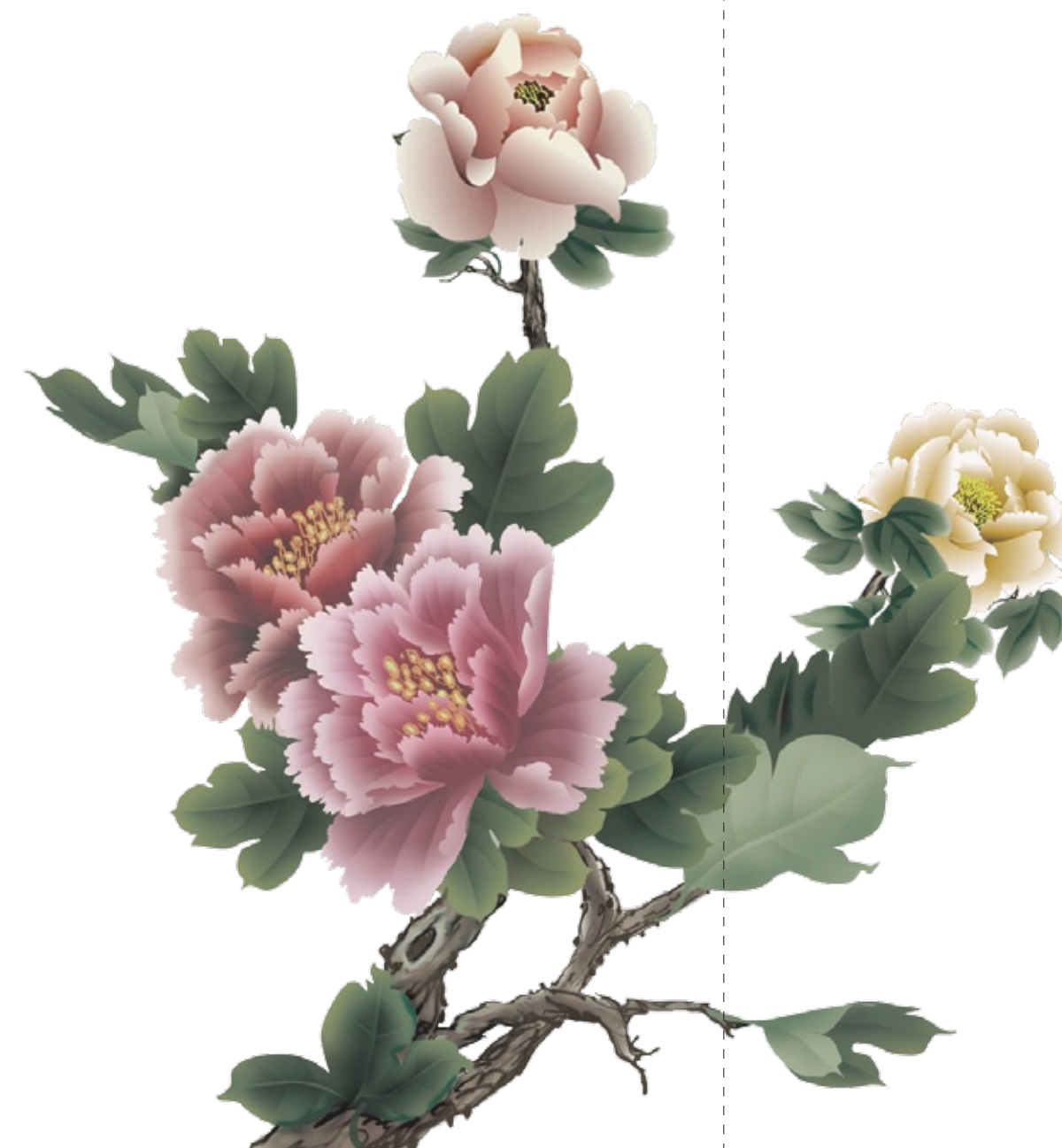




# 2010 | ANNUAL REPORT

中国进出口银行2010年年度报告  
THE EXPORT-IMPORT BANK OF CHINA



# 2010 ANNUAL REPORT

THE EXPORT-IMPORT BANK OF CHINA

中国进出口银行2010年年度报告



伴你走向世界 助你领先全球  
WANT TO BE THE BEST IN A BETTER WORLD?



# 目录

## Contents

财务概要	Financial Highlights	5
董事长、行长致辞	Chairman & President's Message	6
监事会	Board of Supervisors	12
总行领导	Top Executives	14
组织机构	Organizational Chart	16
主要职责	Mission	18
业务范围	Business Scope	19
“十一五”回顾	A Review of the Eleventh Five-Year Plan	20
业务综述	Operational Highlights	23
业务创新	Business Innovation	35
重大项目	Major Projects	37
风险管理	Risk Management	42
信息化建设	Information Technology Development	44
人力资源	Human Resource Management	46
国际合作	International Cooperation	48
社会责任	Social Responsibility	52
企业文化	Corporate Culture	54
财务报表	Financial Statements	55
报表附注	Notes to Financial Statements	74
分支机构	Branches and Representative Offices	117

## 财务概要

## Financial Highlights

单位：千元人民币  
In thousands of RMB

全年度	For the Year	2010
营业收入	Total Income	7,677,716.76
营业支出	Total Expenditures	4,026,417.19
年底	At Year-end	2010
资产总额	Total Assets	887,077,204.64
负债总额	Total Liabilities	874,230,013.75
贷款总额	Total Loans	707,563,372.91
净利润	Net Profit	2,803,594.41



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 of China Eximbank



2010年是我国经济社会发展极不平凡的一年，也是我行开拓创新、强化管理取得重大进展，全面完成“十一五”规划目标任务的一年。这一年，我们围绕实现经济社会又好又快发展的总体要求，继续加大金融支持力度，有力地促进了进出口较快恢复性增长和经济结构调整，为巩固和扩大应对国际金融危机冲击成果，进一步增强我国经济实力和综合国力，做出了应有的贡献。

2010年，进出口银行业务继续保持又好又快的发展势头。共批准表内各类贷款4364亿元，发放贷款3500亿元。共支持了1153亿美元的机电产品和高新技术产品出口、对外承包工程和境外投资项目，以及531亿美元的产品进口。年末表内贷款余额7178亿元，表外转贷余额237亿美元，资产总额突破1万亿元。不良贷款余额和比率连续“双下降”。国际信用评级继续与中国主权评级一致。

## 多策并举，全力推动经济平稳较快发展

2010年进出口银行紧紧围绕拓市场、调结构、促平衡，研究制定了12项创新业务，被国务院批准确定为应对国际金融危机一揽子计划实施细则的重要组成部分。大力支持高新技术对传统产业的改造，积极开展以节能减排、新能源建设为主的绿色信贷业务。推动实施区域发展战略，支持西部大开发、振兴东北地区等老工业基地、中部地区崛起、东部率先发展，特别是加大了对新疆、西藏等地区的支持力度。贯彻落实国务院船舶工业调整与振兴规划，推动我国由造船大国向造船强国迈进。为我国船舶业克服国际金融危机带来的困难，实现造船完工量、新接船舶订单量、手持船舶订单量，均居世界第一贡献了一份力量。

## 加强沟通，开拓经济合作新局面

全面落实我国政府对外援助承诺。完成中国－东盟投资合作基金的发起设立。参与了与欧盟、德国、日本等多次交流活动，与世界银行、亚洲开发银行、泛美开发银行等国际机构的合作取得实质性进展。积极参与公共外交，引导国际舆论向正确方向发展，增进了国际社会对中国发展援助理念和重要作用的了解与认识。

## 金融创新，注入发展新活力

积极开展全方位金融创新，开发并推广了境外转贷款、同业合作等多项新产品和服务。积极探索人民币国际化融资方式，取得显著成效。推动有实力的文化企业“走出去”，对旅游文化国际化加大支持力度。支持农业产业化龙头企业，促进特色农产品出口和对外农业合作。通过培育壮大一批贫困地区的龙头企业，促进贫困地区特色产业体系的形成，为扶贫、减贫贡献了力量。积极探索解决中小企业融资难的新渠道，进一步完善操作流程和运作模式，开发新的融资业务，在解决中小企业融资难问题上取得了新进展。




## 加速转变，实现经营管理可持续发展

“十一五”时期，中国进出口银行着力转变经营理念、发展模式、业务重点和经营管理机制，实现了从过去单一官方出口信用机构，向新型国际经济合作银行的战略转型。五年中，表内业务贷款余额从1760亿元增长到7178亿元，翻了两番多。资产总额从3506亿元增长到10570亿元。资产质量显著提高，不良贷款连年实现“双下降”。实现了经营成果质的飞跃，可持续发展能力显著增强，“十一五”是中国进出口银行发展速度最快，发挥作用最大，发展成果最好，为经济社会发展贡献最多的五年。

惊涛拍岸自岿然，攻坚克难又一年。当前，世界经济走出衰退，进入缓慢且不稳定、不平衡的复苏期，不确定因素较多，复苏动力不强并出现分化，地区的动荡也使本就艰难的复苏更加曲折。在这次国际金融危机中，中国用政府与市场相结合的方式克服了危机造成的困难，较快地走出危机，使经济发展取得了巨大成功。但我国经济仍面临通货膨胀、国际收支平衡、结构调整、三农和就业等诸多困难。国际经济格局的演变为中国创造了机遇，我们必须充分认识肩负的使命、职责和任务，善于抓住历史机遇，勇于应对挑战，克服困难，为实现国家发展和民族复兴的伟大事业，发挥应有的作用。

今年是中国共产党成立90周年，是“十二五”时期的开局之年，也是中国进出口银行改革发展的关键一年。我们将深入贯彻落实科学发展观，贯彻落实中央加快推进经济结构调整、保持经济长期平稳较快发展、促进社会和谐稳定的要求，求真务实、开拓创新，以更加优异的成绩迎接中国共产党成立90周年！



李若谷

中国进出口银行董事长、行长



The year 2010 witnessed extraordinary economic and social development in China. It was also a year of great success for the Export-Import Bank of China, with breakthroughs in innovation and management, and the completion of our targets under the Eleventh Five-year Plan. In 2010, our mission was to support a sound and rapid economic growth, and to that end we provided more financial services, giving a strong boost both to a recovery for Chinese imports and exports, and to the restructuring of the economy. Thus the Bank both played its role in China's efforts to address the international financial crisis, and made contribution to the growth of our economy and national strength.

The Bank's business continued its own sound and rapid growth in 2010. Total approved on-balance-sheet lending for 2010 was RMB436.4 billion, and total disbursement was RMB350 billion. These credits supported the export of USD115.3 billion worth of machinery and electronic products, new-and high-tech goods, overseas construction contracts and foreign investment projects, and the import of products worth USD53.1 billion. At year end, the balance of on-balance-sheet lending stood at RMB717.8 billion and off-balance-sheet on-lending at USD23.7 billion. The Bank's total assets exceeded RMB1 trillion. And we saw a "double decline" in non-performing loans, with the decrease of both the amount of NPL and the ratio of NPL. The Bank's international credit ratings remained consistent to China's sovereign ratings.

## Multi-pronged Support for Steady and Rapid Economic Development

In 2010, the Bank developed 12 innovative products as part of its commitment to three objectives: expand markets; restructure the economy; promote balanced development. These efforts served as an important part of the package of policies that the government designed to address the international financial crisis. The Bank gave very significant support to new-and high-tech projects to transform traditional industries, and actively promoted green financial products that aimed at energy efficiency, emission reduction and new energy development. The Bank also helped to launch China's regional development strategy: massive development of the west, revitalization of the old northeastern industrial base, the rise of the central provinces, and with the eastern region leading from the front. In particular, there was a major increase in support for Xinjiang and Tibet. In addition, the Bank implemented the State Council's plan to restructure and revitalize the ship-building industry, helping to transform China from a major market player to a market power. The Bank lent its strength to help the ship-building industry overcome the international financial crisis, and made it the world leader in deliveries, new orders and orders in hand in 2010.

## **Better Communication and a New Approach to International Economic Cooperation**

The Bank fulfilled China's commitments to provide foreign aid. In 2010, we established the China-ASEAN Investment Cooperation Fund. We also participated in workshops with institutions from the EU, Germany and Japan, and built stronger links with international financial institutions such as the World Bank, the Asian Development Bank and the Inter-American Development Bank. The Bank was also actively involved in public diplomacy, guiding international public opinion in the correct direction, and helping the international community to understand China's approach to development aid and the value of the aid it provides.

## **Financial Innovation Bringing Vitality to the Economy**

The Bank is constantly innovating in all aspects. In 2010, we developed and promoted new products and services for overseas on-lending business and bank-bank cooperation. There has also been remarkable progress in international Renminbi financing. The Bank lent its support to China's tourism and cultural industries by increasing financing for strong Chinese culture companies to go global. We promoted the export of featured agricultural products and international link-ups in agriculture to support China's leading agri-businesses. We assisted the poverty alleviation campaign by fostering a group of companies in poverty stricken areas and cultivating industries that adapted to local conditions. Last but not least, in order to relieve the difficulties faced by small and medium sized companies in obtaining finance, we made great improvements on this front by improving our procedures and operations, and developing new financing products.

## **Transformation for Sustainable Business Management**

During the Eleventh Five-year Plan, the Bank has transformed itself from an export credit agency to a new kind of bank for international economic cooperation. We achieved this by adapting our business concept, development model, business priority and management practices. Over the past five years, the Bank's total on-balance-sheet lending has increased by over four times, from RMB176 billion to RMB717.8 billion. Total assets have risen from RMB305.6 billion to RMB1057 billion. Asset quality has also improved greatly and the amount of non-performing loans has been decreasing for consecutive years. There has been a leap in the quality of the Bank's performances, and in its ability to grow sustainably. The last five years have seen the Bank having its fastest ever growth, playing its biggest role in China's development, gaining its best ever results, and making its greatest contribution to China's economy.



"I stand steady as the gigantic tide clashes the rock; all the difficulties are behind me when I take a look back". The world economy is just emerging from recession and beginning a recovery that is uneven and not well established. There is much uncertainty in the world economy going forward. And regional instability could make this difficult process all the more complicated. Faced with the international financial crisis, China overcame the economic turmoil very quickly by combining the power of the government and the market, and made great economic success. However, there are still many difficulties and challenges ahead of us, including inflation control, international payment balance, economic restructuring, rural development, and unemployment. The changing landscape of the world economy has given China an opportunity, and it is vital that we fully recognize the responsibilities we now bear and the goals we must work for. We must grasp this historic opportunity, boldly meet its challenges, overcome all obstacles on the path of developing our economy and revitalizing our nation. The Export-Import Bank of China will play its role in this glorious mission.

This year marks the 90th anniversary of the founding of the Communist Party of China, the first year of the Twelfth Five-year Plan, and a key moment in the reform and development of the Bank. We shall apply the Scientific Outlook on Development; we shall execute the Central Government's plan for faster restructuring of the economy, steady and relatively rapid economic growth, and for social harmony and stability; we shall seek the truth and be pragmatic; we shall not stop exploring and innovating; and we shall celebrate the 90th birthday of the Communist Party of China with ever greater achievements!

***Li Ruogu***

Chairman & President  
The Export-Import Bank of China

监事会  
Board of Supervisors



丁仲篪 Mr. Ding Zhongchi

中国进出口银行监事会主席

Chairman of Board of Supervisors of China Eximbank



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**  
中国进出口银行董事长、行长  
Chairman & President of China Eximbank



**苏中**  
副行长  
**Su Zhong**  
Vice President



**朱鸿杰**  
副行长  
**Zhu Hongjie**  
Vice President



**李郡**  
副行长  
**Li Jun**  
Vice President



**刘连舸**  
副行长  
**Liu Liange**  
Vice President



**诸鑫强**  
副行长  
**Zhu Xinqiang**  
Vice President



**宫杰**  
纪委书记  
**Gong Jie**  
Secretary of Discipline  
Committee



**孙平**  
行长助理  
**Sun Ping**  
Assistant President



**袁兴永**  
行长助理  
**Yuan Xingyong**  
Assistant President

# 组织机构

## Organizational Chart



战略委员会 Strategy Committee
审计与监督委员会 Auditing & Supervising Committee
信贷审批委员会 Project Evaluation Committee
风险与内控委员会 Risk Management & Internal Control Committee
资产负债管理委员会 Assets & Liabilities Management Committee
业务发展与创新委员会 Business Development Innovation Committee
信息技术委员会 Information & Technology Committee

营业性分支机构 Business Branches
北京分行 Beijing Branch
上海分行 Shanghai Branch
深圳分行 Shenzhen Branch
江苏省分行 Jiangsu 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
湖北省分行 Hubei Branch
黑龙江省分行 Heilongjiang Branch
广东省分行 Guangdong Branch
云南省分行 Yunnan Branch
宁波分行 Ningbo Branch
福建省分行 Fujian Branch
安徽省分行 Anhui Branch

代表处 Representative Offices
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 Mission

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2010年末，在国内设有18家营业性分支机构；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500多家银行建立了代理行关系。

中国进出口银行的主要职责是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，提供金融服务。

Founded in 1994, the Export-Import Bank of China is a state bank solely owned by the Chinese government. Its international credit ratings are compatible to the national sovereign ratings. The Bank is headquartered in Beijing. By the end of 2010, the Bank has eighteen domestic business branches, and three overseas representative offices, namely the Representative Office for Southern & Eastern Africa, Paris Representative Office and St. Petersburg Representative Office. At present, it has established correspondent relationship with more than 500 banks.

The Bank's main mandate is to facilitate the export and import 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 projects and outbound investment, and promote Sino-foreign relationship and international economic and trade cooperation.

## 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 projects and overseas investment;
- Chinese Government Concessional Loan;
- International guarantee;
- Onlending of loans from foreign governments and international financial institutions;
- International and Domestic Settlement services and Corporate Deposit service under loan facilities;
- Fund raising at domestic and overseas capital and money markets;
- International inter-bank loan service; Organizing or participating in international and domestic syndication loan;
- Renminbi inter-bank borrowing & lending and bond repo;
- Foreign exchange dealings on the bank's own account and commissioned foreign exchange dealings for clients as approved;
- Credit record investigation, consultation, evaluation and witness services relevant to the Bank's business;
- Other businesses approved or entrusted.

We look forward to establishing extensive contact and expanding cooperation with friends in financial, economic, and trade sectors both at home and abroad.



## “十一五”回顾

### A Review of the Eleventh Five-Year Plan

“十一五”时期，中国进出口银行根据国内外形势发展变化，提出了向国际经济合作银行转型的战略目标，着力转变经营理念、发展模式、业务重点和经营管理机制，实现了从过去单一官方出口信用机构，向新型国际经济合作银行的战略转型。

这五年，是实现又好又快发展，全面完成“十一五”规划目标任务的五年。与期初相比，“十一五”期末资产总额突破1万亿元，资产总额和贷款余额分别从3506亿元和3116亿元，增长到10570亿元和8747亿元。资产质量显著提高。不良贷款连年实现“双下降”。

这五年，是实现发展模式转变，形成全方位多层次业务体系的五年。形成了以进出口融资为基础、“两优”贷款为龙头、一揽子互惠合作为特色、“走出去”融资为重点，创新品种、资金、转贷和中间业务等多位一体的金融服务体系，扩展和提升了金融的服务和支持作用。

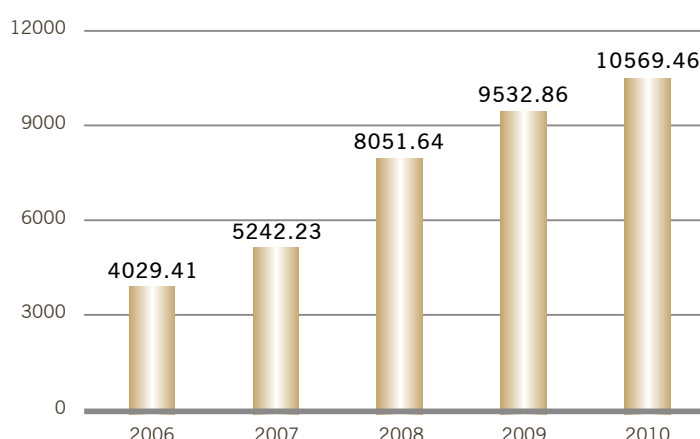
这五年，是实现业务重点转变，支持经济和政治外交作用日益突出的五年。根据国家经济发展的趋势，主动并适时地将业务重点从只支持出口，转向既支持出口又支持进口，既提供官方发展援助又支持国际经济合作。业务结构显著优化，形成了与我国国际经济合作相适应的业务发展格局。从官方出口信用机构到国际经济合作银行，成为中外经济交流与合作的重要桥梁。

这五年，是实现经营管理机制转变，建立现代银行经营管理体系的五年。积极深化内部改革，构建了比较科学合理的组织架构和制度平台，为全面改革创造了条件。强化市场营销和业务创新，完善全面风险管理体系，健全内部控制、资产负债管理、激励约束等机制，初步建立起现代银行经营管理体系。

这五年，是加强党的建设和反腐倡廉建设，队伍建设与业务建设全面发展的五年。从强化理想信念抓起，既继承和弘扬优良传统，又赋予鲜明的时代特征。不仅实现了业务又好又快发展，更为重要的是全行干部职工思想觉悟、精神面貌、业务能力有了显著的变化和提高，培养造就了一支“招之即来、来之能战、战之能胜”的队伍。

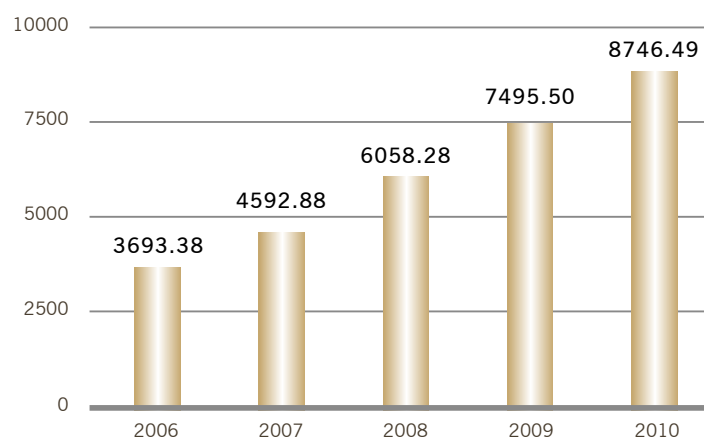
表内外资产总额发展示意图  
Growth of Total Assets, including  
both on and off Balance Sheet

单位：亿元人民币  
Unit: RMB100 million



表内外贷款余额发展示意图  
Outstanding Loans, including  
both on and off Balance Sheet

单位: 亿元人民币  
Unit: RMB100 million



Under the 11th Five-Year Plan, keeping abreast with the changing environment both at home and abroad, the Export-Import Bank of China set the strategic goal to transform itself from a single-functioned export credit agency to an international economic cooperation bank. We successfully reached the goal by adjusting our business concept, development model, business priorities and management procedures.

