

## 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

风雨送春归，飞雪迎春到。2009年，新中国迎来六十华诞。党中央、国务院带领全国人民，克服国际金融危机的严重冲击等种种困难挑战，迅速扭转了经济增速下滑势头。全年国内生产总值增长8.7%，在全球率先实现总体回升向好。新中国成立60年，探索出中国特色社会主义发展道路，谱写了中华民族发展史上和人类进步史上的辉煌篇章。

2009年，是中国进出口银行深入贯彻落实科学发展观、加快改革发展取得丰硕成果的一年。我们以应对国际金融危机为主线，以加快业务发展和金融创新为手段，加大金融支持经济力度，在实现自身又好又快发展的同时，为有效应对国际金融危机、促进经济平稳较快发展做出了重要贡献。

2009年，进出口银行盈利能力大幅度提高，各项业务快速稳健发展。全年批准表内各类贷款8011亿元，发放贷款3684亿元。共支持了1742亿美元的机电产品、高新技术产品、农产品出口，对外承包工程和境外投资等“走出去”项目，以及671亿美元的资源类和技术装备类产品进口。年末表内业务贷款余额6008亿元，表外转贷余额218亿美元，资产总额近1万亿元。不良贷款余额和比率继续实现“双下降”，年末不良贷款率比年初下降0.42个百分点。国际信用评级继续与中国主权评级一致。

**雪中送炭，有效应对国际金融危机。**认真贯彻落实中央应对国际金融危机一揽子计划，创造性地开展工作，最大限度发挥政策性金融应对危机的效应。深入全国20多个省市地区调研经济运行与外贸进出口情况，及时向中央反映政策建议。多渠道稳定外需、促进出口恢复增长，将支持“走出去”与保增长结合起来，支持了一批出口带动效应大的电站、电信、基建等大项目。主动调整信贷政策，对一些有订单但缺资金的企业，不是因其当前的困难而出现亏损就简单地压缩收回贷款，而是深入一线调查研究，在深入分析企业经营管理、市场情况的前提下，从长远考虑，从稳定企业和经济的大局出发，给予它们大力的支持，使这些企业走出了困境。推出了“中国因素”贷款和买项下付款保函业务，成为我国造船业抵御危机的坚强后盾。大力拓展“绿色转贷”，着力支持节能环保和循环经济。

**互利共赢，积极支持发展中国家加快发展。**全面推进落实我国政府对外援助承诺，提前完成胡锦涛主席在2006年中非合作论坛北京峰会上对非洲50亿美元优贷承诺的落实工作。成功发起中国—东盟投资合作基金，为扩大与东盟互利合作提供了新的平台。在国际金融危机肆虐的情况下，加大对非洲等发展中国家的支持力度，为其发展带来了新的希望，赢得了普遍赞誉。同时，积极利用各种途径和渠道，引导国际舆论朝正确方向发展。我行主动宣讲，积极介绍中国的经验与做法。目前，越来越多的国家逐渐接受了中国的发展和援助理念。

**保驾护航，大力支持中国企业国际化。**顺应企业“走出去”的新情况和新趋势，在传统信贷模式基础上，推广银团贷款和BOT、BOOT等融资模式，帮助企业实现弱势起飞。在巩固传统市场的同时，逐步进入发达国家市场，支持了一批具有战略意义和重要影响的重大项目。大力推动中国标准国际化，与中国交通集团合作首次系统编译出版中国交通建设标准英文版，与大唐电信集团合作推动我具有自主知识产权的TD-SCDMA标准走向世界。

## 董事长 行长致辞 Chairman & President's Message

**推陈出新，全面提升金融支持和导向作用。**通过创新服务机构、业务模式和担保方式，探索中小企业融资新途径。大力支持农业国际合作，扶持了一批成长性好、带动力强的农业产业化龙头企业。积极推动文化国际化，着力打造文化出口产业的融资平台。搭建服务外包融资平台，大力支持服务外包产业发展。加大了对合资企业的支持力度，提供集贷款、账户管理、应收账款催收于一体的综合性金融服务。获准试点开办了境外人民币业务，积极推进人民币国际化。

