loans, inter-bank lending and risk-bearing assets such as long-term and short-term investments (excluding RMB treasury bond investment).

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

四、利润分配

Profit Distribution

根据财政部批复，对2007年税后利润进行分配。

After-tax profits for 2007 are distributed pursuant to the written reply of the Ministry of Finance.

五、表外项目

Off-balance-sheet Items

保函责任余额	11,509,125.41万元
开出信用证及承兑汇票	328,579.50万元

Year-end Outstanding Balance of L/G

RMB 115,091,254,100

Year-end Outstanding Balance of L/C and Acceptance Bill

RMB 3,285,795,000

分支机构

Branches and Representative Offices

2007年，中国进出口银行先后成立了圣彼得堡代表处、重庆分行、陕西省分行。截至2007年末，中国进出口银行共设立了11家营业性分支机构、4个国内代表处和3个境外代表处。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 2007, the Bank established St. Petersburg Representative Office, Chongqing Branch and Shaanxi Branch. By the end of the year, the Bank had set up a network of 11 branches, 4 domestic representative offices and 3 overseas representative offices. Guided by the principle of "serving the local community and assisting local companies for encouraging exports" and under the direct leadership of the Head Office, all these branches and representative offices are committed to the provision of efficient, convenient and highly-qualified financial services to 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

Coverage: 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

Coverage: 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) 68593366

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

Coverage: 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 Rd., Shenzhen,
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

Coverage: 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

分支机构

Branches and Representative Offices

• 大连分行

Dalian Branch

经营服务区: 辽宁省、吉林省、黑龙江省

Coverage: 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

Coverage: 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

Coverage: 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

Coverage: 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: EIBCCNBJZJP

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

Coverage: 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

● **重庆分行**
Chongqing Branch

经营服务区: 重庆市

Coverage: Chongqing City

地 址: 重庆市北部新区高新园星光大道62号海王星科技大厦C区南翼二层

Address: Fl. 2, Southern Wing, Tower C, Haiwangxing Science Building, No. 62,
Xingguang Street, High-tech Park, North New-Tech Zone, Chongqing.

邮编(Zip): 401121

SWIFT: EIBCCNBJCQB

电话(Tel): (023) 86078899

传真(Fax): (023) 86078866

分支机构

Branches and Representative Offices

- 陕西省分行
Shaanxi Branch

经营服务区：陕西省、甘肃省、宁夏回族自治区、青海省、新疆维吾尔自治区

Coverage: Shaanxi Province, Gansu Province, Ningxia Hui Autonomous Region, Qinghai Province, Xinjiang Uigur Autonomous Region.

地 址： 西安高新开发区高新路2号西部国际广场东座28—30层

Address: Fl. 28-30, Eastern Tower, Western International Square, No. 2, High-tech Road, High-tech Development Zone, Xi'an City, Shaanxi Province, China.

邮编(Zip): 710075

SWIFT: EIBCCNBJSXA

电话(Tel): (029)68681888

传真(Fax): (029)68680999

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

- 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

- **圣彼得堡代表处**
St. Petersburg Representative Office

地 址: 圣彼得堡市瓦西里岛科萨亚街3号1栋
Address: Tower I, No. 3, Kosaya line, Vasilie Island, St. Petersburg, Russia, 199226
电话(Tel): 007-812-3220389 3227963 3220714
传真(Fax): 007-812-3224784



中国进出口银行

THE EXPORT-IMPORT BANK OF CHINA

中国北京市东城区北河沿大街77号

No.77, Beiheyuan Street, Dongcheng District, Beijing, China

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