Over the past five years, the Bank has realized all goals set for the 11th Five-Year Plan, scoring a sound and fast development. The Bank's total assets rose from RMB350.6 billion in 2006 to RMB1057 billion by the end of 2010, and its loan balance from RMB311.6 billion to RMB874.7 billion. The Bank's asset quality improved remarkably, realizing a consecutive decline of both the amount and the percentage of non-performing loans.

The past five years also witnessed the Bank's efforts in putting into place an integrated service system through the reform of its business model. Currently this service system is based on import and export financing, led by concessional loans and preferential buyer's credit, featured by package loans and prioritized on financing to "Go Global" projects. Elements of the system consist of innovative products, treasury transactions, on-lending business, intermediary services, and so on. The Bank has successfully enhanced its image as a financial service provider.

In the past five years, the Bank has managed to adjust its key businesses, playing a more prominent role in the implementation of China's economic and political diplomacy policies. In light of China's economic development trend, the Bank took the initiative to shift its focus from export to both export and import. Besides the provision of official development aid, the Bank also provided other means of financing facilities. The Bank's business structure has been notably optimized and adapted to China's external economic activities. Thus the Bank has transformed itself from an official credit agency into an international economic cooperation bank, and is serving as an important bridge for international exchanges and collaborations.

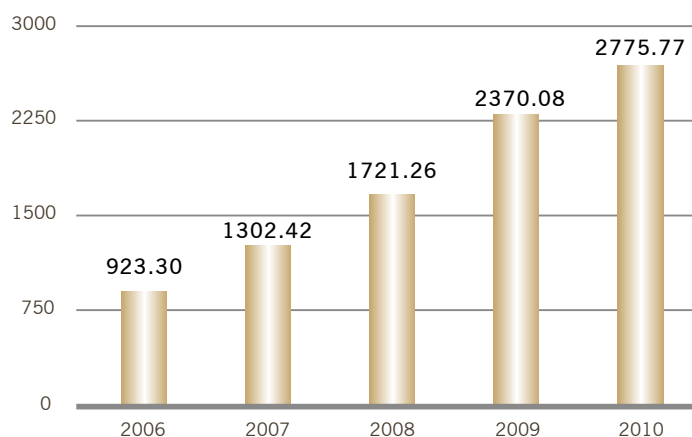
“十一五”回顾  
A Review of the Eleventh Five-Year Plan

During this five-year period, the Bank has also adjusted its management practices to establish a modern banking management system. The Bank focused on internal reform in order to build up an efficient organizational structure and regulation platform, which is the precondition for an overall transformation. A modern banking management system has been established, which emphasizes on marketing and business innovations, the improvement of comprehensive risk management and the enhancement of mechanisms on internal control, asset-liability management and incentives.

The Bank has also made progress in team building, anti-corruption and clean governance, human resource and business expansion in the past five years. The Bank encouraged its staff to strengthen their ideals and belief, and carry forward both China's fine traditions and the concepts of the new era. The fast and sound development of business is accompanied by notable changes in the conviction, morale and competence of the staff, thus successfully cultivating a team that can be assembled at a moment's notice, ready to face any challenge and overcome every obstacle.

“走出去”贷款余额  
发展示意图  
Outstanding Loans,  
“Go-Global” Project

单位：亿元人民币  
Unit: RMB100 million



## 业务综述

### Operational Highlights

2010年，中国进出口银行紧紧围绕实现我国经济社会又好又快发展的总体要求，总分行联动、形成合力，全面完成了“十一五”规划目标任务。有力地促进了进出口较快恢复性增长和经济结构调整，推动了全方位外交工作的开展，为巩固和扩大应对国际金融危机冲击成果，进一步增强我国经济实力和综合国力，做出了应有的贡献。

全年签约各类贷款4265亿元，发放贷款3500亿元；新签转贷协议43份，协议金额7.7亿美元。年末资产总额突破1万亿元，达到10570亿元，表内外业务贷款余额8747亿元。全年支持了1153亿美元的机电产品和高新技术产品出口、对外承包工程和境外投资项目，以及531亿美元的产品进口，为我国机电产品出口全面恢复到金融危机前水平，实现对外贸易在逆境中再创历史新高，发挥了不可替代的作用。

In 2010, in accordance with the Central Government's goal of "achieving sound, rapid economic and social development", the Export-Import Bank of China and its branches made tremendous joint efforts and realized all goals set for the 11th Five-Year Plan. The Bank facilitated a relatively rapid recovery for Chinese imports and exports and promoted the restructuring of the economy. While implementing China's diplomatic tasks by its businesses, the Bank has made its due contribution to strengthening China's capability in addressing the international financial crisis, as well as in enhancing China's economic strength and national power.

The total amount of loans signed amounted to RMB426.5 billion throughout the year, with disbursement standing at RMB350 billion. 43 onlending loan agreements were signed with a total contract value of USD770 million. The year-end total assets valued at RMB1.057 trillion, with on-and-off-balance sheet loan outstanding registered RMB874.7 billion. These credits have supported the export of mechanical and electronic equipment, new-and high-tech products, overseas construction contracts and foreign investment projects amounting to USD115.3 billion in total, as well as the import of products at a worth of USD53.1 billion. Altogether this played an irreplaceable role in the recovery of China's export of mechanical and electronic products, which now has reached the pre-crisis level, and in the new record China has set in foreign trade despite this hard time.

## 一、出口信贷 Export Credit

### 出口卖方信贷 Export Seller's Credit

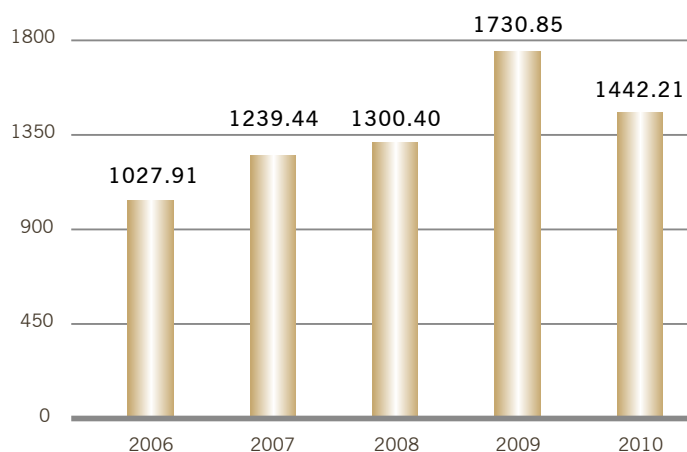
全年新签约贷款1555.9亿元，放款1442.21亿元，年末贷款余额3003.07亿元，比年初增加188.03亿元。

- 全年发放设备出口贷款87.17亿元，占出口卖方信贷款放总额的5.6%；
- 全年发放船舶出口贷款139.34亿元，占出口卖方信贷款放总额的8.96%；
- 全年发放高新技术产品贷款472.91亿元，占出口卖方信贷款放总额的30.39%；
- 全年发放一般机电产品贷款133.26亿元，占出口卖方信贷款放总额的8.56%；
- 全年发放对外承包工程贷款90.94亿元，占出口卖方信贷款放总额的5.84%；
- 全年发放支持境外投资贷款516.84亿元，占出口卖方信贷款放总额的33.22%；
- 全年发放农产品出口贷款55.94亿元，占出口卖方信贷款放总额的3.6%；
- 全年发放其他贷款59.49亿元，占出口卖方信贷款放总额的3.82%。

In 2010, the newly signed export seller's credit amounted to RMB155.59 billion with disbursement adding up to RMB144.221 billion. The year-end outstanding registered RMB300.307 billion, an increase of RMB18.803 billion over the previous year.

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

单位：亿元人民币  
Unit: RMB100 million

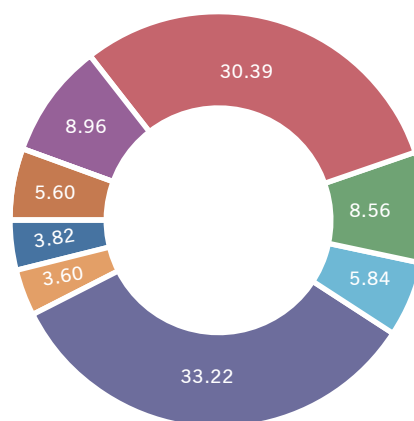


- Loan disbursement for equipment export amounted to RMB8.717 billion, 5.6% of the total disbursement of export seller's credit;
- Loan disbursement for ship export amounted to RMB13.934 billion, 8.96% of the total;
- Loan disbursement for new-and high-tech products amounted to RMB47.291 billion, 30.39% of the total;
- Loan disbursement for general mechanical and electronic products amounted to RMB13.326 billion, 8.56% of the total;
- Loan disbursement for overseas construction contracts amounted to RMB9.094 billion, 5.84% of the total;

- Loan disbursement for overseas investment projects amounted to RMB51.684 billion, 33.22% of the total;
- Loan disbursement for agricultural products export amounted to RMB5.594 billion, 3.6% of the total;
- Loan disbursement for other types of export amounted to RMB5.949 billion, 3.82% of the total.

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

设备出口 Equipment  
船舶出口 Ship  
高新技术产品 New-and High-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 Products  
其他 Others



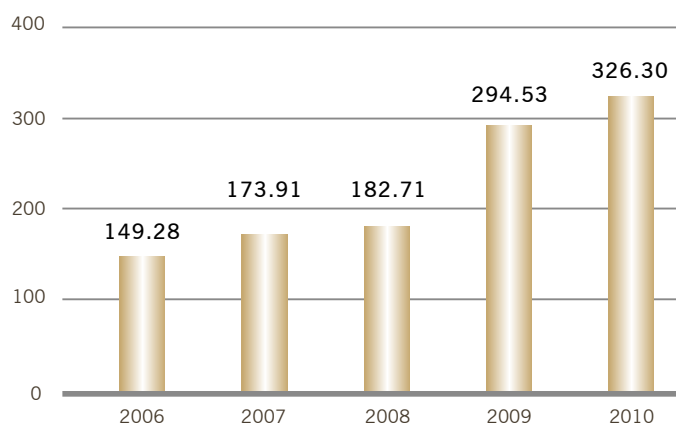
## 出口买方信贷 Export Buyer's Credit

全年新签自营出口买方信贷项目金额355.95亿元，放款326.3亿元，同比分别增长123.94亿元和21.52亿元。年末贷款余额979.56亿元，比年初增加222.14亿元。

In 2010, the newly signed export buyer's credit amounted to RMB35.595 billion with disbursement of RMB32.63 billion, an increase of RMB12.394 billion and RMB2.152 billion respectively. The year-end outstanding registered RMB97.956 billion, an increase of RMB22.214 billion over the previous year.

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

单位：亿元人民币  
Unit: RMB100 million





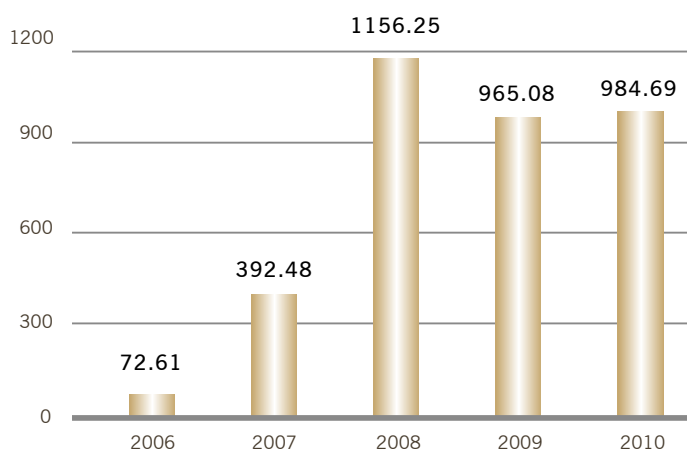
## 二、进口信贷 Import Credit

全年签约贷款1119.75亿元，放款984.69亿元。年末贷款余额1696.84亿元，比年初增加384.96亿元。

In 2010 the Bank signed import credit agreements worth RMB111.975 billion, with disbursement of RMB98.469 billion. The year-end outstanding registered RMB169.684 billion, an increase of RMB38.496 billion over the previous year.

进口信贷  
实际发放贷款发展示意图  
Growth of Actual Disbursement  
of Import Credit

单位：亿元人民币  
Unit: RMB100 million



## 三、优惠贷款 Concessional Loan and Preferential Export Buyer's Credit

2010年，作为中国政府援外优惠贷款和优惠出口买方信贷的唯一贷款行，中国进出口银行继续加大对发展中国家的支持力度，为巩固和发展我国与广大发展中国家互信、互利和共同发展的战略合作伙伴关系做出了积极贡献。

全面落实我国政府对非洲、东盟、上合组织及葡语国家等国家和地区的新一轮优惠贷款承诺，积极推动重大项目对外签约工作，帮助发展中国家增强自主发展能力，改善国内投资环境，加快发展进程，提高当地人民生活水平。

As the only bank implementing Chinese Government concessional loan and preferential export buyer's credit, the Bank continued to reinforce its support to the developing world in 2010, making contribution to the strategic and cooperative relationship based on mutual trust, benefit and common development between China and other developing nations.

The Bank made great efforts to fulfill the Chinese government's new concessional loan commitments to countries and regions from Africa, the ASEAN region, the Shanghai Cooperation Organization and the Lusophone (Portuguese-speaking) countries. In addition, the Bank facilitated the signing of loan agreements of key overseas projects, helped other developing countries to improve their self-reliant development capacity and domestic investment environment, accelerated their economic development, and raised the living standard of local citizens.

## 四、外国政府及国际金融机构贷款转贷

### Onlending Loans from Foreign Governments and International Financial Institutions

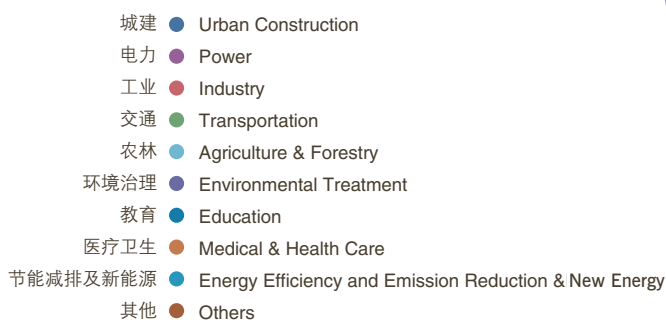
全年新签外国政府贷款转贷协议43份，协议金额约7.66亿美元，年末贷款余额255.2亿美元；新签节能减排及新能源贷款项目38个，批准贷款55亿元人民币，贷款余额35亿元人民币。

按照国家“合理、有效”利用外资的总方针，大力支持基础设施、医疗卫生、教育、环保等重点项目建设，为实施西部大开发、中部崛起和振兴东北老工业基地战略发挥了积极作用；积极贯彻落实国家节能减排政策，引进国际金融机构优惠贷款，开创以节能减排与新能源贷款为主要内容的绿色信贷业务。2010年，首次转贷亚洲开发银行贷款；成功获得世界银行节能融资三期贷款转贷资格；继续扩大中美主权担保贷款支持领域；取得国内首个政府贷款建筑节能融资项目及购置铁路救援设备等大项目的转贷权，市场份额超过50%。

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、以色列、荷兰、奥地利、西班牙、法国、葡萄牙、意大利、瑞典、波兰、澳大利亚、挪威、芬兰、丹麦、科威特、韩国、沙特阿拉伯、瑞士、卢森堡、加拿大、英国、比利时、世界银行、亚洲开发银行、北欧投资银行、北欧发展基金、欧洲投资银行和美国进出口银行等23个国家和6个国际金融机构。

外国政府及国际金融机构  
贷款转贷余额行业分布图

Outstanding of Foreign Government  
and International Financial  
Institution Loans by Sector



## 业务综述 Operational Highlights

Throughout the year 43 new onlending loan agreements were signed with a total contract value of USD766 million. The year-end outstanding amount was USD25.52 billion. There were 38 newly signed loan agreements on energy efficiency, emission reduction and new energy projects with a total value of RMB5.5 billion, and an outstanding amount of RMB3.5 billion.

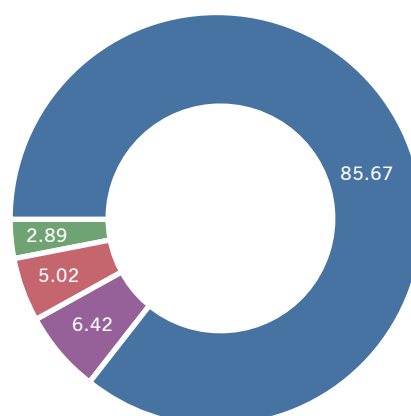
In accordance with the Central Government's foreign investment guidelines, requiring wise and effective use of foreign investments, the Bank gave full support to projects in key areas, such as infrastructure, medical and health care, education, environmental protection, and played an important role in the development of the western regions of the country, as well as in the revitalization of the old northeastern industrial base. The Bank also actively carried out the Central Government's energy efficiency and emission reduction policies, attracted preferential loans from international financial institutions, and created green credit which takes energy efficiency and new energy sources as its main focus. In 2010 the Bank, for the first time, onlent from the Asian Development Bank, and was given the qualification to onlend the World Bank's third phase energy efficiency loans. In the meantime, the Bank further broadened the areas covered by Sino-U.S. Sovereign Guaranteed Loans. In addition, the Bank qualified as the onlending bank of a number of key projects supported by the Chinese Government, such as China's first energy efficiency building project, and the projects on the procurement of railway rescuing facilities, taking up more than 50% of the market share in this regard.

At present, the Bank has onlent loans provided by 23 foreign governments and 6 international financial institutions, including Japan, Germany, Israel, the Netherlands, Austria, Spain, France, Portugal, Italy, Sweden, Poland, Australia, Norway, Finland, Denmark, Kuwait, Korea, Saudi Arabia, Switzerland, Luxembourg, Canada, United Kingdom, Belgium, the World Bank, the Asian Development Bank, the Nordic Investment Bank, the Nordic Development Fund, the European Investment Bank and the US Eximbank.

### 外国政府及国际金融机构 贷款余额国别分布图

#### Outstanding of Foreign Government and International Financial Institution Loans by Country

日本政府贷款 ● Japanese Government Loan  
德国政府贷款 ● German Government Loan  
其他国别 ● Other Countries  
国际金融组织 ● International Financial Institutions





## 五、贸易金融业务 Trade Finance

2010年，全行办理国际结算、保函、贸易融资业务635.83亿美元，比上年增长30.84%，服务领域涉及船舶、通讯、制造、纺织、汽车、机械、家电及农产品等，服务范围涵盖全行各类信贷业务品种，并通过保理等融资业务支持众多中小企业发展，通过跨境贸易人民币信用证、保函、贸易融资等业务支持人民币国际化进程。

In 2010 the Bank conducted a great number of international settlements, letters of guarantee and trade financing transactions in a total worth of USD63.583 billion, up by 30.84% from the previous year. These transactions covered a wide range of fields such as shipping, communications, manufacturing, textile, automobiles, machinery, household electrical appliances, agricultural products, etc. All of the Bank's loan facilities have been supported by these transactions. The Bank also ensured its support for the development of small and medium-sized enterprises by offering factoring services. In addition, the bank introduced RMB products such as cross-border trade credit letters, bank guarantees and trade financing transactions to promote the internationalization of RMB.

### 保函业务

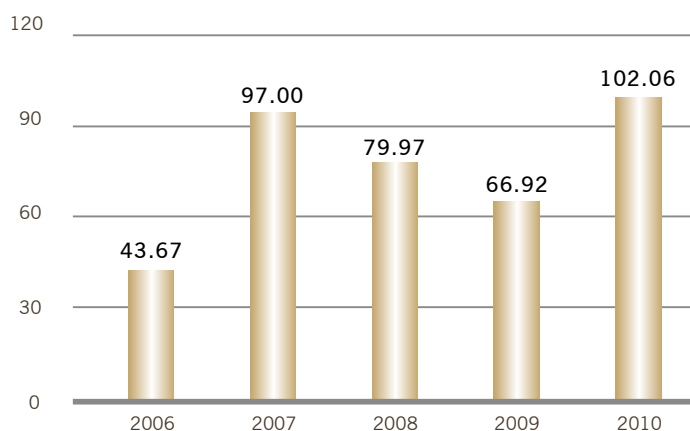
#### Letter of Guarantee

全年共办理保函业务755笔，金额102.06亿美元，年末担保责任余额225.85亿美元。保函是中国进出口银行一项重要金融业务，在支持中国企业“走出去”、参与国际经济技术合作与竞争方面发挥着重要作用，有力地促进了我国企业高新技术产品、机电产品、成套设备与资本性货物出口及境外工程承包、境外投资等国际经贸活动的开展。

In 2010, the Bank issued 755 letters of guarantee with a total value of USD10.206 billion. The year-end outstanding was USD22.585 billion. As an important financing business of the Bank, letters of guarantee played a key role in supporting Chinese companies' "Go Global" campaign, and in their engagement in international economic and technical cooperation and competition. This business has firmly facilitated China's international economic and trade transactions, including the export of new-and high-tech products, mechanical and electronic products and complete sets of equipment, and capital goods, as well as offshore contracting projects and overseas investments.

保函业务发展示意图  
Growth of Letters of Guarantee

单位：亿美元  
Unit: USD100 million



## 国际结算业务

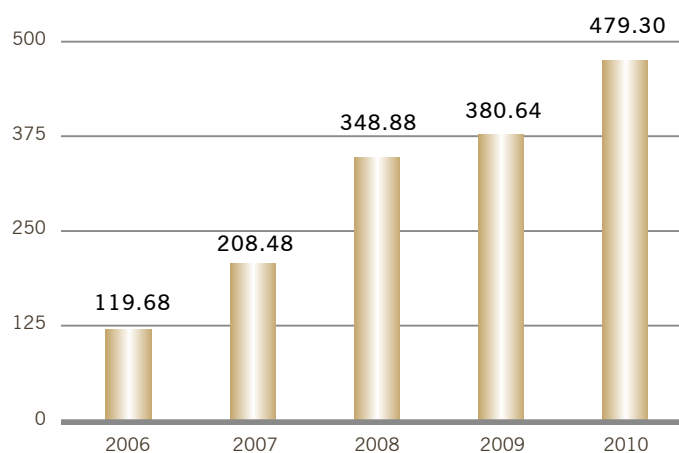
### International Settlement

全年办理国际结算(含结售汇)业务10496笔,金额479.3亿美元。其中,全年办理信用证业务57.69亿美元,同比增长23.8%;办理结售汇业务141.09亿美元,同比增长51.61%。

Throughout the year, the Bank carried out 10496 international settlement transactions (including the sales and purchase of foreign exchange) worth of USD47.93 billion. In 2010, the Bank altogether handled L/C transactions worth USD5.769 billion, up by 23.8% over the previous year; sales and purchase of foreign exchange transactions worth USD14.109 billion, an increase of 51.61% year-on-year.