**又好又快，经营管理水平实现质的飞跃。**2005年以来，采取了一系列改革创新措施，推动经营成果取得历史性突破。业务规模快速增长，表内业务贷款余额从1239亿元增长到6008亿元，增长了近5倍；资产总额从3059亿元增长到9533亿元，增长了3倍多。资产质量显著提高，不良贷款连年实现“双下降”。盈利能力明显增强，减亏增盈成效显著。五年来的实践表明，进出口银行以实际行动实践了科学发展观，实现了好字当头、又好又快的发展，走上了可持续发展道路。

寒雪梅中尽，春风柳上归。当前，全球经济出现复苏迹象，但复苏的基础还不稳固。引发这次危机的自由市场经济制度和国际货币体制这两个根本问题，没有得到实质性解决。全球经济实现全面复苏，将是一个缓慢、曲折的过程。中国在这次危机中保持了经济平稳较快发展，但也面临着经济结构调整和发展方式转变的压力。每一次重大危机都会引发新一轮的调整。预则立，不预则废。我们必须抓住机遇、乘势而上，在后危机时代的调整中抢得先机，在未来竞争中赢得主动。

今年是“十一五”规划的最后一年。在新的一年里，我们将以邓小平理论和“三个代表”重要思想为指导，深入贯彻落实科学发展观，紧紧围绕国家发展战略，把深化改革与推动发展结合起来，全面提升可持续发展的内生动力，进一步增强可持续发展的综合实力，为推动经济社会又好又快发展、促进和谐世界建设，做出积极贡献。



李若谷

中国进出口银行董事长、行长

“Wind and rain escorted spring’s departure. Flying snow welcomes spring’s return.” The year 2009 marked the 60th anniversary of the founding of New China. Under the leadership of the CPC Central Committee and the State Council, we have overcome, among many other challenges, the severe impact brought by the international financial crisis, and have reversed the declining trend in economic growth in a short period of time. Last year, China’s GDP grew by 8.7%, making China the forerunner of the countries which realized overall growth. Over the past six decades, China has blazed a trail of socialism with Chinese characteristics and has written a glorious chapter in both the histories of the Chinese nation and the progress of mankind.

The year 2009 witnessed the remarkable achievements made by China Eximbank in implementing the Scientific Outlook on Development and speeding up its reform and growth. With dealing with the international financial crisis as our main priority, and speeding up business development and financial innovation as our measures, we have strengthened our financial support for the economy and have made great contributions to effectively coping with the international financial crisis and promoting stable and rapid economic growth while accomplishing its own sound and fast development.

The year 2009 also saw a surge in the profitability of China Eximbank as well as a rapid and steady growth in all lines of businesses. We have approved on-balance-sheet lending of RMB 801.1 billion, with disbursement of RMB 368.4 billion, supporting the export of mechanic and electronic, high-and-new-tech products and agricultural products, “going global” projects such as overseas contracting and investment projects valued at USD 174.2 billion in total, as well as the import of resource products and technical equipments worth USD 67.1 billion. At the year-end, the balance of on-balance-sheet lending stood at RMB 600.8 billion and off-balance-sheet on-lending US\$21.8 billion. The value of total assets reached nearly RMB 1 trillion. Both the amount and the percentage of non-performing loans decreased, continuing to keep a “double declining”, and at the end of the year, the ratio of non-performing loans decreased by 0.42 percentage points as compared to that at the beginning of the year. Our International credit ratings remained consistent with China’s sovereign ratings.

### **Providing Timely Assistance and Effectively Coping with the International Financial Crisis**

We have earnestly implemented the Central Government’s action plan in response to the international financial crisis and carried out our tasks with creativity, maximizing the effect of the policy-oriented financial response to the crisis. We have also conducted investigations of economic operations and foreign trade import and export in over 20 provinces, municipalities and autonomous regions across the country, and submitted timely policy suggestions to the Central Government. We have adopted a variety of measures to stabilize foreign demand, to promote the recovery of export. In combining the support of “Go Global” with maintaining growth, we have helped launch a number of export-boosting projects of power station construction, telecommunications and infrastructure. As for those enterprises which held orders but lacked funds, instead of simply reducing the lending to them or recovering the loans due to their losses, we have taken the initiative to adjust the credit policy and offered continued support

## 董事长 行长致辞 Chairman & President's Message

to help them overcome their difficulties after carrying out first-line investigation and in-depth analysis of their management procedures and market situations. Starting from a long-term view and taking the stability of the enterprise and the general interests of the whole economy as the highest priority, we have helped the enterprises shake off the predicament. We launched “China Factor” Loans and Letter-of-Guarantee for Payment under buyer’s credit business, and provided China’s shipbuilding industry a strong backing during the crisis. We pushed forward “Green On-lending” and have supported energy conservation, environmental protection and recycling economy.