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

单位：亿美元  
Unit: USD100 million



## 贸易融资业务

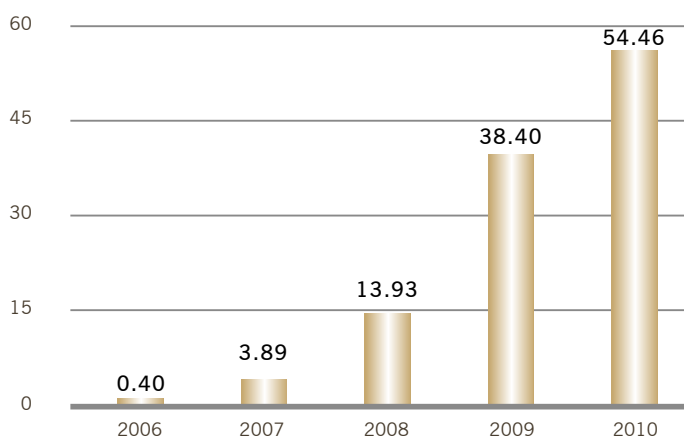
### Trade Financing

2010年我行贸易融资业务继续保持良好发展势头，全年共办理贸易融资业务1235笔，金额54.46亿美元，同比增长41.83%。除开展出口押汇、出口商业发票贴现、打包贷款、进口押汇、提货担保、进口代付、汇出汇款融资和信保融资等传统贸易融资业务外，国内保理、工商企业国内代付、国际双保理、福费廷、出口单保理及同业代付等高端贸易融资产品均有突破性发展，逐步形成了为企业提供全方位、多层次、多支柱的贸易融资服务体系。

In 2010, trade financing business of the Bank maintained a strong momentum. Throughout the year, the Bank dealt with 1235 trade financing transactions worth USD5.446 billion, up by 41.83% year-on-year. In addition to traditional trade financing products such as export bill purchase, discount of export commercial invoice, packing loan, inward bill advance, delivery against bank guarantee, import refinance, outward remittance finance, insurance finance, great progress has been made in high-end trade financing products, such as domestic factoring, domestic enterprise refinancing, international dual factoring, forfeiting, single export factoring, interbank refinancing, etc. Altogether, the Bank has set up a trade financing system which provides clients with comprehensive and multi-facet services.

贸易融资业务发展示意图  
Growth of Trade Financing Transactions

单位：亿美元  
Unit: USD100 million





## 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13期人民币金融债券，筹资金额共计1892.7亿元，并第三次在香港成功发行人民币债券50亿元，累计在港发行人民币债券达到100亿元，进一步提升了市场影响力。

2010年，中国进出口银行针对不断变化的市场环境和预期调整，着力加强国内外宏观经济研究和市场动态分析，密切与投资机构联系，精心设计发债方案，合理安排发行时间。在债券产品设计上，根据市场情况择机推出了包括中短期固定利率债券、中长期浮动利率债券等多个品种，期限分布从1年到10年不等，满足了不同投资者的需求；在发行方式上，采取了数量招标、利率招标、价格招标等多种招标方式；在时间选择上，合理把握发债时机，确保债券成功发行。

2010年，中国进出口银行第三次赴香港成功发行人民币债券，发行金额50亿元。此次发行受到香港个人和机构投资者的热烈响应，且筹资成本为当年境内赴港发行人民币债券的同类机构中最低。在香港市场发行人民币债券不仅使中国进出口银行在香港市场的影响进一步扩大，而且有力的推动了人民币国际化进程，促进了香港债券市场的发展。

In 2010, the Bank launched 13 issues of RMB financial bonds totaling RMB189.27 billion in domestic inter-bank market. In addition, the Bank successfully issued RMB bonds for the third time in Hong Kong SAR. The amount of this issue was RMB5 billion and the accumulated amount of RMB bonds that the Bank has issued in Hong Kong has reached 10 billion. With such achievements, the Bank's market influence has been strengthened.

In face of constant changes of market conditions and expectations, the Bank laid great emphasis on macroeconomic research and market trend analysis, kept close contact with institutional investors, and designed sound plans and schedules to issue bonds. Based on market conditions, the Bank launched a wide range of products including short and medium term fixed rate bonds, and medium and long term floating rate bonds with maturity ranging from 1 year to 10 years to meet various investment needs. The Bank issued bonds through a variety of tender modes, including quantity tender, interest rate tender and price tender. Meanwhile, the Bank followed a sound schedule and selected reasonable timing to ensure the success of bond issuing.

In 2010 the Bank successfully issued RMB bonds in Hong Kong for the third time. This RMB5 billion bond, with the lowest fund raising costs among mainland bank issuers that year, won great popularity among local private and institution investors. The successful RMB bond issuing in Hong Kong not only further improved the Bank's influence in the local market, but also greatly pushed forward the internationalization of RMB, and the development of the Hong Kong bond market.

## 资金交易 Fund Transactions

2010年，面对多变的金融市场环境，中国进出口银行着力加强业务风险管理和内部系统建设，灵活使用各种交易工具，为客户的交易需求提供合理的解决方案。同时，加强市场研判和交易能力，在保证全行资金流动性和安全性的前提下，积极把握市场波动机遇，扩大自营交易投资规模，提高资金运作效率和资产回报水平。

In 2010, confronted with the volatile financial market, the Bank made unrelenting efforts to reinforce its risk management and internal system, and employed different products flexibly to provide clients with satisfying services. At the same time, the Bank strengthened its analysis on market trends and improved its operational capacity. While ensuring financial liquidity and safety of the Bank, it proactively seized opportunities brought by market fluctuations to expand self-run fund transaction business, raise the efficiency of fund operation, and maximize the return on assets.

## 债券承销 Underwriting Business




2010年，中国进出口银行债券承销业务继续快速健康发展，按照监管部门要求，加强承销业务风险控制和存续期管理，规范优化业务流程，在业务快速增长的同时有效控制风险。2010年共为10家企业发行了13笔共计135亿元的债务融资工具，客户企业类型更加广泛。

In 2010, the underwriting business of the Bank again registered rapid and healthy development. In accordance with the stipulations of the regulatory authorities, the Bank improved its risk management on underwriting business and management within duration, optimized its operation process, and effectively managed risks while ensuring rapid business growth. Throughout the year, the Bank altogether issued 13 debt financing instruments worth RMB13.5 billion for 10 enterprises, covering a wider range of industries.

## 七、国际信用评级 International Credit Rating

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，穆迪投资者服务公司于2010年11月11日将评级由原来的A1调高至Aa3，评级展望为正面；标准普尔公司于2010年12月16日将评级由原来的A+调高至AA-，评级展望为稳定；惠誉信用评级有限公司评级为A+，评级展望为稳定。上述评级均与中国主权评级一致。

Currently, China Eximbank is rated by three famous international rating organizations, namely, Moody's, Standard & Poor's and Fitch. On November 11, 2010, Moody's upgraded its rating of the Bank from A1 to Aa3 with positive outlook. And on December 16, 2010, Standard & Poor's upgraded its rating of the Bank from A+ to AA- with stable outlook. Besides, The Bank has a rating at A+ with stable outlook from Fitch. All these ratings are compatible with China's sovereign ratings.

	 中国主权 China's Sovereign Ratings	 中国进出口银行 THE EXPORT-IMPORT BANK OF CHINA
标准普尔公司 <b>Standard &amp; Poor's</b>	<b>AA-</b>	<b>AA-</b>
 穆迪投资者服务公司 <b>Moody's Investors Service</b>	<b>Aa3</b>	<b>Aa3</b>
惠誉信用评级有限公司 <b>Fitch Ratings</b>	<b>A+</b>	<b>A+</b>

## 业务创新 Business Innovation

2010年，中国进出口银行开展全方位金融创新和推广，设计开发了境外转贷款、银信合作、信贷资产转让等创新型产品和服务。

### 积极推进人民币国际化进程

为推进人民币国际化发展进程，稳步开展跨境贸易人民币结算和境外项目人民币融资业务。组织召开全行跨境人民币业务交流研讨会，积极探索境外项目人民币融资模式；针对客户需求设计融资方案并进行试点。目前，境外项目人民币融资业务规模在境内金融机构中名列前茅。

### 大力支持文化产业发展

与广电总局签署了扶持培育广播影视出口重点企业和重点项目合作协议，积极推动落实首批影视文化合作项目。继续加强与文化部合作，推动后续推荐项目落实。集宣传、建设与开发、保护为一体，支持了平遥古城、都江堰历史文化名城恢复重建、迪庆香格里拉虎跳峡旅游区建设等项目。

### 积极推动现代农业发展

进一步深化与农业部合作，相继支持了黑龙江农机合作社、农垦集团等农业产业化龙头企业，有力地推动了对外农业合作的开展。加强与国务院扶贫办合作，通过培育壮大一批扶贫龙头企业，解决了一批贫困农户就业，促进了贫困地区发展和特色产业体系的形成。

### 积极探索解决中小企业融资难的新渠道

与香江金融财务集团合作，开发了国内首创并居领先地位的网上保理系统，实现了从客户申请、银行审核到放还款账务处理的全流程电子化操作。与浙大网新集团等合作，首次开创了为科技型、外向型中小企业提供科技金融创新服务的全新运作模式，为中小企业搭建了科技金融创新服务平台。推出了出口企业供应链融资业务，在四川省试点开展100户外向型中小企业信贷培育计划。

In 2010, the Export-Import Bank of China embarked upon comprehensive financial innovations and the promotion of new products, namely overseas onlending business, bank-trust company collaboration, credit assets transfers, etc.

### Vigorously Support RMB Internationalization

In order to support the internationalization of RMB, the Bank steadily developed cross-border RMB trade and RMB loans for overseas projects. It also organized seminars on cross-border RMB businesses to explore feasible models. In addition, the Bank tailored financing solutions based on customer demand and conducted different pilot operations in this regard. By doing so, the Bank has won a leading position among domestic financial institutions in this particular area.

### Strongly Back up the Cultural Industry

The Bank signed an agreement with the State Administration of Radio, Film and Television of China (SARFT) to support key culture companies and their export of radio, film and television products. Up to date, the Bank has made tremendous efforts in promoting and supporting the first batch of such projects. The Bank also continued to develop its cooperation with the Ministry of Culture in implementing the projects it recommended. In addition, the Bank sponsored the publicity, reconstruction and preservation of the famous historic Pingyao Ancient City and Dujiangyan City, as well as the development of the Tiger Leaping Gorge tourist spot in Shangri-La, Diqing.

### Actively Facilitate the Modern Agricultural Industry

The Bank deepened its collaboration with the Ministry of Agriculture to promote cross-border agro-businesses, which can be demonstrated by its support for leading agri-businesses such as the Agricultural Machinery Cooperatives of Heilongjiang and Heilongjiang Agriculture Company Limited. The Bank also worked closely with the State Council Leading Group Office of Poverty Alleviation and Development (CPAD) in fostering leading companies, securing employment for poor households, promoting development of poverty-stricken areas and building up locally featured industries.

### The Exploration of New SME Financing Solutions

The Bank worked with CS Finance & Investment Co. Ltd. to develop and launch the first and leading online factoring system in the domestic market, thus enabling an overall electronic process starting from client application, through bank verification, and all the way to disbursement and repayment management. The Bank also financed Insigma Technology, showcasing a brand new model and platform of innovative financial services that are dedicated to technology- and export-oriented SMEs. In addition, the Bank launched supply chain financing services for export-oriented companies, and conducted pilot schemes involving 100 such SMEs in Sichuan Province.

# 重大项目 Major Projects

## 一、支持进出口贸易发展 International Trade Projects

### 太平洋重工集团62艘海洋工程船出口项目 The Export of 62 Ocean Engineering Vessels of SinoPacific Heavy Industry Group



2010年6月，中国进出口银行与太平洋造船集团和法国波邦集团签署了8亿美元的融资框架协议，旨在为两集团签署的62艘海洋工程船商务框架合同提供一揽子融资支持。

该项目的商务合同金额达10亿美元，是2010年全球市场上最大一笔新船订单，也是我国船企承接的自金融危机以来鲜见的大额订单。该项目不仅巩固了太平洋造船作为全球大型海工船舶制造企业的领先地位，也对浙江省乃至全国的造船产业结构调整 and 升级产生了积极的影响。

In June 2010, the Bank, together with the SinoPacific Shipbuilding Group and the Bourbon Group of France, signed a USD800 million financing framework agreement. This agreement aimed to provide package loans to a 62-ocean engineering vessel trade between the two groups.

The business contract of this project amounted to USD1 billion, making it the largest ship order in the 2010 world market, and also one of the few large-scale orders that Chinese shipbuilders had received since the financial crisis. This project not only reinforced SinoPacific's leading position in the world's ocean engineering vessel market, but also brought about positive influence on the restructuring and update of the shipbuilding industry of Zhejiang Province, as well as that of China.

### 中国商用飞机有限责任公司国际化发展项目 The “Go Global” Campaign of the Commercial Aircraft Corporation of China



2010年1月，中国进出口银行与中国商用飞机有限责任公司签署500亿元人民币的《金融战略合作框架协议》。

该协议旨在通过出口信贷、进口信贷等金融工具积极支持我国自主研制的支线飞机和大型客机的发展。近年来，中国进出口银行成立了专业化的航空融资团队，努力打造航空融资品牌，大力支持我国民用航空事业发展。

In January 2010, the Bank and the Commercial Aircraft Corporation of China signed a RMB50 billion *Financial Strategic Cooperation Framework Agreement*.

The agreement aimed to support the development of China's own regional and large passenger jets. In recent years, the Bank has built up a team which specializes in aviation financing. This team has strongly backed up China's civil aviation development and forged the Bank's own aviation financing service brand.

### 新疆天盛实业有限公司设备进口及配套建设项目 Equipment Import and the Construction of Related Projects of Xinjiang Tiansheng Industrial Co. Ltd.



2010年，中国进出口银行向新疆天盛实业有限公司累计发放贷款6.8亿元，用于支持其设备进口及配套项目建设。

该项目的实施将有利于发挥新疆的棉花、能源等资源优势，推动企业产业链的优化升级，增加当地就业，特别是为残疾人提供了大量就业机会(目前该公司有残疾员工1600人)，取得了良好的经济和社会效益。

In 2010, the Bank disbursed RMB680 million worth of loans to the Xinjiang Tiansheng Industrial Co. Ltd. for its import of equipment and the construction of related projects.

The implementation of this transaction helped Xinjiang Autonomous Region exercise its advantages on cotton production and energy resources, upgrade the industry chain of Tiansheng, increase local employment, especially create a large number of job opportunities for the underprivileged (currently the company has hired 1600 underprivileged employees), and achieve sound economic and social effects.





## 平遥古城旅游文化国际化贷款项目

### Loans to the Internationalization of the Pingyao Ancient City

2010年3月，中国进出口银行批准向平遥古城旅游股份有限公司提供6.6亿元旅游文化国际化贷款，用于支持平遥古城保护项目的建设。

该项目的实施将使平遥古城这一世界文化遗产得到有效保护和提高其综合接待能力，提升平遥古城旅游文化产业的国际化水平。

In March 2010, the Bank approved a RMB660 million tourism culture internationalization loan to the Pingyao Ancient City Tourism Co. Ltd. for the preservation of the city.

The project will effectively preserve the Pingyao Ancient City-one of the world's cultural heritages, enlarge its receiving capacity and raise the level of the local tourism culture industry.



## 徐工集团工程机械股份有限公司设备出口项目

### The Equipment Export of XCMG Construction Machinery Co. Ltd.

2010年，中国进出口银行累计向徐工集团工程机械股份有限公司发放设备出口卖方信贷12亿元。

徐工集团工程机械股份有限公司是目前全国最大的工程机械企业之一，主要产品为起重机、挖掘机、装载机等。中国进出口银行的贷款支持，进一步推动了公司大型成套设备出口。目前，该公司的产品已出口到美洲、欧洲、东南亚、中东、非洲等地区。

In 2010, the Bank disbursed RMB1.2 billion worth of export seller's credit to the XCMG Construction Machinery Co. Ltd.

XCMG is one of China's largest construction machinery builders, whose main products include cranes, diggers and shovel loaders. The Bank's loan assisted the company's export of large-sized complete sets of equipment. At present, the company has already entered markets in America, Europe, Southeast Asia, the Middle East and Africa.

## 二、支持国际经济合作 International Cooperation Projects

### 刚果(布)布拉柴维尔国际机场项目 The Brazzaville International Airport of the Republic of Congo

2010年,在中国进出口银行互惠贷款支持下,刚果(布)布拉柴维尔国际机场项目完成一期建设。

该项目的建设为提高刚果(布)机场现代化水平,提升刚果(布)国家形象,吸引外资等起到了积极的促进作用。



In 2010, phase I of the Brazzaville International Airport of the Republic of Congo was completed, supported by the Bank's package loan.

The project has positively raised the standard of airports in the Republic of Congo, improved its national image and invited foreign capitals.

### 安哥拉本格拉中心医院项目 Benguela Central Hospital in Angola

2010年,在中国进出口银行提供的互惠贷款支持下,安哥拉本格拉中心医院项目建成并投入使用。

本格拉是安哥拉中部最大的城市,该项目的完成对改善当地医疗条件,提高当地居民生活质量做出了突出贡献。

In 2010, supported by the Bank's package loan, Angola's Benguela Central Hospital was completed and put into use.

Benguela is the largest city in central Angola. The completion of the project made outstanding contributions to the improvement of local public health services and the living standard of local people.





## 塔吉克斯坦塔乌公路项目 The Tajikistan-Uzbekistan Road Project

2010年，中国进出口银行优惠贷款支持的塔吉克斯坦塔乌公路项目主体道路工程基本完工。

塔乌公路是该国最重要的南北向干线公路。该条道路的建设第一次将塔南北地区连接起来，大大增强南北地区的人员和货物流动能力，有力促进了当地经济发展。



In 2010, the major road of the Tajikistan-Uzbekistan Road Project backed by the Bank's concessional loan was basically completed.

The road is Tajikistan's most important south-north route. The completion of the road has for the first time connected the north and south of Tajikistan, which will greatly facilitate passenger and cargo transportation and encourage local economic development.

## 峨眉山科达洁能有限公司建设清洁粉煤气化及综合配套系统建设项目 The Construction of Coal Dust Gasification and Related System of the Emeishan Keda Clean Energy Co. Ltd.

2010年，中国进出口银行利用中德财政合作能效及可再生能源贷款和转贷项目人民币配套资金贷款支持了峨眉山科达洁能有限公司实施清洁粉煤气化及综合配套系统建设。

该技术煤种适用性强、炭转化率高、不产生有害物排放，具有清洁环保的特点。每年节约标煤约为8591吨，减排二氧化碳21400吨。

In 2010, the Bank, with the energy efficiency and renewable energy loan between the Ministries of Finance of Germany and China, and with other RMB loan facilities, gave support to the construction of coal dust gasification and related system of the Emeishan Keda Clean Energy Co. Ltd.

This clean and environmental friendly gasification technology can be widely applied and has high carbon conversion rate and none hazardous compound emission. The project can save 8591 tons of standard coal, and reduce carbon dioxide emission by 21400 tons.



## 风险管理

## Risk Management

2010年中国进出口银行继续加强风险管控和基础管理，推进全面风险管理体系建设，为银行可持续发展夯实基础。

一是进一步强化贷后管理工作。逐步完善了贷后风险预警管理、潜在风险分析排查机制、突发风险事件应急处置和贷后管理信息交流机制，建立了信贷项目重大风险处置、贷后管理考核机制，以及贷后管理工作责任制和风险分析例会制度。通过加快贷后管理机制和制度建设步伐，强化贷后管理工作有效措施的落实，为实现贷后管理质的飞跃迈出了坚实的步伐。

二是继续狠抓不良贷款“双下降”工作。认真落实贷款新规，严格执行贷款审核标准和放款条件，加强对地方政府融资平台等项目的管理。加强对贷款质量的动态监测、分析和预警，做好潜在风险项目的排查。制定不良贷款“双下降”工作方案，抓住关键环节和重点项目，综合运用重组、催收、保全、诉讼、核销等手段，有效化解处置已形成的不良资产。

三是加快推进全面风险管理体系建设。加强了国别风险和行业信贷风险分析和管控，研究起草了全面风险管理体系建设方案，顺利完成内部评级法咨询项目，丰富了风险计量体系。改革评审机制，完善审批流程，细化评审要求，提高了评审质量和效率。研究建立适应我行特点的操作风险管理体系，起草了《关键操作风险事件统计监测实施方案》。

四是狠抓内控合规管理和制度体系建设，夯实风险防范基础。加强制度体系和规范性建设，重点加大分支机构内控合规检查督导力度，提高制度执行力，推进不良贷款责任认定，健全授信问责机制，积极防范操作风险，深入开展案件防控工作，持续完善反洗钱管理。积极培育内控合规文化，为全行的业务发展提供了合规保障和支持。树立以风险为导向的稽核理念，发挥了稽核在监督、评价和咨询方面的作用。



In 2010, the Export-Import Bank of China continued to strengthen its risk management capacity, pushed forward the establishment of a comprehensive risk management mechanism, and laid down a solid groundwork for a sustainable development.

**Firstly, the Bank strengthened its post-loan management.** Post-loan risk alerts and the analysis and examination of potential risks were highlighted; the management of risk emergencies and the exchange of post-loan management information were emphasized; a mechanism for the treatment of major risks and the evaluation of post-loan management practices were set up; post-loan management responsibilities were clarified; and meetings to analyze risks were organized on a routine basis. To sum up, the Bank made steady progress to achieve a quality leap in post-loan management as it accelerated the set-up of relevant regulations and emphasized on the implementation of such regulations.

**Secondly, the Bank paid closer attention to the “Double Decline” of its non-performing loans.** To this end, the Bank strictly updated and followed regulations on the assessment and disbursement of loans, and carefully managed the financing platform it provided to local governments. In the meantime, the Bank dynamically monitored, analyzed and assessed the quality of loans, and worked carefully to examine potentially risky projects. In addition, the Bank put forward a NPL double decline work plan to identify key areas and projects in this regard. Instruments such as restructuring, collection, maintenance, litigation, verification were the Bank’s effective measure to deal with its existing NPLs.

**Thirdly, the Bank accelerated the build-up of a comprehensive risk management system.** Country- and industry risk analysis and control were reinforced; a comprehensive risk management system lay-out was drafted; and the consultation on the internal rating system was successfully completed, which offered an alternative risk assessment measure. In addition, the Bank reformed its assessment procedures, improved its approval process, detailed its assessment requirements, and enhanced assessment quality and efficiency. An *Implementation Plan on Counting and Monitoring of Key Operational Risk* was also drafted catering the Bank’s operational risk management.