### **Actively Supporting Developing Countries to Accelerate Development for Mutual Benefits and Win-Win Results**

We have comprehensively promoted and implemented our foreign aid commitment and completed ahead of schedule the concessional loan of US\$ 5 billion to Africa, as promised by President Hu Jintao at the 2006 China-Africa Forum, Beijing Summit. We successfully launched the China-ASEAN Investment Cooperation Fund, which formed a new platform for mutually-beneficial cooperation with ASEAN. Our reinforced support to Africa and other developing countries amid the severe global financial crisis has brought about new hope for Africa’s development, which was widely received. Meanwhile, by using different ways and channels, we have guided international public opinion towards the right direction. We took the initiative in introducing China’s experience and practices, and now, China’s development and aid concept has been accepted by an increasing number of countries.

### **Supporting the Internalization of Chinese Companies**

In conforming to the Chinese companies’ “Go Global” trend, we have promoted syndicated loans, as well as BOT and BOOT financing on the basis of traditional credit modes to help companies ‘take off’ under disadvantaged situations. We have gradually entered markets in developed countries while stabilizing our traditional markets, and have supported a number of influential projects of strategic significance. We have translated and published English and French versions of the Chinese Communications Construction Standards in cooperation with China Communications Construction Group, and have worked with Datang Telecom Group to introduce the TD-SCDMA standard, an independently owned intellectual property, to the whole world, thus pushing forward the internationalization of Chinese standards.

### **Getting Rid of the Stale and Bringing forth the Fresh: Enhancing the Financial Support and Guidance Role in an All-Round Way**

We have explored new ways of financing SMEs by reforming our service institutions, business models and guarantee methods; promoted international agricultural cooperation by supporting a number of leading companies in agricultural industrialization with high growth potential; actively pushed forward culture internationalization by making effort to build a financing platform for cultural export; and setting up a financing platform for service out-sourcing to support the development of service out-sourcing industry. We strengthened our support for

Taiwan-funded companies and provided comprehensive financial services, including lending, account management and debt collection. We were also allowed to conduct offshore RMB business, which promoted the internationalization of RMB currency.

### **Faster and Better - A Leap Forward in Management Capability**

A number of reforms and innovative measures have been adopted since 2005, which have yielded historical breakthroughs in business results. During this period, our business have expanded rapidly: the balance of on-balance-sheet lending increased by nearly five times from RMB 123.9 billion to RMB 600.8 billion, and the assets value rose by over 3 times from RMB 305.9 billion to RMB 953.3 billion. Our assets quality has greatly improved and “double declining” was realized in non-performing loans for a number of consecutive years. Our profitability has improved and we have achieved remarkable results in reducing losses and increasing profits. The past five years have proved that China Eximbank has taken serious actions to implement the Scientific Outlook on Development, realized a fast and healthy growth, and stepped onto the path of sustainable development.

“Winter is fading with melting snow and spring is back in warm breeze.” Although at present the global economy is showing signs of recovery, the foundation of recovery is still not stable. Two root causes of the crisis, namely the free market economic system and the international monetary system, are yet to be properly addressed. A full recovery of the global economy will be a slow process fraught with difficulties and setbacks. Although China’s economy has maintained stable and comparatively rapid growth during the crisis, we, as well, are faced with pressures of the economic restructuring and the transformation of development pattern. A major crisis always triggers a new round of adjustment and success always belongs to those who are prepared. We must grasp the opportunity and take the initiative in the post-crisis competition.

This year is the last year in the “Eleventh Five-Year Plan”. In the new year, we will continue to work under the guidance of Deng Xiaoping Theory and the Thoughts of “Three Represents”, to thoroughly implement the Scientific Outlook on Development, and to closely follow the national development strategy. We will combine the deepening of reform with development and advancement to lift the all-round capacity for sustainable development. We will continue to push forward the fast and healthy development of the economy and society and to contribute to the building of a harmonious world.

*Li Ruogu*

Chairman & President  
The Export-Import Bank of China