**Fourthly, the Bank intensified its internal control and compliance management and strengthened its risk management capability.** Through the establishment of relevant regulations and normative, the Bank shifted more focus to the internal control and compliance work of its branches, advocated the implementation of regulations, heightened the sense of responsibility regarding the identification of NPLs and credit-line accountability, actively prevented operational risks, reinforced mitigation of legal cases, and continued to improve its work against money laundering. Furthermore, the Bank actively cultivated its internal control and compliance culture so as to safeguard and support its business development. Last but not least, auditing was conducted on a risk-identification basis, fully playing the role that auditing carries in supervision, evaluation and consultation.

## 信息化建设

### Information Technology Development

2010年，中国进出口银行信息化建设在保证全行信息系统安全、稳定、高效运行的同时，取得新进展，为“十二五”信息化建设规划的顺利开展奠定了基础。

一、新一代业务系统(二期)顺利上线。该系统全面覆盖了包括客户服务、风险管控、支付清算、分析决策等在内的银行前中后台各项业务及管理功能。实现了全行贷款类业务的统一额度和统一授信管理。建立起全行统一的客户视图，整合了全行业务数据，有效提升了业务管理和分析决策水平，强化了风险防控能力，为进一步优化业务流程、加快金融创新、精细化财务绩效管理、提升客户服务水平奠定了有力技术基础。

二、继续推进信息化基础设施建设与应用系统建设。实现了办公自动化主机更新、视频会议系统更新改造，网络和主机运行监控与管理平台建设，进一步完善了运行维护管理体系。圆满完成了实物资产管理系统、外汇资金系统(第三阶段建设项目)、电子商业汇票系统等应用系统升级和推广工作，有效提升了办公效率。

三、保障信息系统及网络安全、稳定、高效运行。建立起符合科技风险管理要求的新一代核心业务系统运行维护体系，确保系统安全、稳定、高效运行；应用摩卡监控平台实时监控办公网和业务网设备运行状态，确保全行各信息系统和网络正常运行。完成了上海世博会、亚运会等重要时期信息安全保障工作；完成业务网安全基线项目，首次建立了操作系统、数据库、中间件、网络设备和安全产品等5大类安全配置及建议规范；开展全行计算机类突发事件应急演练，强化计算机应急管理；完成计算机系统漏洞扫描和入侵检查工作，消除安全隐患，进一步提高了全行计算机安全管理水平。





The year 2010 witnessed the Bank's progress in IT development while securing a safe, stable and efficient operation. And the Bank has also laid a solid foundation for the implementation of its IT development plans for the Twelfth Five-Year Plan Period.

**I. New Generation Business System (Phase II) put into operation.** This system covers front, middle and back desk businesses, and management functions from customer service, risk management, disbursement and settlement, and all the way to decision-making analysis. It enables a unified credit-line and credit authorization of all types of loan businesses. In addition, it can provide a unified customer interface, integrate the Bank's business data, enhance business management, analysis and decision-making, and strengthen risk prevention and control. As a result, the system served as a strong technical basis for improving business procedures, accelerating financial innovations, refining accounting and performance management, and upgrading service level.

**II. Efforts made to further reinforce the construction of IT infrastructure and application systems.** The Bank upgraded the office automation system and the video conference system, completed the monitor & management platform of the network and the server, and updated the maintenance system. In addition, the Bank upgraded application systems such as the real assets management system, the foreign capital system (phase III) and e-commerce applications. Work efficiency has been greatly enhanced.

**III. Measures taken to ensure safe, stable and efficient operation of the network and the information system.** The Bank introduced a maintenance mechanism to back up its New Generation Business System. This maintenance system can effectively control risks and ensure a safe, stable and efficient operation. In addition, the Bank launched Mocha Monitoring Platform to realize real-time monitoring of the network equipments, and to ensure the smooth operation of the Bank's information systems and networks. Information during the important time periods of Expo 2010 Shanghai and Guangzhou Asian Games was thus safeguarded. The Bank also completed the security baseline program for its business network, and for the first time, put forward a *Definition and Recommendation Booklet* of the configurations of 5 IT safety components, namely the operating system, database, middleware, network equipment and security products. In addition, bank-wide emergency drills against computer-related emergencies were organized to improve emergency management. Hack check-ups were also taken to scan system flaws and intrusion, so as to prevent potential faults. All these measures enhanced the Bank's information safety management.



## 人力资源 Human Resource Management

2010年，中国进出口银行牢固树立人才资源是第一资源的观念，人力资源管理紧紧围绕服务全行中心工作，坚持以人为本、开拓创新，扎实推进干部人事制度改革，为银行的改革发展提供了有力的人才支持。

一、以发展为核心，稳步推进各项人事工作的开展。一是围绕识人、选人、用人、育人、留人等问题，进一步完善吸引人才、留住人才的管理机制，为银行发展储备丰富的人才资源。二是进一步加强领导干部的培训与交流，建立了进出口银行党校，促进了干部的领导能力和执行力的提高。三是创新培训形式，拓展培训资源，加大培训力度，有效增强了培训工作的针对性和实效性。四是完成了分行机构设置、领导班子建设、人员需求等工作，顺利设立了云南省、宁波、福建省、安徽省四家分行。



二、以改革为动力，以制度机制建设为基础，进一步完善人力资源管理工作。一是进一步规范了人事管理工作，设立了分行党委组织部、人力资源处，规范了分行人事工作组织机构；改进了人事统计分析、档案管理工作，完善了人事信息系统。二是继续推进和深化干部人事制度改革，改进了干部竞争上岗的程序和方法，提高选人用人的公信度和满意度。完善了绩效考核办法，增强了年度考核的科学性和准确性。三是探索多种用人方式，合理配置人力，提高人力资源使用效率。

In 2010, the Export-Import Bank of China reaffirmed the concept that people are the most valued asset. Human resource management was considered an efficient instrument to serve the core tasks of the Bank. To this end, the Bank carried on to improve its HR management practices in a people-oriented and innovative way, providing strong intellectual support for its development.

**First of all, the Bank steadily pressed ahead HR related tasks to promote its development.** First, focusing on talent recruitment, training and retainment, the Bank improved its HR management to attract and keep talents, and built a considerable talent base for its development. Second, the Bank intensified trainings and exchange programs for employees of all levels, and set up the Export-Import Bank's Party School to enhance their leadership and capability. Third, the Bank explored new resources and methods to further intensify trainings. Better targeted, these trainings delivered substantial effects. Fourth, having mapped out the organization charter, and with the management team and the staff well in place, the Bank opened four branches last year, namely the Yunnan Branch, Ningbo Branch, Fujian Branch and Anhui Branch.

**Secondly, the Bank continued to improve its HR management, which was driven by its transformation and based on the set up of new mechanisms.** First, the Bank made further efforts to guide its HR management. Organization Departments of Party Committee and HR divisions in branches were set up to better frame their management structure. The Bank also improved its HR statistics analysis, archive management and updated its HR database. Second, the Bank reformed its employee management mechanism and improved the procedure for the competition for available posts, thus increasing the credibility and staff-satisfaction regarding promotion. The Bank also improved its performance evaluation and incentive mechanisms to make annual evaluations more scientific and accurate. Third, the Bank raised its HR efficiency through exploring more flexible and rational ways to allocate manpower.

#### 中国进出口银行职工年龄、文化、职称结构

**Structure of Staff by Age, Educational Background and Professional Title Export-Import Bank of China 2010**

			人数 Number	比重 Percentage (%)
年龄结构 Age	30岁及以下	Under 30 (inclusive)	760	44
	31—35岁	31-35	370	21.4
	36—40岁	36-40	238	13.8
	41—45岁	41-45	147	8.5
	46—50岁	46-50	126	7.3
	51—55岁	51-55	49	2.8
	56—60岁	56-60	38	2.2
	61岁及以上	Above 61(inclusive)	0	0
	合 计	Overall	1728	100
文化结构 Educational Background	博士	Doctor	43	2.4
	硕士及研究生	Master	801	46.4
	本科	Bachelor	822	47.5
	专科	Junior College	51	3
	中专	Vocation School	3	0.2
	高中	Senior High School	3	0.2
	初中及以下	Junior High School and below	5	0.3
	合 计	Overall	1728	100
职称结构 Professional Title	高级职称	Senior	174	10.1
	中级职称	Intermediate	388	22.5
	初级职称	Primary	237	13.7
	合 计	Overall	799	46.3

## 国际合作 International Cooperation

2010年，中国进出口银行继续深化并扩大对外交往与合作，在国际合作对象、领域和方式上均有较大突破。在为中国企业“走出去”开展跨国投资保驾护航的同时，充分利用更广泛、更重要的国际舞台积极宣传我国和平发展道路和理念，增信释疑，引导国际舆论向正确的方向发展。

In 2010, the Export-Import Bank of China continued to expand and deepen its international exchanges and cooperation, especially making breakthroughs in partnership building, business scope expansion and cooperation model introduction. While standing firmly behind Chinese companies to support their overseas investment, the Bank spared no efforts in advocating the concept of China's peaceful development, building mutual trust relations, clearing up confusion and misunderstandings, and guiding the international public opinion towards the correct direction.

### 一、对外交往 International Exchanges

#### 高层会见 High-Ranking Meetings

2010年，中国进出口银行领导出席国家领导人外事活动及会见外宾320余场次，会见了包括巴基斯坦总统、柬埔寨首相、巴哈马总理、摩尔多瓦总理、莫桑比克总理、牙买加总理、赞比亚副总统、缅甸国家和平发展委员会第一秘书长等政府领导人，并与有关国家政府签署相关贷款协议，积极配合并推动了我国经济外交工作的开展。

In 2010, the Bank's top executives participated in major events hosted by state leaders in honor of high-ranking foreign heads-of-state, and met with distinguished foreign guests on over 320 occasions, including President of Pakistan, Prime Minister of Cambodia, Prime Minister of the Bahamas, Prime Minister of Moldova, Prime Minister of Mozambique, Prime Minister of Jamaica, Vice President of Zambia and Secretary of State Peace and Development Council of Myanmar. On these occasions, the Bank signed a number of loan agreements with relevant foreign government ministries, contributing its part to promoting China's economic diplomacy.



## 重要外事

### Highlights in Foreign Affairs

#### 出席2010年世界经济论坛年会

2010年1月，李若谷行长出席了在瑞士达沃斯举行的2010年世界经济论坛年会。年会期间，李若谷行长出席了李克强副总理与国际工商理事会对话活动，参加了“重构国际货币体系”和“重思非洲发展战略”的两场论坛讨论会并发言，出席了多场双边会谈。

#### Attended the Annual Meeting 2010 of the World Economic Forum

In January 2010, Mr. Li Ruogu, Chairman and President of the Bank, attended the Annual Meeting 2010 of the World Economic Forum in Davos, Switzerland. Mr. Li participated in the meeting between Mr. Li Keqiang, Vice Premier of China and members of the International Business Council. And he joined and spoke in two interactive sessions entitled “Redesigning the International Monetary System” and “Rethinking Africa's Growth Strategy”. Mr. Li also held bilateral meetings with representatives of other institutions during the meeting.

#### 参与主办并出席2010年东北亚博览会长春国际金融峰会

参与主办了2010年9月2日 – 3日在长春召开的东北亚博览会长春国际金融峰会，邀请了包括欧元之父、哥伦比亚大学经济学教授蒙代尔和斯坦福大学经济学教授麦金农在内的14位外宾与会并发表讲话。李若谷行长出席该峰会并发表了题为“构建绿色金融体系，支持绿色经济发展，推动东北亚区域经济与环境可持续发展”的讲话。

#### Co-hosted Changchun High-Level International Financial Conference For the 6th China Jilin Northeast Asia Investment and Trade Expo

From September 2nd to 3rd, the Bank co-hosted the Changchun High-Level International Financial Conference, in which 14 foreign guests invited by the Bank delivered speeches, including Mr. Robert Mundell, Professor of Economics of Columbia University and Mr. Ronald Mckinnon, Professor of Economics of Stanford University. Mr. Li Ruogu, Chairman and President of the Bank, attended this summit and delivered a speech on “Building a Green Financial System, Supporting Green Economic Development and Achieving the Sustainable Economic and Environmental Development in Northeast Asia”.

### 承办非洲进出口银行第85次董事会会议

2010年9月，在上海和北京承办了非洲进出口银行第85次董事会会议，来自非洲各国政府、金融机构、私营部门和该行的30余位董事、高管、观察员和工作人员来华参会。此次会议的成功举办有力地推动了中国进出口银行多边和双边项下在非洲的业务，进一步提升了我行在非洲国家的影响力。

### Organized the 85th Board Meeting of the African Export-Import Bank

In September 2010, the Bank hosted the 85th Board Meeting of African Export-Import Bank in both Beijing and Shanghai. Attendees included representatives from governments, financial institutions, and private sectors of African countries, and over 30 directors, top executives, observers and staff of the African Export-Import Bank. The success of this meeting greatly promoted the Bank's bilateral and multilateral business in Africa and further built up the Bank's image in the African continent.

### 同业合作

#### Cooperation with Other Financial Institutions

2010年，中国进出口银行继续加强与国际金融同业的业务联系，同业合作产品进一步丰富，领域进一步拓展。出席了世界银行、亚洲开发银行、非洲开发银行、泛美开发银行、加勒比开发银行等多边金融机构的年会及非洲进出口银行董事会会议和审计委员会会议。参加了亚洲进出口银行论坛(AEBF)年会，期间与8家AEBF成员共同签署了《互惠风险参与协议》，各机构约定将以风险分担的方式为双边以及多边贸易提供支持。与泛美开发银行签署《贸易融资便利计划保兑行协议》和《关于中国进出口银行与泛美开发银行向合格金融机构提供贸易融资联合贷款的意向书》。与安第斯开发银行签署《合作协议》。与美国花旗银行、西班牙桑坦德银行、俄罗斯储蓄银行、波兰商业银行、印度尼西亚进出口银行、斯洛伐克进出口银行、安第斯开发银行、美国美亚保险公司签署了机构间合作协议。与渣打银行、恒生银行等境外代理行成功开展了跨境贸易人民币结算与融资合作，为大陆、香港两地经营的企业提供了结算、融资和风险管理一体化服务。



In 2010, the Bank continued to strengthen its contacts with overseas financial institutions and explore new products and fields of cooperation. The Bank's top executives attended the annual meetings of major multilateral institutions, including the World Bank, the Asian Development Bank, the African Development Bank, the Inter-American Development Bank and the Caribbean Development Bank, as well as the board meeting and audit committee meeting of the African Export-Import Bank. During the annual meeting of Asian Exim Bank Forum (AEBF), the Bank signed the *Reciprocal Risk Participation Agreement* with 8 other AEBF members, aiming to promote bilateral and multilateral trade through risk participation. In addition, the Bank signed with the Inter-American Development Bank the *Trade Finance Facilitation Program-Confirming Bank Agreement and Letter of Intent between the Export-Import Bank of China and the Inter-American Development Bank Concerning a Co-Lending Agreement to Co-Fund Trade Loans to Eligible Financial Institutions*. A cooperation agreement between the Export-Import Bank of China and Corporacion Andina De Pomento was also signed. Moreover, the Bank signed cooperation agreements with other financial institutions, including the Citi Bank, Banco Santander S.A., Sberbank, Bank Polska Kasa Opieki SA, Indonesia Eximbank, the Export-Import Bank of Slovak Republic and AIU Insurance Company. The Bank's successful cooperation with its overseas correspondent banks, such as Standard Chartered Bank and Hang Seng Bank Ltd. on RMB settlement for cross-border trade and financing has made it able to provide integrated services of settlement, financing and risk management for enterprises both in mainland China and Hong Kong SAR.

## 二、代理行网络 Correspondent Banking Network

2010年，中国进出口银行继续加强代理行网络建设，截至2010年末，共与境内外500多家银行的1,166家总分机构建立了代理行关系，代理行网络覆盖全球158个国家和地区，代理行网络得到进一步扩展。

In 2010, the Bank continued to expand and consolidate its correspondent banking network. By the end of 2010, it had established correspondent banking relations with 1,166 branches of over 500 banks in 158 countries and regions.

## 社会责任 Social Responsibility

中国进出口银行多年来持续服务社会、回馈社会，支持各项公益事业的发展，范围不断扩大，力度不断加强。2010年中国进出口银行继续支持教育、扶贫等公益性事业，积极向玉树、舟曲受灾地区捐款，体现了高度的企业社会责任感。

Along the past years, the Export-Import Bank of China advocated its philosophy of serving and contributing to the society, and scaled up its efforts in promoting the public welfare missions. In 2010, the Bank continued to fulfill its social responsibility by sponsoring public welfare activities in the fields of education and poverty alleviation. In particular, the Bank made donations to the counties of Yushu and Zhouqu, which were both hit severely by natural disasters, demonstrating its high sense of social responsibility.

### 一、扶贫工作 Poverty Alleviation

2010年，针对岷县发展过程中的实际困难，积极帮助县、乡52名干部赴山东寿光、诸城、安丘、济南等县域经济发达、小城镇建设先进的市县参观学习，进一步拓宽岷县干部视野，提高其促进科学发展的能力。积极与有关部委协调，帮助岷县参加“科技富民强县”行动计划，积极争取资金支持当地当归等产业发展，并组织专家对岷县制药企业进行技术指导和培训。

In 2010 the Bank sponsored 52 local government officials from Min County of Gansu Province and its villages to take study tours in more developed counties in Shandong Province: Shouguang, Zhucheng, Anqiu and Jinan. This sponsorship aimed to broaden the learners' horizons and enhance their capabilities. Through active coordination with relevant government authorities, the Bank also helped Min County to participate in the "Enriching Farmers and Developing Counties through Science and Technology Program", funded local angelica planting industry and offered advice and training to local pharmaceutical companies.





## 二、社会捐助 Donations

2010年，中国进出口银行向青海省玉树县地震灾区捐款345.8万元。向甘肃省舟曲县特大泥石流受灾地区捐款200多万元。此外，还向岷县提供了30万元扶贫捐助款，以及汽车、电脑、图书等物资，主要用于在岷县乡镇建立医疗文化站、儿童教育、外出务工人员培训等。



In 2010 the Bank donated RMB3.458 million to the earthquake stricken areas in Yushu County, Qinghai Province and over RMB2 million to the area that suffered severe landslide flow in Zhouqu County, Gansu Province. In addition, the Bank granted RMB300000, and materials such as automobiles, computers and books for the poverty alleviation efforts in Min County. Those were used for medical and cultural station constructions, children education and migrant worker training.

## 三、支持“爱乐传习” Sponsorship of the Philharmonic Heritage Program

2010年，中国进出口银行与中国艺术基金会合作，支持了“爱乐传习”教育公益项目。一年来资助的“爱乐传习”项目在北京、上海、香港、澳门四个城市的高校举办校园音乐会，为推动音乐普及和教育，提高青年一代音乐素养，传承音乐文化贡献了力量。

In 2010 the Bank sponsored the Philharmonic Heritage Program in cooperation with the China Art Foundation. By funding campus concerts in universities in Beijing, Shanghai, Hongkong and Macau, the Bank supported the promotion and education of music, enriched the young generation's knowledge in this regard, and helped to carry forward valuable musical heritages.



## 企业文化 Corporate Culture

2010年，中国进出口银行继续加强企业文化体系建设。为进一步提炼企业文化理念，系统梳理企业文化建设思路，初步形成了《中国进出口银行员工文化手册》《中国进出口银行企业文化建设手册》。

广泛开展形式多样的群众性文体活动，增强了员工的凝聚力和向心力，丰富了企业文化内涵。举办了“纪念抗日战争胜利65周年‘唱红歌’职工卡拉OK比赛”，全行职工乒乓球、羽毛球等赛事，活跃了员工的文化生活；深入开展职工之家建设活动，为全行首批获得“职工之家”、“职工小家”称号的单位举行了挂牌授牌仪式。组队参加了中央国家机关“第三届职工运动会”、“全国金融系统首届职工运动会”，荣获国家体育总局颁发的“2010年全民健身活动优秀组织奖”。



In 2010, the Export-Import Bank of China made great efforts to further cultivate its corporate culture. In order to summarize concepts and map out ways to build its own corporate culture, the Bank assembled *Handbooks on Employee and Corporate Culture*.

In addition, the Bank organized a series of cultural and sport events to enhance its corporate cohesion and solidarity, and enrich its corporate culture. In honor of celebrating the 65th anniversary of the victory of the Anti-Japanese War, the Bank held a Karaoke Contest of Revolution Songs. The Bank also held table tennis and badminton matches to enrich its employees' cultural life.

Moreover, the Bank made further efforts to strengthen the employees' sense of belonging to their work unit by awarding the title of Employees' Home to several departments for the first time.

Last but not least, the Bank's staff participated in the 3rd Sport Games of the Central Government Departments and the 1st Sport Games of the National Financial System, and was awarded the Outstanding Organizer of the National Fitness Program 2010 by the General Administration of Sport of China (GASC).



财 务 报 表  
FINANCIAL STATEMENTS

# 财务报表

## Financial Statements

### 合并资产负债表

单位：千元人民币

资 产	2010-12-31	2009-12-31
现金及银行存款	535,666.02	161,626.74
存放中央银行款项	5,731,842.91	3,778,716.31
贵金属		
存放联行款项		
存放同业款项	102,025,922.42	120,852,455.34
拆出资金	10,014,540.00	9,611,238.98
交易性金融资产		
衍生金融资产	391,085.44	389,549.58
买入返售金融资产	8,930,000.00	29,805,869.75
应收款项类金融资产	7,962,907.07	5,549,090.53
应收利息	3,200,242.76	2,415,061.49
其他应收款	483,711.52	208,966.34
发放贷款和垫款	707,563,372.91	591,884,951.50
可供出售金融资产	16,344,868.43	10,263,127.02
持有至到期投资	16,496,353.08	12,223,785.94
长期股权投资	3,951,942.09	1,895,166.70
投资性房地产		
固定资产	1,305,434.93	1,139,821.65
在建工程	740,103.81	471,497.20
固定资产清理	50.87	33.92
无形资产	17,744.11	20,171.60
商誉		
长期待摊费用	40,719.48	50,991.17
抵债资产	24,942.31	19,220.50
递延所得税资产	1,225,471.82	1,337,514.00
其他资产	90,282.66	59,004.04
<b>资产总计</b>	<b>887,077,204.64</b>	<b>792,137,860.30</b>



负 债	2010-12-31	2009-12-31
向中央银行借款		
联行存放款项		
同业及其他金融机构存放款项	196,495,984.58	211,696,483.22
拆入资金	10,993,400.12	11,221,506.15
交易性金融负债		
衍生金融负债	183,113.20	415,856.72
卖出回购金融资产款	8,059,261.06	2,791,223.33
吸收存款	55,235,467.22	51,277,339.36
应付职工薪酬		
应交税费	458,140.02	681,314.95
应付利息	1,611,065.44	1,889,846.92
其他应付款	1,527,814.48	673,163.65
预计负债	1,129,372.64	1,193,916.67
应付债券	583,682,207.46	488,589,313.05
递延所得税负债	97,966.77	98,585.31
其他负债	14,756,220.76	11,420,374.07
<b>负债合计</b>	<b>874,230,013.75</b>	<b>781,948,923.40</b>

所有者权益 (或股东权益)	2010-12-31	2009-12-31
实收资本 (或股本)	5,000,000.00	5,000,000.00
国家资本	5,000,000.00	5,000,000.00
集体资本		
法人资本		
其中：国有法人资本		
个人资本		
外商资本		
资本公积	-131,700.78	13,592.83
减：库存股		
盈余公积	948,423.75	666,573.04
一般风险准备	3,571,173.63	3,571,173.63
未分配利润	3,455,911.00	937,597.39
外币报表折算差额	-21.96	-0.00
归属于母公司所有者权益合计	12,843,785.64	10,188,936.89
少数股东权益	3,405.25	
<b>所有者权益 (或股东权益) 合计</b>	<b>12,847,190.89</b>	<b>10,188,936.89</b>
<b>负债和所有者权益 (或股东权益) 总计</b>	<b>887,077,204.64</b>	<b>792,137,860.30</b>

## Consolidated Balance Sheet

In thousands of RMB

Assets	2010-12-31	2009-12-31
Cash and Due from Banks	535,666.02	161,626.74
Balances with Central Bank	5,731,842.91	3,778,716.31
Precious Metals		
Due from Correspondent Banks		
Interbank Lendings	102,025,922.42	120,852,455.34
Placements with Banks and Other		
Financial Institutions	10,014,540.00	9,611,238.98
Trading Financial Assets		
Derivative Financial Assets	391,085.44	389,549.58
Securities Purchased under Resale Agreements	8,930,000.00	29,805,869.75
Accounts Receivables	7,962,907.07	5,549,090.53
Accrued Interest	3,200,242.76	2,415,061.49
Other Receivables	483,711.52	208,966.34
Loans and Advances	707,563,372.91	591,884,951.50
Available for Sale Financial Assets	16,344,868.43	10,263,127.02
Held to Maturity Investments	16,496,353.08	12,223,785.94
Long-term Equity Investments	3,951,942.09	1,895,166.70
Investment Property		
Fixed Assets	1,305,434.93	1,139,821.65
Construction in Progress	740,103.81	471,497.20
Disposal of Fixed Assets	50.87	33.92
Intangible Assets	17,744.11	20,171.60
Goodwill		
Long-term Deferred Expense	40,719.48	50,991.17
Mortgage Assets	24,942.31	19,220.50
Deferred Income Tax Assets	1,225,471.82	1,337,514.00
Other Assets	90,282.66	59,004.04
<b>Total Assets</b>	<b>887,077,204.64</b>	<b>792,137,860.30</b>

Liabilities	2010-12-31	2009-12-31
Due to Central Bank		
Due to Correspondent Banks		
Due to Other Banks and Financial Institutions	196,495,984.58	211,696,483.22
Interbank Borrowings	10,993,400.12	11,221,506.15
Trading Financial Liabilities		
Derivative Financial Liabilities	183,113.20	415,856.72
Securities Sold under Repurchase Agreements	8,059,261.06	2,791,223.33
Due to Customers	55,235,467.22	51,277,339.36
Employee Pay Payable		
Tax Payable	458,140.02	681,314.95
Interest Payable	1,611,065.44	1,889,846.92
Other Account Payable	1,527,814.48	673,163.65
Estimated Liabilities	1,129,372.64	1,193,916.67
Bonds Payable	583,682,207.46	488,589,313.05
Deferred Income Tax Liabilities	97,966.77	98,585.31
Other Liabilities	14,756,220.76	11,420,374.07
<b>Total Liabilities</b>	<b>874,230,013.75</b>	<b>781,948,923.40</b>

Equity	2010-12-31	2009-12-31
Paid-in Capital (Capital Stock)	5,000,000.00	5,000,000.00
State-owned Capital	5,000,000.00	5,000,000.00
Collective Capital		
Legal Person's Capital		
State-owned Legal Person's Capital		
Individual Capital		
Foreign Capital		
Capital Reserves	-131,700.78	13,592.83
Less: Treasury Stock		
Surplus Reserves	948,423.75	666,573.04
General Risk Reserve	3,571,173.63	3,571,173.63
Undistributed Profit	3,455,911.00	937,597.39
Currency Translation Differences	-21.96	-0.00
Total Owner's Equity Attributable to Parent	12,843,785.64	10,188,936.89
Minority Interests	3,405.25	-
<b>Total Equity</b>	<b>12,847,190.89</b>	<b>10,188,936.89</b>
<b>Total Liabilities and Equity</b>	<b>887,077,204.64</b>	<b>792,137,860.30</b>

## 合并利润表

单位：千元人民币

项 目	2010	2009
<b>一、营业收入</b>	<b>7,677,716.76</b>	<b>5,911,401.21</b>
(一) 利息净收入	6,006,159.74	3,498,109.67
利息收入	26,040,350.88	23,737,595.23
利息支出	20,034,191.14	20,239,485.56
(二) 手续费及佣金净收入	2,214,127.36	1,952,911.38
手续费及佣金收入	2,259,620.68	2,003,509.40
手续费及佣金支出	45,493.32	50,598.02
(三) 投资收益( 损失以“-”号填列 )	670,961.71	896,767.44
(四) 公允价值变动收益( 损失以“-”号填列 )	225,602.88	-329,010.49
(五) 其他收入	-1,439,134.93	-107,376.79
汇兑收益( 损失以“-”号填列 )	-1,447,683.68	-180,828.98
其他业务收入	8,548.75	73,452.19
<b>二、营业支出</b>	<b>4,026,417.19</b>	<b>2,862,000.08</b>
(一) 营业税金及附加	1,435,355.18	1,175,524.92
(二) 业务及管理费	1,216,483.17	1,029,355.41
(三) 资产减值损失或呆账损失	1,374,578.84	625,095.56
(四) 其他业务成本	0.00	32,024.19
<b>三、营业利润( 亏损以“-”号填列 )</b>	<b>3,651,299.57</b>	<b>3,049,401.13</b>
加：营业外收入	297,774.50	447,264.98
减：营业外支出	11,262.83	10,309.91
<b>四、利润总额( 亏损以“-”号填列 )</b>	<b>3,937,811.24</b>	<b>3,486,356.20</b>
减：所得税费用	1,134,216.83	965,343.52
<b>五、净利润( 亏损以“-”号填列 )</b>	<b>2,803,594.41</b>	<b>2,521,012.68</b>
归属于母公司所有者的净利润	2,800,164.32	2,521,012.68
少数股东损益	3,430.09	
<b>六、每股收益：</b>		
(一) 基本每股收益		
(二) 稀释每股收益		
<b>七、其他综合收益</b>	<b>-145,346.16</b>	<b>82,630.26</b>
<b>八、综合收益总额</b>	<b>2,658,248.25</b>	<b>2,603,642.94</b>
(一) 归属于母公司所有者的综合收益总额	2,654,848.75	2,603,642.94
(二) 归属于少数股东的综合收益总额	3,399.50	

# Consolidated Income Statement

In thousands of RMB

Items	2010	2009
<b>I. Operating Income</b>	<b>7,677,716.76</b>	<b>5,911,401.21</b>
1. Net Interest Income	6,006,159.74	3,498,109.67
Interest Income	26,040,350.88	23,737,595.23
Interest Expense	20,034,191.14	20,239,485.56
2. Net Fee and Commission Income	2,214,127.36	1,952,911.38
Fee and Commission Income	2,259,620.68	2,003,509.40
Fee and Commission Expense	45,493.32	50,598.02
3. Investment Profits/Losses ("-" for losses)	670,961.71	896,767.44
4. Profits/Losses from Fair Value Change ("-" for losses)	225,602.88	-329,010.49
5. Other Income	-1,439,134.93	-107,376.79
Profits/Losses from Fair Value Change ("-" for losses)	-1,447,683.68	-180,828.98
Other Business Income	8,548.75	73,452.19
<b>II. Operating Expenses</b>	<b>4,026,417.19</b>	<b>2,862,000.08</b>
1. Business Tax and Affixation	1,435,355.18	1,175,524.92
2. General and Administrative Expenses	1,216,483.17	1,029,355.41
3. Impairment Losses on Assets ("-" for recovery amount)	1,374,578.84	625,095.56
4. Other Business Cost	0.00	32,024.19
<b>III. Operating Profit ("-" for losses)</b>	<b>3,651,299.57</b>	<b>3,049,401.13</b>
Add: Non-operating Revenue	297,774.50	447,264.98
Less: Non-operating Expenses	11,262.83	10,309.91
<b>IV. Profits before Income Tax ("-" for losses)</b>	<b>3,937,811.24</b>	<b>3,486,356.20</b>
Less: Income Tax Expense	1,134,216.83	965,343.52
<b>V. Net Profit</b>	<b>2,803,594.41</b>	<b>2,521,012.68</b>
Net Profit Attributable to Owners of Parent Company	2,800,164.32	2,521,012.68
Minority Interests	3,430.09	
<b>VI. Earning Per Share</b>		
1. Basic Earnings Per Share		
2. Diluted Earnings Per Share		
<b>VII. Other Comprehensive Income</b>	<b>-145,346.16</b>	<b>82,630.26</b>
<b>VIII. Total Comprehensive Income</b>	<b>2,658,248.25</b>	<b>2,603,642.94</b>
1. Total Comprehensive Income Attributable to Owners of Parent Company	2,654,848.75	2,603,642.94
2. Total Comprehensive Income Attributable to Minority Shareholders	3,399.50	



## 合并现金流量表

单位：千元人民币

项 目	2010	2009
<b>一、经营活动产生的现金流量：</b>		
客户存款和同业存放款项净增加额	6,712,470.64	21,232,152.29
向中央银行借款净增加额		
向其他金融机构拆入资金净增加额	92,624.09	
收取利息、手续费及佣金的现金	27,458,116.20	21,690,722.37
收到其他与经营活动有关的现金	9,954,411.87	10,991,322.49
经营活动现金流入小计	44,217,622.79	53,914,197.15
客户贷款及垫款净增加额	128,281,950.59	155,974,180.74
存放中央银行和同业款项净增加额	9,033,626.73	
支付利息、手续费及佣金的现金	3,394,363.56	3,941,922.33
支付给职工以及为职工支付的现金	418,510.34	275,181.21
支付的各项税费	2,641,049.02	2,148,459.48
支付其他与经营活动有关的现金	8,092,791.44	3,754,045.78
经营活动现金流出小计	151,862,291.70	166,093,789.54
经营活动产生的现金流量净额	-107,644,668.91	-112,179,592.41
<b>二、投资活动产生的现金流量：</b>		
收回投资收到的现金	133,370,743.30	142,719,465.53
取得投资收益收到的现金	624,559.76	835,166.00
收到其他与投资活动有关的现金		
投资活动现金流入小计	133,995,303.06	143,554,631.53
投资支付的现金	140,756,165.98	93,535,587.87
购建固定资产、无形资产和		
其他长期资产支付的现金	569,973.35	358,530.51
支付其他与投资活动有关的现金	8,207.51	
投资活动现金流出小计	141,334,346.84	93,894,118.38
投资活动产生的现金流量净额	-7,339,043.78	49,660,513.15

项 目	2010	2009
<b>三、筹资活动产生的现金流量：</b>		
吸收投资收到的现金		
其中：子公司吸收少数股东投资收到 的现金		
发行债券收到的现金	187,540,000.00	191,009,175.47
收到其他与筹资活动有关的现金		
筹资活动现金流入小计	187,540,000.00	191,009,175.47
偿还债务支付的现金	92,179,450.06	69,898,521.00
分配股利、利润或偿付利息支付的现金	14,672,872.61	13,618,678.61
其中：子公司支付给少数股东 的股利、利润		
支付其他与筹资活动有关的现金		
筹资活动现金流出小计	106,852,322.68	83,517,199.61
筹资活动产生的现金流量净额	80,687,677.32	107,491,975.86
<b>四、汇率变动对现金及现金等价物的影响</b>	<b>-936,921.54</b>	<b>254,379.92</b>
<b>五、现金及现金等价物净增加额</b>	<b>-35,232,956.89</b>	<b>45,227,276.51</b>
<b>加：期初现金及现金等价物余额</b>	<b>68,256,057.13</b>	<b>23,028,780.62</b>
<b>六、期末现金及现金等价物余额</b>	<b>33,023,100.23</b>	<b>68,256,057.13</b>

## Consolidated Statement of Cash Flows

In thousands of RMB

Item	2010	2009
<b>I. Cash Flows from Operating Activities</b>		
Net Increase in Due to Customers and Balances with Banks	6,712,470.64	21,232,152.29
Net Increase in Due to Central Bank		
Net Increase in Placements with Other Financial Institutions	92,624.09	
Net Increase in Fee and Commission Income	27,458,116.20	21,690,722.37
Other Cash Inflows from Operating Activities	9,954,411.87	10,991,322.49
Cash Inflows from Operating Activities	44,217,622.79	53,914,197.15
Net Increase in Loans and Advances to Customers	128,281,950.59	155,974,180.74
Net Increase in Balances with Central Bank and Banks	9,033,626.73	
Fee and Commission Paid	3,394,363.56	3,941,922.33
Payments to and for Employees	418,510.34	275,181.21
Tax and Fee Paid	2,641,049.02	2,148,459.48
Other Cash Inflows from Operating Activities	8,092,791.44	3,754,045.78
Cash Outflows from Operating Activities	151,862,291.70	166,093,789.54
Net Cash Flows from Operating Activities	-107,644,668.91	-112,179,592.41
<b>II. Cash Flows from Investing Activities</b>		
Cash Received from Disposal of Investment	133,370,743.30	142,719,465.53
Income received from Investment	624,559.76	835,166.00
Other Cash Inflows from Investing Activities		
Cash Inflows from Investing Activities	133,995,303.06	143,554,631.53
Cash Outflows from Investment	140,756,165.98	93,535,587.87
Proceeds from Purchase and Construction of Fixed Assets, Intangible Assets and Other Long-term Assets	569,973.35	358,530.51
Other Cash Outflows from Investing Activities	8,207.51	
Cash Outflows from Investing Activities	141,334,346.84	93,894,118.38
Net Cash Outflows from Investing Activities	-7,339,043.78	49,660,513.15

Item	2010	2009
<b>III. Cash Flows from Financing Activities</b>		
Cash Received by Investors		
Cash Received from Minority Investment in Subsidiaries		
Cash Received from Issuance of Bonds	187,540,000.00	191,009,175.47
Other Cash Inflows from Financing Activities		
Cash Inflows from Financing Activities	187,540,000.00	191,009,175.47
Repayments for Debts Issues	92,179,450.06	69,898,521.00
Cash Payments for Interest Expenses and Distribution of Dividends or Profit	14,672,872.61	13,618,678.61
Dividend Payments to Minority Equity Holders in Subsidiaries		
Other Cash Outflows from Financing Activities		
Cash Outflows from Financing Activities	106,852,322.68	83,517,199.61
Net Cash Outflows from Financing Activities	80,687,677.32	107,491,975.86
<b>IV. Effect of Exchange Rate Changes on Cash and Cash Equivalents</b>		
	-936,921.54	254,379.92
<b>V. Net Increase in Cash and Cash Equivalents</b>	<b>-35,232,956.89</b>	<b>45,227,276.51</b>
Add: cash and cash equivalents at beginning of year	68,256,057.13	23,028,780.62
<b>VI. Cash and Cash Equivalents at End of Year</b>	<b>33,023,100.23</b>	<b>68,256,057.13</b>

## 合并所有者权益变动表 2010年度

项目				
	实收资本 (或股本)	资本公积	减：库存股	
一、上年年末余额	5,000,000.00	13,592.83		
加：会计政策变更				
前期差错更正				
二、本年初余额	5,000,000.00	13,592.83		
三、本年增减变动金额(减少以“-”号填列)		-145,293.61		
(一)净利润				
(二)其他综合收益		-145,293.61		
1. 可供出售金融资产产生的利得(损失)		-145,293.61		
2. 按照权益法核算的在被投资单位 其他综合收益中所享有的份额				
3. 现金流量套期工具产生的利得(或损失)				
4. 外币财务报表折算差额				
5. 其他				
上述(一)和(二)小计		-145,293.61		
(三)所有者投入和减少资本				
1. 所有者投入资本				
2. 股份支付计入所有者权益的金额				
3. 其他				
(四)利润分配				
1. 提取盈余公积				
2. 提取一般风险准备				
3. 对所有者(或股东)的分配				
4. 其他				
(五)所有者权益内部结转				
1. 资本公积转增资本(或股本)				
2. 盈余公积转增资本(或股本)				
3. 盈余公积弥补亏损				
4. 一般风险准备弥补亏损				
5. 其他				
四、本年年末余额	5,000,000.00	-131,700.78		



单位：千元人民币

归属于母公司所有者权益				少数 股东权益	所有者 权益合计
盈余公积	一般 风险准备	未分配利润	其他		
394,053.44	3,571,173.63	1,210,063.50	-0.00		10,188,883.40
272,519.60		-272,466.11			53.49
666,573.04	3,571,173.63	937,597.39	-0.00		10,188,936.89
281,850.71		2,518,313.61	-21.96	3,405.25	2,658,254.00
		2,800,164.32		3,430.09	2,803,594.41
			-21.96	-30.59	-145,346.16
					-145,293.61
			-21.96		-21.96
				-30.59	-30.59
		2,800,164.32	-21.96	3,399.50	2,658,248.25
				5.75	5.75
				5.75	5.75
281,850.71		-281,850.71			
281,850.71		-281,850.71			
948,423.75	3,571,173.63	3,455,911.00	-21.96	3,405.25	12,847,190.89

## Consolidated Statement of Changes in Shareholders' Equity Year 2010

Item				
	Paid-in Capital	Capital Reserve	Less: shares at hand	
<b>I. Balance at the End of Year 2010</b>	<b>5,000,000.00</b>	<b>13,592.83</b>		
Add: change in accounting policy				
Corrections of Prior Period Errors				
<b>II. Balance at the Beginning of Year 2010</b>	<b>5,000,000.00</b>	<b>13,592.83</b>		
<b>III. Change Through Year 2010 ("-" for losses)</b>		<b>-145,293.61</b>		
1. Net Profit				
2. Other Revenue		<b>-145,293.61</b>		
(1). Profit from Financial Assets Available for Sale (Loss)		<b>-145,293.61</b>		
(2). Share of Other Comprehensive Revenue in the Invested Entity under the Equity Law				
(3). Net Change in Fair Value of Cash Flow Hedging Instrument				
(4). Converted difference in Foreign Currency				
(5). Others				
Total of 1 and 2		<b>-145,293.61</b>		
3. Capital Paid and Reduced by Owners				
(1). Capital Paid in by Owners				
(2). Amounts of Share-based Payments Recognized in Owners' Equity				
(3). Other				
4. Dividends				
(1). Appropriation of Statutory Surplus Reserves				
(2). Appropriation to General Risk Provisions				
(3). Dividends to Holders				
(4). Other				
5. Internal Carry-over of Shareholders' Equity				
(1). Capitalized Capital Reserves				
(2). Capitalized Surplus Reserves				
(3). Surplus Reserves for Making up Losses				
(4). General Risk Provisions for Making up Losses				
(5). Other				
<b>IV. Balance at the End of 2010</b>	<b>5,000,000.00</b>	<b>-131,700.78</b>		





## 合并所有者权益变动表 2009年度

项目				
	实收资本 (或股本)	资本公积	减：库存股	
<b>一、上年年末余额</b>	<b>5,000,000.00</b>	<b>-539,366.48</b>		
加：会计政策变更		468,119.30		
前期差错更正				
<b>二、本年初余额</b>	<b>5,000,000.00</b>	<b>-71,247.18</b>		
<b>三、本年增减变动金额(减少以“-”号填列)</b>		<b>84,840.01</b>		
(一) 净利润				
(二) 其他综合收益		82,630.26		
1. 可供出售金融资产产生的利得(损失)		82,630.26		
2. 按照权益法核算的在被投资单位 其他综合收益中所享有的份额				
3. 现金流量套期工具产生的利得(或损失)				
4. 外币财务报表折算差额				
5. 其他				
上述(一)和(二)小计		82,630.26		
<b>(三) 所有者投入和减少资本</b>		<b>2,209.75</b>		
1. 所有者投入资本				
2. 股份支付计入所有者权益的金额				
3. 其他		2,209.75		
<b>(四) 利润分配</b>				
1. 提取盈余公积				
2. 提取一般风险准备				
3. 对所有者(或股东)的分配				
4. 其他				
<b>(五) 所有者权益内部结转</b>				
1. 资本公积转增资本(或股本)				
2. 盈余公积转增资本(或股本)				
3. 盈余公积弥补亏损				
4. 一般风险准备弥补亏损				
5. 其他				
<b>四、本年年末余额</b>	<b>5,000,000.00</b>	<b>13,592.83</b>		

单位：千元人民币

[illegible]

## Consolidated Statement of Changes in Shareholders' Equity Year 2009

Item				
	Paid-in Capital	Capital Reserve	Less: shares at hand	
<b>I. Balance at the End of Year 2010</b>	<b>5,000,000.00</b>	<b>-539,366.48</b>		
Add: change in accounting policy		468,119.30		
Corrections of Prior Period Errors				
<b>II. Balance at the Beginning of Year 2010</b>	<b>5,000,000.00</b>	<b>-71,247.18</b>		
<b>III. Change Through Year 2009 ("–" for losses)</b>		<b>84,840.01</b>		
1. Net Profit				
2. Other Revenue		82,630.26		
(1). Profit from Financial Assets Available for Sale (Loss)		82,630.26		
(2). Share of Other Comprehensive Revenue in the Invested Entity under the Equity Law				
(3). Net Change in Fair Value of Cash Flow Hedging Instrument				
(4). Converted difference in Foreign Currency				
(5). Others				
Total of 1 and 2		82,630.26		
3. Capital Paid and Reduced by Owners		<b>2,209.75</b>		
(1). Capital Paid in by Owners				
(2). Amounts of Share-based Payments Recognized in Owners' Equity				
(3). Other		2,209.75		
<b>4. Dividends</b>				
(1). Appropriation of Statutory Surplus Reserves				
(2). Appropriation to General Risk Provisions				
(3). Dividends to Holders				
(4). Other				
<b>5. Internal Carry-over of Shareholders' Equity</b>				
(1). Capitalized Capital Reserves				
(2). Capitalized Surplus Reserves				
(3). Surplus Reserves for Making up Losses				
(4). General Risk Provisions for Making up Losses				
(5). Other				
<b>IV. Balance at the End of 2009</b>	<b>5,000,000.00</b>	<b>13,592.83</b>		



In thousands of RMB

Shareholders' Equity Attributable to Parent Company				Minority Shareholders' Equity	Total Shareholders' Equity
Statutory Reserves	General Risk Reserves	Undistributed Profits	Others		
391,053.05	3,571,173.63	1,043,549.35			9,466,409.55
		-2,181,841.37			-1,713,722.07
3,000.39		-172,603.67			-169,603.28
394,053.44	3,571,173.63	-1,310,895.69			7,583,084.20
272,519.60		2,248,493.08	-0.00		2,605,852.69
		2,521,012.68			2,521,012.68
			-0.00		82,630.26
					82,630.26
			-0.00		-0.00
		2,521,012.68	-0.00		2,603,642.94
					2,209.75
					2,209.75
272,519.60		-272,519.60			
272,519.60		-272,519.60			
666,573.04	3,571,173.63	937,597.39	-0.00		10,188,936.89

# 报表附注

## Notes to Financial Statements

### 一、财务报表的编制基础

本行财务报表以持续经营假设为基础，按照财政部2006年2月15日颁布的《企业会计准则 – 基本准则》和38项具体会计准则、随后颁布的企业会计准则应用指南、企业会计准则解释以及本行适用的财政部其他相关规定和文件（以下合称“企业会计准则”）。

**本行执行企业会计准则后，对以下事项仍执行特殊会计政策**

#### 外国政府贷款转贷业务

外国政府贷款转贷是指财政部将其代表我国政府借入的国外优惠贷款委托本行再贷给国内债务人，并由本行负责贷款资金的提取和支付、本息和费用回收以及对外偿付等的活动。

按照不同的还款责任，本行的转贷款业务分为以下三类：

第一类项目：由省级财政部门或国务院有关部门作为借款人，并承担还款责任的项目；

第二类项目：由项目单位作为借款人并承担偿还责任，省级财政部门或国务院有关部门提供还款保证的项目；

第三类项目：由项目单位作为借款人并承担偿还责任，省级财政部门或国务院有关部门不提供还款保证的项目。此类项目由本行独立评审，自愿转贷，自担风险并作为对外最终还款人。

按照财政部财债字【2000】71号文件有关规定，第三类项目作为本行自营贷款按照权责发生制纳入表内核算；第一、二类转贷款属于代理业务，按照收付实现制原则在表外核算。第一、二类转贷款业务的损益按照对应科目每月逐项结转至本行利润表内，主要包括本行从事代理业务收取的手续费收入、转贷业务的利息收入、支出和转贷业务产生的汇兑损益。本行在资产负债表日按照结转的累计净收益或净亏损金额在其他资产项下的“转贷业务往来”或其他负债项下的“转贷业务往来”项目中予以反映。

#### 一般准备金

本行的一般准备金，用于弥补未识别的可能性损失。具体计提比例或数额按照主管政府部门的政策要求确定。

#### 退休福利义务

按照主管政府部门的政策要求，本行对退休或内退员工的补充退休福利和内部退养福利的义务，采用收付实现制核算。

### 二、遵循企业会计准则的声明

本行编制的财务报表符合企业会计准则的要求，真实、完整地反映了本行的财务状况、经营成果和现金流量等有关信息。



### 三、重要会计政策和会计估计

本行2010年度财务报表所载财务信息根据下列依据企业会计准则所制订的重要会计政策和会计估计编制。

#### 1. 会计年度

本行会计年度采用公历年度，即每年自1月1日起至12月31日止。

#### 2. 记账本位币

本行以人民币作为记账本位币。外币业务采用分账制核算。

#### 3. 记账原则

本行以权责发生制为记账基础。

#### 4. 计价原则

本行会计报表中，除衍生金融工具、以公允价值计量且其变动计入当期损益的金融资产 / 负债及可供出售金融资产等以公允价值计量外，其余均以历史成本为计价原则。持有待售的非流动资产，按公允价值减去预计费用后的金额，以及符合持有待售条件时的原账面价值，取两者孰低计价。资产如果发生减值，则按照相关规定计提相应的减值准备。

#### 5. 外币折算

##### (1) 外币交易的折算

本行外币交易以交易发生日即期汇率或与其近似的汇率折算成记账本位币计量。外币交易产生的汇兑收益或损失计入当期损益。

在资产负债表日，对外币货币性项目按资产负债表日的即期汇率折算成记账本位币，除分类为可供出售金融资产的货币性证券外，其他项目产生的折算差额计入当期损益；以历史成本计量的非货币性外币项目按初始交易日的汇率折算；以公允价值计量的非货币性外币项目以公允价值确认日的汇率折算成人民币，后者所产生的汇兑差异按公允价值变动的核算方法可以计入权益或当期损益中。

##### (2) 外币财务报表的折算

本行在编制财务报表时，将外币财务报表折算为人民币。外币资产负债表中资产、负债类项目采用资产负债表日的即期汇率折算；所有者权益类项目除“未分配利润”外，均按业务发生时的即期汇率折算；利润表中的收入与费用项目，采用交易发生日的即期汇率折算。上述折算产生的外币报表折算差额，在所有者权益项目下以“外币报表折算差额”单独列示。外币现金流量采用现金流量交易发生日的即期汇率折算。汇率变动对现金的影响额，在现金流量表中单独列示。

## 6. 现金及现金等价物

本行的现金包括库存现金、存放中央银行备付金、活期存放同业款项和合同期限在三个月以内的拆放同业及定期存放同业款项。

## 7. 金融资产

### (1) 金融资产的分类和计量

本行的金融资产于初始确认时分为以下四类：以公允价值计量且其变动计入当期损益的金融资产、持有至到期投资、贷款和应收款项、可供出售金融资产。对金融资产的分类取决于本行对持有的意图和持有能力。金融资产在初始确认时以公允价值计量。对于以公允价值计量且其变动计入当期损益的金融资产，相关交易费用直接计入当期损益，其他类别的金融资产相关交易费用计入其初始确认金额。

#### a 以公允价值计量且其变动计入当期损益的金融资产

以公允价值计量且其变动计入当期损益的金融资产，包括交易性金融资产和初始确认时指定为以公允价值计量且其变动计入当期损益的金融资产。交易性金融资产是指满足下列条件之一的金融资产：取得该金融资产的目的是为了在短期内出售；属于进行集中管理的可辨认金融工具组合的一部分，且有客观证据表明企业近期采用短期获利方式对该组合进行管理；衍生金融工具也被分为此类。对于此类金融资产，采用公允价值进行后续计量，所有已实现和未实现的损益均计入当期损益。在持有以公允价值计量且其变动计入当期损益的金融资产期间取得的利息，确认为利息收入。

#### b 持有至到期投资

持有至到期投资，是指到期日固定、回收金额固定或可确定，且本行有明确意图和能力持有至到期的非衍生金融资产。对于此类金融资产，采用实际利率法，按照摊余成本进行后续计量，其终止确认、发生减值或摊销产生的利得或损失，均计入当期损益。

除因发行人信用状况的严重恶化引起的出售或重分类外，本行将尚未到期的某项持有至到期投资在本会计年度内出售或重分类为可供出售金融资产的金额，相对于该类投资在出售或重分类前的总额较大时，应当将该类投资的剩余部分重分类为可供出售金融资产，且在本会计年度及以后两个完整的会计年度内不得再将该金融资产划分为持有至到期投资。

#### c 贷款和应收款项

贷款和应收款项，是指在活跃市场中没有报价、回收金额固定或可确定的非衍生金融资产。对于此类金融资产，采用实际利率法，按照摊余成本进行后续计量，其终止确认、发生减值或摊销产生的利得或损失，均计入当期损益。

#### d 可供出售金融资产

可供出售金融资产，是指初始确认时即指定为可供出售的非衍生金融资产，以及除上述金融





资产类别以外的金融资产。对于此类金融资产，采用公允价值进行后续计量。其折溢价采用实际利率法进行摊销并确认为利息收入或费用。除减值损失及外币货币性金融资产的汇兑差额确认为当期损益外，可供出售金融资产的公允价值变动作为资本公积的单独部分予以确认，直到该金融资产终止确认或发生减值时，在此之前在资本公积中确认的累计利得或损失转入当期损益。与可供出售金融资产相关的股利或利息收入，计入当期损益。

## (2) 金融资产的终止确认

当收取某项金融资产现金流量的合同权利已终止或该金融资产所有权上几乎所有的风险和报酬已转移时，终止确认该金融资产。

## (3) 公允价值的确定

金融工具应按公允价值计量。本行对存在活跃市场的债券投资等金融工具(不含衍生金融产品)，一般直接参考活跃市场中的报价，活跃市场中的报价是指易于定期从交易所、经纪商、行业协会、定价服务机构等获得的，且代表了在公平交易中实际发生的市场交易价格。

对不存在活跃市场报价的债券投资等金融工具以及衍生金融产品，采用估值方式确定其公允价值。所采用的估值技术包括参考熟悉情况并自愿交易的各方最近进行的市场交易使用的价格、参照实质上相同的其他金融工具的当前公允价值、现金流量折现法和期权定价模型。本行选择市场参与者普遍认同，且被以往市场交易价格验证具有可靠性的估值技术。本行定期评估估值技术，并测试其有效性。

## (4) 金融资产的减值

本行在资产负债表日对除以公允价值计量且其变动计入当期损益的金融资产以外的金融资产或金融资产组合是否存在减值的客观证据进行评估。当有客观证据表明金融资产因在其初始确认后发生的一项或多项损失事件而发生减值，且这些损失事件对该项或该组金融资产的预计未来现金流量产生的影响能可靠估计时，本行认定该项或该组金融资产已发生减值并确认减值损失。金融资产发生减值的客观证据，包括下列可观察到的各项事件：

- ◆ 发行方或债务人发生严重财务困难；
- ◆ 债务人违反了合同条款，如偿付利息或本金发生违约或逾期等；
- ◆ 本行出于经济或法律等方面因素的考虑，对发生财务困难的债务人做出让步；
- ◆ 债务人很可能倒闭或者进行其他财务重组；
- ◆ 因发行方发生重大财务困难，导致金融资产无法在活跃市场继续交易；
- ◆ 无法辨认一组金融资产中的某项资产的现金流量是否已经减少，但根据公开的数据对其进行总体评价后发现，该组金融资产自初始确认以来的预计未来现金流量确已减少且可计量，如该组金融资产的债务人支付能力逐步恶化；担保物在其所在地区的价格明显下降、所处行业不景气等；
- ◆ 债务人经营所处的技术、市场、经济或法律环境等发生重大不利变化，使权益工具投资人可能无法收回投资成本；
- ◆ 权益工具投资的公允价值发生严重或非暂时性下跌；
- ◆ 其他表明金融资产发生减值的客观证据。

#### a 以摊余成本计量的金融资产

本行对于单项金额重大的贷款及应收款项和持有至到期投资(2亿元及以上),单独进行减值测试,如有客观证据表明其已发生减值,则将该资产的账面价值减记至按该金融资产原实际利率折现确定的预计未来现金流量现值,并考虑相关担保物的价值,减记的金额确认为资产减值损失,计入当期损益。

短期贷款及应收款项和持有至到期投资的预计未来现金流量与其现值相差较小的,在确定相关资产减值时不进行折现。有抵押的贷款和应收款项的预计未来现金流量现值会扣除取得和出售抵押物的费用,无论该抵押物是否可收回。

对单项金额不重大的同类客户贷款和垫款、单项评估未发生减值的贷款及应收款项,包括在具有类似信用风险特征的金融资产组合中进行减值测试。如有证据表明自初始确认后,某一类金融资产的预计未来现金流量出现大幅下降的,将确认减值损失,计入当期损益。

对于单项金额不重大的同类客户贷款和垫款、单项评估未发生减值的贷款,本行采用滚动率方法(迁徙模型)评估组合的减值损失。该方法利用对违约概率和历史损失经验的统计分析计算减值损失,并根据可以反映当前经济状况的可观察资料进行调整。

对于单项金额非重大的应收款项以及单项评估未发生减值的应收款项,一起按类似信用风险特征划分为若干组合,再按这些应收款项组合余额的一定比例计算确定减值损失,计提坏账准备。具体比例规定如下:

账龄	计提比例
0-6个月(含6个月)	0%
逾期6个月-1年(含1年)	50%
逾期1年以上	100%

本行对以摊余成本计量的金融资产确认减值损失后,如有客观证据表明该金融资产价值已恢复,且客观上与确认该损失后发生的事项有关(如债务人的信用评级已提高等),原确认的减值损失予以转回,计入当期损益。但是,该转回后的账面价值不超过假定不计提减值准备情况下该金融资产在转回日的摊余成本。

以上对以摊余成本计量的金融资产的减值政策,不包括本行对中国政府对外优惠贷款(优贷)、优惠出口买方信贷(优买)、国家特定贷款(特种贷款)(以下简称“两优贷款”),本行两优贷款的减值损失按特定风险组合确定,准备金率采用五级分类拨备率:即正常:1%,关注:2%,次级:25%,可疑50%,损失100%。

当本行已经进行了所有必要的法律或其他程序后,贷款仍然不能收回时,本行将决定核销贷款及冲销相应的损失准备。如在期后本行收回已核销的贷款余额,则收回金额冲减减值损失,计入当期损益。

#### b 重组贷款

重组贷款是指本行为财务状况恶化或无法还款的借款人酌情重新确定贷款条款而产生的贷款项目。于重组时,本行将该重组贷款以单项方式评估减值贷款。本行将持续监管重组贷款,如该贷款在重组观察期末结束后达到了特定标准,经审核,重组贷款将不再被认定为已减值贷款。



### c 可供出售金融资产

如果存在客观证据表明分类为可供出售金融资产的资产发生减值，即使该金融资产没有终止确认，原直接计入股东权益的因公允价值下降形成的累计损失，应当予以转出，计入当期损益。该转出的累计损失，为可供出售金融资产的初始取得成本扣除已收回本金和已摊销金额、当前公允价值和原已计入损益的减值损失后的余额。

对于已确认减值损失的可供出售债券工具投资，在随后的会计期间公允价值上升且客观上与原减值损失确认后发生的事项有关的，原确认的减值损失予以转回，计入当期损益。对于已确认减值损失的可供出售权益工具投资，其减值损失不通过损益转回，其后公允价值的上升直接计入股东权益。但是，在活跃市场中没有报价且其公允价值不能可靠计量的权益工具投资，发生的减值损失不予转回。

### (5) 金融资产转移

本行已将金融资产所有权上几乎所有的风险和报酬转移给转入方的，终止确认该金融资产；保留了金融资产所有权上几乎所有的风险和报酬的，不终止确认该金融资产。

本行既没有转移也没有保留金融资产所有权上几乎所有的风险和报酬的，分别下列情况处理：放弃了对该金融资产控制的，终止确认该金融资产并确认产生的资产和负债；未放弃对该金融资产控制的，按照其继续涉入所转移金融资产的程度确认有关金融资产，并相应确认有关负债。

## 8. 以抵销后的净额列示金融资产和负债

当本行依法有权抵销债权债务且交易双方准备按净额进行结算，或同时结清资产及负债时，金融资产和负债以抵销后的净额列示于资产负债表上。

## 9. 衍生金融工具与嵌入衍生金融工具

本行使用衍生金融工具，例如以远期外汇合同和利率掉期，对外汇风险和利率风险进行套期。衍生金融工具初始以衍生交易合同签订当日的公允价值进行计量，并以其公允价值进行后续计量。衍生金融工具的公允价值采用活跃市场报价（包括近期市场交易价格）或使用估值方法（包括现金流量贴现模型和期权定价模型等）确定。公允价值为正数的衍生金融工具确认为一项资产，公允价值为负数的确认为一项负债。某些衍生金融工具交易虽然在本行的风险管理策略下，用于对特定的利率和汇率风险提供有效的经济套期，但由于其不满足《企业会计准则第24号》对适用套期会计处理的具体规则，因此，本行将这些衍生金融工具按照以交易目的持有的衍生金融工具处理，其公允价值的变动计入“公允价值变动收益 / ( 损失 )”。

## 10. 买入返售及卖出回购

买入返售交易为本行根据返售协议向交易对手购入证券并在未来某一日期以约定的价格返售相同证券；卖出回购交易为本行根据回购协议向交易对手卖出证券并在未来某一日期以约定的价格回购相同证券。

买入返售和卖出回购金融资产款按业务发生时实际支付或收到的款项入账并在资产负债表反映。买入返售的已购入标的资产不予以确认，在表外作备查登记；卖出回购的标的资产仍在资产负债表内反映。

买入返售协议中所赚取之利息收入及卖出回购协议须支付之利息支出在协议期间按实际利率法确认为利息收入及利息支出。

## 11. 长期股权投资

### (1) 子公司

本行对子公司的投资，在本行会计报表中按照成本法核算，在编制合并会计报表时按权益法调整后进行合并。

### (2) 联营企业和合营企业

联营企业是指本行对其财务和经营决策具有重大影响的被投资单位。合营企业是指本行与其他方对其实施共同控制的被投资单位。

本行对联营企业和合营企业的股权投资初始按照成本确认，并采用权益法进行核算。除非本行有责任为联营企业或合营企业承担债务或已为其垫付资金，本行在确认联营企业或合营企业发生的净亏损时，以投资账面价值为限。本行按照应享有或应分担的被投资单位实现的净损益的份额，确认当期投资损益并调整长期股权投资的账面价值。被投资单位分派的利润或现金股利于宣告分配时按照本行应分得的部分，相应减少长期股权投资的账面价值。

本行与联营企业或合营企业间交易产生的未实现收益已按本行在联营企业或合营企业的投资比例进行抵销；除非交易提供了被转让资产发生减值的证据，否则未实现损失也被抵销。如有需要，在编制会计报表时，会对联营企业和合营企业的会计政策进行适当调整，以确保其与本行所采用的会计政策相一致。

### (3) 不存在控制、共同控制或重大影响的长期股权投资

其他本行对被投资单位不具有控制、共同控制或重大影响，并且在活跃市场中没有报价、公允价值不能可靠计量的长期股权投资，采用成本法核算。

(4) 采用成本法核算的长期股权投资，除取得投资时实际支付的价款或对价中包含的已宣告但尚未发放的现金股利或利润外，投资企业应当按照享有被投资单位宣告发放的现金股利或利润确认投资收益，不再划分是否属于投资前和投资后被投资单位实现的净利润。

## 12. 固定资产

本行固定资产是指本行为开展业务而持有的使用寿命超过一个会计年度、单位价值较大的有形资产。

固定资产包括房屋及建筑物、机器设备、运输工具和其他，按其取得时的成本作为入账的价值，其中，外购的固定资产成本包括买价和进口关税等相关税费，以及为使固定资产达到预定可使用状态前所发生的可直接归属于该资产的其他支出；自行建造固定资产的成本，由建造该项资产达到预定可使用状态前所发生的必要支出构成；投资者投入的固定资产，按投资合同或协议约定的价值作为入账价值，但合同或协议约定价值不公允的按公允价值入账；融资租赁租入的固定资产，按租赁开始日租赁资产公允价值与最低租赁付款额现值两者中较低者作为入账价值。

与固定资产有关的后续支出，包括修理支出、更新改造支出等，符合固定资产确认条件的，计入固定资产成本，对于被替换的部分，终止确认其账面价值；不符合固定资产确认条件的，于发生时计入当期损益。

除已提足折旧仍继续使用的固定资产和单独计价入账的土地外，本行对所有固定资产计提折旧。计提折旧时采用直线法，并根据用途分别计入当期费用。本行主要固定资产的分类折旧年限、预计净残值率、折旧率如下：

资产类别	折旧年限	预计净残值率	年折旧率
房屋、建筑物	30-35年	3%	2.77-3.23%
机器设备	3-5年	3%	19.40-32.33%
运输工具	6年	3%	16.17%

本行于每年年度终了，对固定资产的预计使用寿命、预计净残值和折旧方法进行复核，如发生改变，则作为会计估计变更处理。

当固定资产被处置、或者预期通过使用或处置不能产生经济利益时，终止确认该固定资产。固定资产出售、转让、报废或毁损的处置收入扣除其账面价值和相关税费后的金额计入当期损益。

## 13. 在建工程

在建工程按实际发生的成本计量。自营建筑工程按直接材料、直接工资、直接施工费等计量；出包建筑工程按应支付的工程价款等计量；设备安装工程按所安装设备的价值、安装费用、工程试运转等所发生的支出等确定工程成本。

在建工程在达到预定可使用状态之日起，根据工程预算、造价或工程实际成本等，按估计的价值结转固定资产，次月起开始计提折旧，待办理了竣工决算手续后再对固定资产原值差异及累计折旧差异进行调整。

#### 14. 无形资产

无形资产为本行拥有和控制的没有实物形态的可辨认非货币性资产，包括电脑软件及其他无形资产。按取得时的实际成本入账，自取得当月起在预计收益期限或有效期内平均摊销，计入当期损益，按取得时的实际成本扣除累计摊销以及减值准备后的净值列示。

#### 15. 研究与开发

本行的研究开发支出根据其性质以及研发活动最终形成无形资产是否具有较大不确定性，分为研究阶段支出和开发阶段支出。研究阶段的支出，于发生时计入当期损益；开发阶段的支出，同时满足下列条件的，确认为无形资产：

- (1) 完成该无形资产以使其能够使用或出售在技术上具有可行性；
- (2) 具有完成该无形资产并使用或出售的意图；
- (3) 运用该无形资产生产的产品存在市场或无形资产自身存在市场；
- (4) 有足够的技术、财务资源和其他资源支持，以完成该无形资产的开发，并有能力使用或出售该无形资产；
- (5) 归属于该无形资产开发阶段的支出能够可靠地计量。

不满足上述条件的开发阶段的支出，于发生时计入当期损益。前期已计入损益的开发支出在以后期间不再确认为资产。已资本化的开发阶段的支出在资产负债表上列示为开发支出，自该项目达到预定可使用状态之日起转为无形资产列报。

#### 16. 长期待摊费用的摊销方法和摊销年限

长期待摊费用是指已经支出，但摊销期限在1年以上(不含1年)的各项费用，主要包括租入固定资产装修费用等，按合同中约定的期限或收益期平均摊销。

#### 17. 抵债资产

在收回已减值贷款和垫款时，本行可通过法律程序收回抵押品的所有权或由借款人自愿交付所有权。如果本行有意按规定进行变现并且不再要求借款人偿还贷款，抵押资产在“抵债资产”中列报。

当本行以抵债资产作为补偿贷款或垫款的应收利息损失时，该抵债资产以公允价值入账，取得抵债资产应支付的相关费、垫付诉讼费用和其他成本计入抵债资产账面价值。抵债资产以入账价值减去减值准备计入资产负债表内。抵债资产的减值因素已经确认消失的减值准备金额应当予以恢复，并在原已计提抵债资产减值准备金额范围内予以转回，转回的金额计入当期损益。

#### 18. 非金融资产资产减值

本行于资产负债表日判断固定资产、使用寿命有限的无形资产及长期股权投资等资产是否存在可能发生减值的迹象，存在减值迹象的，本行将估计其可收回金额，进行减值测试。

可收回金额根据资产的公允价值减去处置费用后的净额与资产预计未来现金流量的现值两者之间较高者确定。本行以单项资产为基础估计其可收回金额；难以对单项资产的可收回金额进行估计的，以该资产所属的资产组为基础确定资产组的可收回金额。资产组的认定，以资产组产生的主要现金流入是否独立于其他资产或者资产组的现金流入为依据。





当资产或者资产组的可收回金额低于其账面价值时，本行将其账面价值减记至可收回金额，减记的金额计入当期损益，同时计提相应的资产减值准备。上述资产减值损失一经确认，在以后期间不予转回。

## 19. 金融负债分类和计量

本行的金融负债于初始确认时分类为：以公允价值计量且其变动计入当期损益的金融负债、其他金融负债。对于以公允价值计量且其变动计入当期损益的金融负债，相关交易费用直接计入当期损益，其他金融负债的相关交易费用计入其初始确认金额。

### (1) 以公允价值计量且其变动计入当期损益的金融负债

以公允价值计量且其变动计入当期损益的金融负债，包括交易性金融负债和初始确认时指定为以公允价值计量且其变动计入当期损益的金融负债。交易性金融负债是指满足下列条件之一的金融负债：承担该金融负债的目的是为了在近期内回购；属于进行集中管理的可辨认金融工具组合的一部分，且有客观证据表明企业近期采用短期获利方式对该组合进行管理；属于衍生工具，但是，被指定且为有效套期工具的衍生工具、属于财务担保合同的衍生工具、与在活跃市场中没有报价且其公允价值不能可靠计量的权益工具投资挂钩并须通过交付该权益工具结算的衍生工具除外。对于此类金融负债，按照公允价值进行后续计量，所有已实现和未实现的损益均计入当期损益。

### (2) 其他金融负债

其他金融负债以扣除交易费用的公允价值进行初始确认，后续期间采用实际利率法，按照摊余成本进行计量。

## 20. 预计负债

如果与或有事项相关的义务是本行承担的现时义务，且该义务的履行很可能导致经济利益流出本行，以及该义务的金额能够可靠地计量，则本行确认预计负债。对表外开出信用证、开出保函的责任余额比照表内类似金融资产是否存在减值的客观证据进行组合评估的方法计提表外信贷风险准备，确认为预计负债。

预计负债按照履行相关现时义务所需支出的最佳估计数进行初始计量，并综合考虑与或有事项有关的风险、不确定性和货币时间价值等因素。每个资产负债表日对预计负债的账面价值进行复核，有确凿证据表明该账面价值不能反映当前最佳估计数的，按照当前最佳估计数对该账面价值进行调整。

本行对保函、信用证表外业务参照贷款减值政策确认预计负债。

## 21. 职工薪酬

职工薪酬是本行为获得员工提供的服务而给予的各种形式报酬以及其他相关支出。本行在员工提供服务的会计期间，将应付的职工薪酬确认为负债，并相应增加资产成本或当期费用。



### (1) 员工社会保障

根据相关政策规定，本行执行事业单位福利政策。总行在职员工参加了失业保险计划。部分分行按照当地相关社会福利政策的要求参加当地社会保障计划。各项社会保险支出于实际发生时计入当期损益。

### (2) 员工退休福利

按照主管政府部门的要求，本行为离退休员工支付的退休金及福利，于实际发生时计入当期损益。

### (3) 住房公积金及住房补贴

根据相关政策规定，本行在职员工均按当地政府规定参加当地住房公积金计划。本行每月按照员工工资总额的一定比例缴纳住房公积金，支付的款项在发生时计入当期损益。

本行向符合国家相关规定的员工支付住房补贴，住房补贴在实际支付时计入当期损益。

## 22. 受托业务

本行在受托业务中担任客户的托管人、受托人或代理人。本行的资产负债表不包括本行因受托业务而持有的资产以及有关向客户交还该资产的承诺，该资产的风险和收益由客户承担。

委托贷款是指委托人提供资金（委托存款），由本行根据委托人确定的贷款对象、用途、金额、期限、利率等要求而代理发放、监督使用并协助收回的贷款，其风险由委托人承担。本行只收取手续费，并不在资产负债表上反映委托贷款，也不计提贷款减值准备。

## 23. 收入及支出确认原则和方法

### (1) 利息收入和利息支出

以摊余成本计量的金融资产 / 负债按照实际利率法以权责发生制确认相应利息收入或支出。

实际利率法是一种计算某项金融资产或金融负债的摊余成本以及在不同期间分摊利息收入或利息支出的方法。实际利率是将金融资产和金融负债在预计期限内的未来现金流量折现为该金融资产或金融负债账面净值所使用的利率。本行在预计未来现金流量时会考虑金融工具的所有合同条款，但不会考虑未来的信用损失，计算中包括所有归属于实际利率组成部分的所有交易费用和溢折价。

若金融资产发生减值，相关的利息收入按照计量减值损失的现金流贴现利率确认。

### (2) 手续费及佣金收入

手续费及佣金收入通常在提供相关服务时按权责发生制原则确认。

与可能发放的贷款相关的贷款承诺费（及其相关直接费用）被递延确认并作为对贷款实际利率的调整。当银团贷款安排已完成，且本行自身未保留任何贷款，或只按与其他银团成员相同的实际利率保留部分贷款时，银团贷款手续费确认为收入。

本行独立或参与为第三方提供企业兼并及转让服务、证券发行业务所产生的手续费收入，在交易完成时确认。资产管理及其他管理咨询、服务费及财务担保费基于服务合同约定，通常分期按比例确认。

### (3) 汇兑损益

汇兑损益主要是本行保留的外汇敞口随市场利率波动而形成的汇兑差额。

## 24. 所得税

所得税包括当期所得税和递延所得税。除由于与直接计入股东权益的交易或者事项相关的计入股东权益外，均作为所得税费用或收益计入当期损益。

当期所得税是按照当期应纳税所得额计算的当期应交所得税金额。应纳税所得额系根据有关税法规定对本年度税前会计利润作相应调整后得出。

本行对于当期和以前期间形成的当期所得税负债或资产，按照税法规定计算的预期应交纳或返还的所得税金额计量。

本行根据资产与负债于资产负债表日的账面价值与计税基础之间的暂时性差异，以及为作为资产和负债确认但按照税法规定可以确定其计税基础的项目的账面价值与计税基础之间的差额产生的暂时性差异，采用资产负债表债务法计提递延所得税。

各种应纳税暂时性差异均据以确认递延所得税负债，除非：

(1) 应纳税暂时性差异是在以下交易中产生的：商誉的初始确认；或者具有以下特征的交易中产生的资产或负债的初始确认：该交易不是企业合并，并且交易发生时既不影响会计利润也不影响应纳税所得额或可抵扣亏损。

(2) 对于与子公司、合营企业及联营企业投资相关的应纳税暂时性差异，该暂时性差异转回的时间能够控制并且该暂时性差异在可预见的未来很可能不会转回。

对于可抵扣暂时性差异、能够结转以后年度的可抵扣亏损和税款抵减，本行以很可能取得用来抵扣可抵扣暂时性差异、可抵扣亏损和税款抵减的未来应纳税所得额为限，确认由此产生的递延所得税资产，除非：

(1) 可抵扣暂时性差异是在以下交易中产生的：该交易不是企业合并，并且交易发生时既不影响会计利润也不影响应纳税所得额或可抵扣亏损。

(2) 对于与子公司、合营企业及联营企业投资相关的可抵扣暂时性差异，同时满足下列条件的，确认相应的递延所得税资产：暂时性差异在可预见的未来很可能转回，且未来很可能获得用来抵扣可抵扣暂时性差异的应纳税所得额。

本行于资产负债表日，对于递延所得税资产和递延所得税负债，依据税法规定，按照预期收回该资产或清偿该负债期间的适用税率计量，并反映资产负债表日预期收回资产或清偿负债方式的所得税影响。

于资产负债表日，本行对递延所得税资产的账面价值进行复核。如果未来期间很可能无法获得足够的应纳税所得额用以抵扣递延所得税资产的利益，减记递延所得税资产的账面价值。在很可能获得足够的应纳税所得额时，减记的金额予以转回。

## 25. 租赁

### (1) 租赁的分类

实质上转移了与资产所有权有关的全部风险和报酬的租赁为融资租赁，除此之外的均为经营租赁。

### (2) 融资租赁

本行作为出租人，在租赁期开始日，将租赁开始日最低租赁收款额作为应收款的入账价值，计入“发放贷款和垫款”，同时记录未担保余值；最低租赁收款额及未担保余值之和与其现值之间的差额确认为未实现融资收益。未实现融资收益在租赁期内各个期间采用实际利率法进行摊销。

### (3) 经营租赁

本行作为承租人，租赁费用在租赁期内按直线法摊销，计入利润表中的“业务及管理费”。

本行作为出租人，出租的资产仍作为本行资产反映，租金收入在租赁期内按直线法确认，计入利润表中的“其他业务收入”。

## 26. 或有负债

或有负债是指由过去的交易或事项引起的可能需要履行的义务，其存在将由某些本行所不能完全控制的未来事项是否发生来确定。或有负债也可能是由于过去事项而产生的现实义务。但由于该义务不会引起经济利益的流出或该流出不能可靠地加以计量时，因此该义务未被确认为负债。

或有负债不作为预计负债确认，仅在附注中加以披露。只有在该事项很可能导致经济利益的流出，且该金额能够可靠计量时才确认为预计负债。

## 27. 合并会计报表的编制方法

编制合并会计报表时，合并范围包括本行及全部子公司。

从取得子公司的实际控制权之日起，本行开始将其纳入合并范围；从丧失实际控制权之日起停止纳入合并范围。对于同一控制下企业合并取得的子公司，自其与本行同受最终控制方控制之日起纳入本行合并范围，并将其在合并日前实现的净利润在合并利润表中单列项目反映。

在编制合并会计报表时，子公司与本行采用的会计政策或会计期间不一致的，按照本行的会计政策或会计期间对子公司会计报表进行必要的调整。对于非同一控制下企业合并取得的子公司，以购买日可辨认净资产公允价值为基础对其会计报表进行调整。

本行与子公司所有重大往来余额、交易及未实现利润在合并会计报表编制时予以抵销。子公司的股东权益及当期净损益中不属于本行所拥有的部分分别作为少数股东权益及少数股东损益在合并会计报表中股东权益及净利润项下单独列示。



## 28. 企业合并

对于非同一控制下的企业合并，购买方发生的合并成本及在合并中取得的可辨认净资产按购买日的公允价值计量。合并成本大于合并中取得的被购买方于购买日可辨认净资产公允价值份额的差额，确认为商誉；合并成本小于合并中取得的被购买方可辨认净资产公允价值份额的差额，计入当期损益。

## 29. 重大会计估计及判断

本行根据历史经验和其他因素，包括对未来事项的合理预期，对所采用的重要会计估计和关键假设进行持续的评价。很可能导致下一会计年度资产和负债的账面价值出现重大调整风险的重要会计估计和关键假设列示如下，当未来的实际结果可能与下述会计估计和判断存在重大差异时，本行将根据实际情况做出合理的判断及调整。

### (1) 贷款和垫款的减值准备

本行定期审阅贷款和垫款，以评估其是否出现减值情况，并在出现减值情况时评估减值损失的具体金额。减值的客观证据包括显示单项贷款和垫款预计未来现金流量出现大幅下降的可观察数据、显示投资组合中债务人及发行人的还款状况出现负面变动的可观察数据，或国家或地区经济状况发生变化引起组合内资产违约等事项。

单项方式评估的贷款和垫款减值损失金额为该垫款和垫款预计未来现金流量现值的净减少额。

除对已经识别的减值贷款单独进行减值损失评估外，本行定期对贷款组合的减值损失情况进行评估。导致预计现金流减少的减值迹象包括该贷款组合中借款人的还款能力发生恶化，或借款人所处的经济环境发生不利变化导致该贷款组合的借款人出现违约。基于具有类似信用风险特征的资产组合所发生损失的历史经验，本行对存在减值迹象的贷款组合做出减值估计。对于用于估测预计未来现金流的发生时间与金额时所使用的方法与假设，本行会定期评估以降低贷款减值实际损失与估计损失之间的差异。

### (2) 可供出售金融资产的减值

本行遵循《企业会计准则第8号 – 资产减值》和《企业会计准则第22号 – 金融工具确认和计量》确定可供出售金融资产是否发生减值。减值确定在很大程度上依赖于管理层判断。在进行判断的过程中，本行需评估该项投资的公允价值低于成本的程度和持续期间、投资项下基础资产质量（例如，违约率和损失覆盖率等）以及被投资对象的财务状况、短期业务展望（例如，行业状况及信用评级）等因素。

### (3) 金融工具公允价值

对有活跃交易市场的金融工具，本行通过向市场询价确定其公允价值；对没有活跃交易市场的金融工具，本行使用估值技术确定其公允价值。这些估价技术包括使用近期公平市场交易价格，可观察到的类似金融工具价格，使用风险调整后的折现现金流量分析，以及普遍使用的市场定价模型。本行对衍生及其它金融工具公允价值的估值模型使用可观察的市场数据，例如：利率收益率曲线和外汇汇率。使用估值技术计算出的公允价值会根据行业惯例，以及当期可观察到的市场交易中相同或类似金融工具的价格进行验证。

本行将根据业务发展和风险管理政策要求，及时修订市值重估业务范围；根据风险量化评估系统的建设和完善，及时修订市场重估的方法和模型。

#### (4) 持有至到期投资

本行将具有固定或可确定支付金额并且到期日固定的非衍生金融资产划分为持有至到期投资。这一分类涉及重大判断。在做出相关判断时，本行会对其持有该类债券至到期日的意愿和能力进行评估。如本行对有明确意图和能力持有某项投资至到期日的判断产生偏差，该项投资所属整个投资组合重新归类为可供出售金融资产。

#### (5) 所得税

在正常的经营活动中，确定所得税涉及对某些交易事项未来税务处理的判断，最终的税务处理都存在不确定性。本行慎重评估各项交易的税务影响，并计提相应的所得税。《中华人民共和国企业所得税法》于2008年1月1日起施行。由于新企业所得税法部分实施细则尚未最终确定等因素的影响，以致很多交易最终的税务处理和计算存在不确定性。本行结合当前的税收法规及以前年度政府主管机关对本行的批复，对资产减值损失能否税前抵扣进行税务估计。如果这些税务事项的最终认定结果同原估计的金额存在差异，则该差异将对最终认定期间的当期所得税和递延所得税产生影响。

递延所得税资产按可抵扣税务亏损及可抵扣暂时性差异确认。本行持续审阅对递延所得税的判断，如预计未来很可能获得能利用的应纳税所得额，将确认相应的递延所得税资产。

### 四、会计政策和会计估计变更以及其他更正的说明

1. 根据《财政部关于中国进出口银行2009年度财务会计决算的批复》，本行在2010年度追溯提取2009年度法定盈余公积金272,519,600.00元，调整减少2010年初未分配利润272,519,600.00元。

2. 根据财政部驻北京市财政监察专员办事处出具的《关于中国进出口银行北京分行资产财务情况检查结论和处理决定》文件，本行追溯调整不属于2009年度的费用53,495元，调整增加2010年初未分配利润53,495元。

### 五、税项

本行适用的主要税项及税率如下：

税 / 费种	计提税 / 费依据	税 / 费率
营业税	应税金融业务收入	5%
城建税	营业税	7%
教育费附加	营业税	3%
所得税	应纳税所得额	25%

根据国税发【2008】28号以及国税函【2004】996号文件的规定，本行所得税期末由总行汇总统一缴纳；营业税由总行和各分支机构分别缴纳。

本行香港子公司银鼎控股有限公司遵从所在地税务规定计提缴纳相关税费。

## 六、本行财务报表主要项目注释

本行纳入合并范围的子公司银鼎控股有限公司尚处于业务开展初期，其报表项目对本行数据影响较小，故以下注释仅为本行报表与合并报表存在重大差异的项目。

### 长期股权投资

项 目	年末金额	年初金额
按成本法核算的长期股权投资	1,842,849,683.15	418,258,610.98
按权益法核算的长期股权投资	1,839,822,365.29	1,476,916,970.67
<b>长期股权投资合计</b>	<b>3,682,672,048.44</b>	<b>1,895,175,581.65</b>
减：长期股权投资减值准备		
<b>长期股权投资账面价值</b>	<b>3,682,672,048.44</b>	<b>1,895,175,581.65</b>

主要的子公司有关资料列示如下：

子公司名称	注册地	业务性质	注册资本	投资货币	本行持股及享有的表决权比例
银鼎控股有限公司	香港	投资东盟基金及其管理公司	1300	美元	100%

2010年12月31日，本行主要子公司投资账面余额列示如下：

项 目	年末金额	年初金额
银鼎控股有限公司	8,609.51	8,876.66
<b>合计</b>	<b>8,609.51</b>	<b>8,876.66</b>
减：长期股权投资减值准备		
子公司投资净额	8,609.51	8,876.66



## 七、或有事项及主要表外项目

### 1. 未决诉讼

截至2010年12月31日止，本行无对本行财务状况和经营成果产生重大影响的未决诉讼事项。

### 2. 资本性承诺

于2007年5月，本行参与发起设立中国－意大利中小企业基金，又称曼达林基金，按照各基金发起人签订的《投资和股东协议》，曼达林基金总规模为3.2775亿欧元，本行承诺认购基金份额75,000,000.00欧元。截至2010年12月31日止，本行已缴付认购金额37,259,172.00欧元，剩余认缴资金按照约定将在2012年4月前缴足。

于2008年5月，本行参与发起设立国科瑞华创业投资企业，按照《国科瑞华创业投资企业合作经营企业合同》，本行承诺出资290,000,000.00元，占28.68%比例。截至2010年12月31日止，本行已缴付出资145,000,000.00元，剩余出资将在2013年6月前缴足。

于2007年9月，本行与航天四院签订《T400及以上级PAN基碳纤维工程化项目投资协议》，按照协议约定，双方共同出资设立西安康本材料有限公司，被投资单位注册资本6亿元，分两期出资到位，本行承诺出资金额为270,000,000.00元。截至2010年12月31日止本行已完成第一次出资金额112,500,000.00元，二次出资时点将根据投资项目的进度确定。

于2008年10月，本行与成都投资控股集团有限公司、成都高新投资集团有限公司签订《成都银科创业投资引导基金合作协议》，约定三方共同发起设立成都银科创业投资有限公司，公司注册资本15亿元，分三期出资到位，本行承诺出资金额为750,000,000.00元。截至2010年12月31日止，本行已完成第一次出资金额250,000,000.00元，二次出资时点将根据成都银科创业投资有限公司对外投资进度确定。

### 3. 信用承诺

#### 主要表外风险

项 目	年末金额	年初金额
开出保函	149,542,627,124.01	147,542,183,836.16
开出信用证	7,247,652,916.99	4,828,039,353.96
银行承兑	5,116,009,052.40	1,957,609,333.25
不可撤销贷款承诺	332,222,309,166.86	255,699,391,066.86
<b>合计</b>	<b>494,128,598,260.26</b>	<b>410,027,223,590.23</b>

### 4. 经营租赁承诺

于2010年4月，本行与北京凯晨置业有限公司就承租凯晨世贸大厦西座整栋作为办公楼事宜达成补充协议，延长原租赁合同期限三年，自2011年3月1日至2014年2月28日。截至2010年12月31日，剩余租赁期为38个月，经营租赁承诺金额为705,058,346元。



## 5. 承销责任

项 目	年末金额	年初金额
企业短期融资券	820,000,00.00	190,000,00.00
<b>合计</b>	<b>820,000,00.00</b>	<b>190,000,00.00</b>

## 八、外国政府贷款转贷业务资产负债表

单位：千元人民币

资 产	2010-12-31
存放同业款项	880,685
其他应收款	675,302
其他流动资产	11,915,089
转贷外国政府贷款	156,673,101
减：贷款呆账准备	289,429
<b>资产总计</b>	<b>169,854,748</b>
<b>负 债</b>	<b>2010-12-31</b>
应付及暂收款	1,047,118
借入外国政府贷款	168,667,984
<b>负债合计</b>	<b>169,715,102</b>
<b>所有者权益</b>	<b>2010-12-31</b>
未分配利润	139,646
所有者权益合计	139,646
<b>负债及所有者权益总计</b>	<b>169,854,748</b>

## I Basis of Preparation

Based on the Continuing Operations Assumptions, the Bank's financial statement has adopted the new Basic Standard and 38 specific standards issued on Feb 15 2006, and Implementation Guidance, Interpretation and other regulations (ASBE) issued by the MOF.

### After applying the ASBE, the following transactions and issues adopt special accounting policies

#### 1. Onlending loans of foreign governments

Onlending loans of foreign governments refer to sovereign loans borrowed from foreign governments by Chinese Ministry of Finance in the name of Chinese Government. The Export-Import Bank of China (the Bank) is entrusted to lend the loans to domestic borrowers and is responsible for the drawing and payment of the loans, collection of the interests and expenses, and repayment, etc.

The onlending projects could be classified into three types in accordance with different repayment obligations:

Type One: The borrower is either a local provincial department of finance or a department of the State Council, who is responsible for the loan repayment.

Type Two: The borrower is the company that implements the onlending project and bears the responsibility of loan repayment. The local provincial department of finance or relevant department of the State Council provides repayment guarantee for the project.

Type Three: The borrower is the company that implements the onlending project and bears the responsibility of loan repayment. The local provincial department of finance or relevant department of the State Council does not provide repayment guarantee for the project. The Bank assesses the project independently, onlends on the Bank's own accord, bears the risks and acts as the final repayment party.

Pursuant to Caizhai (2000) No.71 circular issued by the MOF, the projects of type three are self-conducted loans and are accounted on the accrual basis in the financial statements, while the projects of type one and type two are agency transactions and are accounted on the cash basis off-balance sheet. Profit and loss from the projects of type one and type two are brought forward monthly in the income statement as commission income, interests income and expenses on onlending loans, and foreign exchange gains/losses on onlending loans. Accumulated net profit or loss is presented as "entrusted onlending loans" under other current assets or other current liabilities at the balance sheet date.

#### 2. General provision

The general provision of the Bank is set aside for unidentified potential loss. The specific withdrawing appropriation or amount is determined in accordance with the regulation of the regulator.

#### 3. Retirement benefit obligations

Pursuant to the regulation of the regulator, the Bank accounts for the supplemental retirement benefits and early retirement benefits for retired employees on the cash basis.



## II Statement of Compliance

The financial statements of the Bank have been prepared in accordance with the ASBE, and present truly and completely the Bank's financial position, results of operations, cash flows and other relevant information.

## III Principal Accounting Policies and Accounting Estimates

The financial statements of the Bank of the year 2010 have been prepared in accordance with the following principal accounting policies and accounting estimates in line with the ASBE.

### 1. Accounting year

The Bank has adopted the calendar year as its accounting year, i.e. from 1 January to 31 December.

### 2. Functional currency

Renminbi ("RMB") is the functional currency. Foreign currency transactions are accounted by using dual accounts system.

### 3. Basis of accounting

Financial statements are prepared on the accrual basis of accounting.

### 4. Measurement principles

In the financial statements of the Bank, except for derivative financial instruments, financial assets/liabilities at fair value through profit or loss, available-for-sale financial assets which are measured at fair value, historical cost is adopted as the measurement principle. Non-current assets classified as held for sale are measured at the lower of its carrying amount and fair value less costs to sell. Where assets are impaired, provisions for asset impairment are made in accordance with relevant requirements.

## 5. Foreign currency translation

### A. Translation of foreign currency transactions

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions or a rate that approximates the exchange rates at the date of the transaction. Exchange differences arising from the foreign currency transactions are recognized in profit or loss for the current period.

At the balance sheet date, foreign currency monetary items are translated to functional currency using the spot exchange rate at that date. Exchange differences of these items are recognized in profit or loss for the current period, except for those exchange differences of monetary securities classified as available-for-sale. Foreign currency non-monetary items carried at historical cost continue to be measured at the amounts in functional currency translated using the spot exchange rates at the dates of the transactions; foreign currency non-monetary items carried at fair value are translated using the spot exchange rates at the date when the fair value was determined. Differences between the translated amount and the original amount of functional currency are accounted for as changes in fair value and included in profit or loss for the period or equity.

### B. Translation of foreign currency financial statements

The Bank translates the foreign currency to RMB when preparing the financial statements. Assets and liabilities for each foreign currency balance sheet presented are translated at the closing rate at the date of that balance sheet; all equity items, except “Undistributed Profits”, are translated at the spot rates at the dates of the transactions; income and expenses for each income statement are translated at the spot rates at the dates of the transactions. All resulting exchange differences are recognized as “Currency translation differences”, a separate component of equity. Foreign currency cash flows are translated at the spot rates at the transaction dates. Effect of foreign exchange rate changes on cash and cash equivalents is presented separately in the statement of cash flows.

## 6. Cash and cash equivalents

Cash comprises cash at hand, balances with central bank, demand placements with banks and other financial institutions, and due from banks and other financial institutions with original maturity of less than three months.



## 7. Financial assets

### A. Classification and measurement of financial assets

On initial recognition, financial assets are classified into the following four categories: financial assets at 'fair value through profit or loss' (FVTPL), 'held-to-maturity' investments, 'loans and receivables' and 'available-for-sale' (AFS) financial assets. The classification of financial assets depends on the Bank's intention and ability to hold them. Financial assets are initially recognized at fair value. For financial assets at FVTPL, related transaction costs are directly charged to the profit or loss for the current period; for financial assets classified as other categories, related transaction costs are included in the initial recognition amounts.

#### a. *Financial assets at FVTPL*

Financial assets at FVTPL include financial assets held for trading and those designated as FVTPL at inception. A financial asset is classified as held for trading if: (1) it has been acquired principally for the purpose of selling in the near future; or (2) it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-making; or (3) it is a derivative. Financial assets at FVTPL are subsequently measured at fair value, with all realized and unrealized gains or losses recognized in profit or loss for the current period. Interests received during the period in which the Bank holds the financial assets at FVTPL are recognized as interest income.

#### b. *Held-to-maturity investments*

Held-to-maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Bank has the positive intention and ability to hold to maturity. Held-to-maturity investments are subsequently measured at amortized cost using the effective interest method; gains or losses arising from derecognition, impairment or amortization are recognized in profit or loss for the current period.

Other than sales or reclassifications due to a significant deterioration in the issuer's creditworthiness, whenever the Bank sells or reclassify more than an insignificant amount of held to maturity investments before maturity during the current financial year, any remaining held to maturity investments shall be reclassified as available for sale. The Bank shall not classify any financial assets as held to maturity during the current financial year or during the two following financial years.

#### c. *Loans and receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are subsequently measured at amortized cost using the effective interest method. Gains or losses arising from derecognition, impairment or amortization are recognized in profit or loss for the current period.

**d. AFS financial assets**

AFS financial assets are those non-derivative financial assets that are designated as available-for-sale or are not classified as (1) financial assets at FVTPL, (2) loans and receivables, and (3) held-to-maturity investments. AFS financial assets are subsequently measured at fair value.

A premium and a discount shall be amortized using the effective interest method, and recognized as interest income or expenses. Gains or losses arising from changes in fair value (other than impairment losses and foreign exchange differences resulted from foreign currency monetary assets which are recognized in profit or loss for the current period) are recognized as a separate component of capital reserve, and are reversed and recognized in profit or loss for the period when such financial assets are derecognized or impaired. Dividends or interests income related to the available-for-sale financial assets are recognized in profit or loss for the current period.

**B. Derecognition of financial assets**

The Bank derecognizes a financial asset only when the contractual rights to receive the cash flows from the financial asset expire or it transfers substantially all the risks and rewards of ownership of the asset.

**C. Measurement of fair value**

Financial instruments should be measured at fair value. The fair value of financial instruments (not including derivatives) traded in active markets is based on its quoted market price. The quoted market price is a price that is readily and regularly available from an exchange, dealer, broker, industry association, pricing service, and etc, and represents actual and regularly occurring market transactions on an arm's length basis.

For all other financial instruments and derivatives not quoted in an active market, the fair value is determined by using appropriate valuation techniques. Valuation techniques include making reference to the prices from recent arm's length market transactions between knowledgeable and willing parties, if available, current fair value of another instrument that is substantially the same, discounted cash flow analysis and option pricing models. The valuation techniques the Bank choose are those generally accepted by the market participants, and testified as being reliable by the past market transaction prices. The Bank assesses the valuation techniques regularly and tests its effectiveness.



## D. Impairment of financial assets

An assessment is made at each balance sheet date to determine whether there is objective evidence of impairment of financial assets or group of financial assets other than those at FVTPL. If there's objective evidence of impairment of financial assets as a result of one or more events that occur after the initial recognition of those assets ("loss events") and if the loss events have an impact on the estimated future cash flows of the financial assets or group of financial assets that can be reliably estimated, the financial assets or group of financial assets are impaired and impairment losses are incurred. Objective evidence that a financial asset or group of assets is impaired includes the following observable loss events:

- ◆ significant financial difficulty of the issuer or obligor;
- ◆ a breach of contract, such as a default or delinquency in interest or principal payments;
- ◆ the Bank, for economic or legal reasons relating to the borrower's financial difficulty, granting to the borrower a concession that the Bank would not otherwise consider;
- ◆ it becoming probable that the borrower will enter into bankruptcy or other financial reorganization;
- ◆ disappearance of an active market for that financial asset because of financial difficulties of the issuer;
- ◆ observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial asset in the group, including: adverse changes in the payment status of borrowers in the group; a decrease in property prices for mortgages in the relevant area, or adverse changes in industry conditions that affect the borrowers in the group;
- ◆ any significant change with an adverse effect that has taken place in the technological, market, economic or legal environment in which the obligor operates, and indicates that the cost of investments in equity instruments may not be recovered;
- ◆ a significant or prolonged decline in the fair value of an investment in an equity instrument below its cost; or
- ◆ other objective evidence indicating there is an impairment of the financial asset.

### a. *Financial assets carried at amortized cost*

The Bank assesses individually whether objective evidence of impairment exists for loans and receivables or held-to-maturity investments that are individually significant (amounts over RMB200 millions). If there is objective evidence that an impairment loss has been incurred, the carrying amount of the asset is reduced to the present value of estimated future cash flows discounted at the original effective interest rate and shall include the value of any relevant collaterals. The reduced amount is recognized as impairment loss in profit or loss for the current period.

If the estimated future cash flows do not differ significantly from its present value for short-term loans and receivables or held-to-maturity financial assets, there's no need to use the discounted value when determining the impairment of the assets. The present value of the estimated future cash flows of a collateralized financial asset or receivable reflects the cash flows that reduce the costs for obtaining and selling the collateral, whether or not repossession is possible.

The Bank includes, in a group of financial assets with similar credit risk characteristics, similar loans and advances to customers that are not individually significant, or customer loans and receivables having been individually assessed for impairment and found not to be impaired, and collectively assesses them for impairment. If there is objective evidence that estimated future cash flows of a certain type of financial assets reduce significantly after the initial recognition, impairment loss shall be recognized in profit or loss for the current period.

The Bank assesses the impairment losses of similar loans and advances to customers that are not individually significant, or customer loans and receivables having been individually assessed for impairment and found not to be impaired, by Delinquency Flow Method (Migration Model). The probability of default and historical loss experience are used as inputs to calculate the impairment loss. The inputs are adjusted on the basis of current observable data to reflect the effects of current economic conditions.

Receivables that are not individually significant or those having been individually assessed for impairment and found not to be impaired are classified in different groups according to similar credit risk characteristics. Impairment loss is certain percentages of the balances of these receivable groups, and allowances for bad debts are determined accordingly. Specific percentages are as follows:

Account Receivable Age	Provision Rate
0-6 months (6 months included)	0%
6 months-1 year (1 year included) overdue	50%
Overdue over 1 year	100%

If, in a subsequent period, the amount of financial assets recovers and the recovery can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the previously recognized impairment loss shall be reversed. The amount of the reversal shall be recognized in profit or loss for the current period. The reversal shall not result in a carrying amount of the financial asset that exceeds what the amortized cost would have been had the impairment not been recognized at the date the impairment is reversed.

The impairment policy for financial assets carried at amortized cost is not applicable to Chinese Government Concessional Loan, Preferential Export Buyer's Credit, and special state loan, whose impairment loss is determined in accordance with their specific risk classification. The provision rates are derived from the "five-category credit classification" as follows: normal





class, 1%; concern class, 2%; secondary class, 25%; doubtful class, 50%, loss class, 100%.

When an item of loans is uncollectible, it is written off against the related allowance for impairment losses. Such loans and receivables are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of the amounts previously written off decrease the amount of the impairment loss and are recognized in profit or loss for the current period.

***b. Restructured loans***

Restructured loans are loan items arising from renegotiation of the loan terms by the Bank and the debtors with worsening financial position or possible default. The Bank assesses the impairment of the restructured loans individually at the restructuring date. The Bank continuously reviews restructured loans. If all criteria are met after the restructuring watch period, the restructured loans are no longer regarded as impaired loans after approval.

***c. AFS financial assets***

If there's objective evidence that AFS financial assets are impaired, accumulated losses due to decreases in fair value previously recognized directly in capital reserve are reversed and charged to profit or loss for the current period, even if the financial assets are not derecognized. The reversed accumulated losses are the asset's initial acquisition costs after deducting amounts recovered and amortized, current fair value and impairment losses previously recognized in profit or loss.

If, in a subsequent period, the carrying amount of AFS debt instruments increases and the increase can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment losses are reversed. The reversal shall be recognized in profit or loss for the current period. The reversal of impairment losses of AFS equity instruments is recognized in capital reserve, not in profit or loss for the current period. Impairment losses incurred by investments in an unquoted equity instrument (without a quoted price in an active market) whose fair value cannot be reliably measured are not reversed.

**E. Transfer of financial assets**

The Bank derecognizes a financial asset when it transfers substantially all the risks and rewards of ownership of the asset to the transferee, and the Bank does not derecognize a financial asset when it retains substantially all the risks and rewards of ownership of the asset.

Where the Bank neither transfers nor retains substantially all risks and rewards of ownership of the financial asset, and (1) gives up the control of the financial asset, the Bank derecognizes the financial asset and recognizes an asset and liability; or (2) does not give up the control of the financial asset, the Bank continues to recognize the relevant financial assets to the extent of the its continuing involvement in the transferred asset, and recognizes a financial liability.

## 8. Offsetting financial assets and financial liabilities in presentation

A financial asset and a financial liability are offset and the net amount is presented in the balance sheet when the Bank has a legal right to set off the recognized amounts and the legal right is currently enforceable; and the Bank intends either to settle on a net basis, or to realize the financial asset and settle the financial liability simultaneously.

## 9. Derivative financial instruments and embedded derivatives

The Bank uses derivative financial instruments such as forward foreign currency contracts and interest rate swaps to hedge its risks associated with foreign currency and interest rate fluctuations. Such derivative financial instruments are initially recognized at fair value on the date on which a derivative contract is entered into and are subsequently measured at fair value. Fair value of derivatives are determined by quoted price in an active market (including recent market transaction price) or valuation models (including discounted cash flow analysis and option pricing models). Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative. Derivatives that are linked to and must be settled by delivery of investments in equity instruments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured shall be measured at cost.

Certain derivative transactions, while providing effective economic hedges under the Bank's risk management positions, do not qualify for hedge accounting under ASBE 24 and are therefore treated as derivatives held for trading with fair value changes recognized as "net gains (or losses) on fair value changes".

## 10. Financial assets held under resale agreements and financial assets sold under repurchase agreements

Transactions with resale agreements are transactions when the Bank purchases securities from the counterparty according to the resale agreements and sells the same securities at a fixed price at a future date. Transactions with repurchase agreements are transactions when the Bank sells securities to the counterparty according to the repurchase agreements and repurchases the same securities at a fixed price at a future date.

Considerations paid or received for financial assets held under resale agreements or financial assets sold under repurchase agreements are recognized in the balance sheet. Assets purchased under agreements to resell at a specified future date are not recognized, but recorded on the reference book. Assets sold under agreements to repurchase at a specified future date are still presented in the balance sheet.

The interest income for resale agreements and interest expense for repurchase agreements are accrued over the life of the agreement using the effective interest method.



## 11. Long-term equity investment

### A. Subsidiaries

The cost method is used to account for the Bank's investment in subsidiaries. The investment is adjusted by equity method when preparing the consolidated financial statements.

### B. Associates and joint ventures

Associates are all entities over whose financial and operational decisions the Bank has significant influence. Joint ventures exist where the Group has a contractual arrangement with one or more parties to undertake economic activities which are subject to joint control.

Investments in associates and joint ventures are initially recognized at cost and are accounted for using the equity method of accounting. Unless the Bank has an obligation to assume liability or has already made payments for the associates or the joint ventures, the losses of the associates and the joint ventures are recognized to the extent of the carrying amount of the investment. The Bank recognizes the investment gains or losses for the current period and adjusts the carrying amount of long-term equity investment according to the share of the net profit/loss of the investee. Distributions or cash dividends of the investee that belong to the Bank reduce the carrying amount of the long-term equity investment when declared.

Unrealized gains on transactions between the Bank and its associates and joint ventures are eliminated to the extent of the Bank's interests in the associates and joint ventures; unrealized losses are also eliminated unless the transaction provides evidence of impairment of the asset transferred. Accounting policies of associates and joint ventures shall be adjusted when preparing the financial statements to ensure consistency with the policies adopted by the Bank.

### C. Long-term equity investment with no control, joint control or significant influence

Where the Bank does not have control, joint control or significant influence over the investee, and the investment is not quoted in an active market and its fair value cannot be reliably measured, a long-term equity investment is accounted for using the cost method.

**D.** For long-term equity investment accounted for using the cost method, except for the cash dividends or distributions declared and not yet distributed included in the considerations paid to acquire the investment, the cash dividend or distributions declared by the investee that belong to the investor should be recognized as investment gains, without considering whether the net profit is realized before or after the investment.

## 12. Fixed assets

The Bank's fixed assets are tangible assets that are held for use in the supply of services, have useful lives over one accounting year and high values per unit.

Fixed assets include buildings, equipment, motor vehicles and others. A fixed asset is initially measured at cost. The cost of a purchased fixed asset comprises its purchase price, tariffs and any directly attributable costs of bringing the asset to its present working condition and location for its intended use. The cost of a self-constructed fixed asset comprises those expenditures necessarily incurred for bringing the asset to working condition for its intended use. The cost of a fixed asset contributed by an investor shall be determined in accordance with the value stipulated in the investment contract or agreement, except when the value stipulated in the contract or agreement is not fair, fair value will be used. A fixed asset that is obtained under a finance lease is measured at the lower of the fair value of the leased asset and the present value of the minimum lease payments, each determined at the inception of the lease.

Subsequent expenditure incurred on a fixed asset, such as repairs and maintenance cost, dismantlement, removal and restoration costs, is included in the cost of the fixed asset, only if it meets the recognition criteria of a fixed asset. The carrying amount of the replaced part is derecognized. Other subsequent expenditure that fails to meet the recognition criteria of a fixed asset shall be recognized in profit or loss in the period in which they are incurred.

The Bank provides depreciation for all its fixed assets other than fully depreciated fixed assets that are still in use and land that is separately valued and accounted for. Depreciation is calculated on the straight-line basis and expensed according to its use. The estimated useful lives, residual value rate and depreciation rate of the Bank's fixed assets are as follows:

Type of assets	Estimated useful lives	Estimated residual value rate	Depreciation rate/year
Buildings	30-35 years	3%	2.77-3.23%
Equipment	3-5 years	3%	19.40-32.33%
Motor vehicles	6 years	3%	16.17%

The Bank reviews the useful life and estimated net residual value and the depreciation method applied at each financial year-end. A change in the useful life or estimated net residual value of a fixed asset or the depreciation method used is accounted for as a change in an accounting estimate.

A fixed asset is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or losses arising from selling, transferring, retiring or damaging the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset and related tax expenses) are recognized in the profit or loss for the current period.



### 13. Construction in progress

Cost of construction in progress is determined as the expenditure is actually incurred for the construction. Cost of self-operated construction includes direct materials, direct labor cost and direct costs of equipment. Cost of outsourced construction is measured at contract price. Cost of installation construction includes equipment, installation and test costs.

Items classified as construction in progress are transferred to fixed assets at an estimated value based on the budgetary cost or actual cost when such assets are ready for their intended use. The depreciation charge commences in the following month. The cost of fixed assets and depreciation are adjusted according to the settlement value.

### 14. Intangible assets

An intangible asset is an identifiable non-monetary asset without physical substance owned or controlled by the Bank, including computer software and other intangible assets. An intangible asset is initially measured at cost. These costs are amortized on a straight-line basis over their estimated useful lives or validity period with the amortization recognized in the profit or loss for the current period from the date the asset is available for use. Intangible assets are presented net at acquisition cost less accumulated amortization and impairment.

### 15. Research and development

Expenditure on an internal research and development project shall be classified into expenditure on the research phase and expenditure on the development phase according to its nature and whether there's significant uncertainty that intangible assets will come into being. Expenditure on the research phase shall be recognized in profit or loss for the period in which it is incurred. Expenditure on the development phase shall be recognized as an intangible asset only when the Bank can demonstrate all of the following:

- (1) the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- (2) the intention to complete the intangible asset and use or sell it;
- (3) the existence of a market for the output of the intangible asset or the intangible asset itself;
- (4) the availability of adequate technical, financial and other resources to complete the development and the ability to use or sell the intangible asset;
- (5) its ability to measure reliably the expenditure attributable to the intangible asset during its development phase.

Expenditure failed to meet the criteria mentioned above shall be recognized in profit or loss for the period in which it is incurred. Expenditure that was previously recognized as an expense shall not be recognized as an asset at a later date. Expenditure on the development phase that was capitalized is presented as development expenditure in the balance sheet, and transferred to intangible assets when such projects are ready for their intended use.

## 16. Amortization of long-term deferred expense

Long-term deferred expense is expense incurred and amortized in a period longer than 1 year (1 year not included), mainly the decoration expense of rented fixed assets amortized evenly over the period stipulated in the contract or period of benefit.

## 17. Foreclosed assets

When recovering the impaired loans and receivables, the Bank may acquire ownership of the foreclosed assets through legal procedures or at the borrower's will. If the Bank intends to liquidate and exempts the borrower from repaying loans, foreclosed assets are presented as "other assets".

When the Bank recovers interest receivables by acquiring foreclosed assets, the foreclosed assets are recognized at fair value. Related cost in acquiring the foreclosed assets, legal cost and other costs are recognized as part of the carrying amount of the foreclosed assets. Foreclosed assets are presented at carrying amount less impairment in the balance sheet. If, in a subsequent period, the amount of foreclosed assets recovers and the recovery can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss shall be reversed. The amount of the reversal shall be recognized in profit or loss for the current period.

## 18. Impairment of non-financial assets

The Bank assesses at each balance sheet date whether there is any indication that fixed assets, intangible assets with a finite useful life and long-term equity investment may be impaired. If there is any indication that an asset may be impaired, the recoverable amount is estimated and impairment test is conducted.

The recoverable amount of an asset is the higher of its fair value less costs of disposal and the present value of the future cash flows expected to be derived from the asset. The recoverable amount is estimated for the individual asset. If it is not possible to estimate the recoverable amount of the individual asset, the Bank determines the recoverable amount of the asset group to which the asset belongs. Identification of an asset group shall be based on whether major cash inflows generated by the asset group are largely independent from the cash inflows generated by other assets or asset groups.

If the recoverable amount of an asset is less than its carrying amount, the Bank reduces the carrying amount to its recoverable amount. The difference is recognized as an impairment loss and charged to profit or loss for the current period. Once an impairment loss on above mentioned assets is recognized, it shall not be reversed in a subsequent period.



## 19. Classification and measurement of financial liabilities

On initial recognition, financial liabilities are classified as either financial liabilities at 'fair value through profit or loss' (FVTPL) or 'other financial liabilities'. For financial liabilities at FVTPL, related transaction costs are directly charged to the profit or loss for the current period; for financial liabilities classified as other financial liabilities, related transaction costs are included in the initial recognition amounts.

### A. Financial liabilities at FVTPL

Financial liabilities are classified as at FVTPL where the financial liability is either held for trading or originally designated as at FVTPL. A financial liability is classified as held for trading if (1) it is acquired or incurred principally for the purpose of selling or repurchasing it in the near term; (2) if it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of recent actual pattern of short-term profit-making; or (3) derivatives, except for a derivative that is a designated and effective hedging instrument, or a financial guarantee contract, or a derivative that is linked to and must be settled by delivery of an unquoted equity instrument (without a quoted price from an active market) whose fair value cannot be reliably measured. Financial liabilities at FVTPL are subsequently measured at fair value, with all realized and unrealized gains or losses recognized in profit or loss for the current period.

### B. Other financial liabilities

Other financial liabilities are initially recognized at fair value net of transaction costs. Other financial liabilities are subsequently measured at amortized cost using the effective interest method.

## 20. Provision

An obligation related to a contingency is recognized as a provision when all of the following conditions are satisfied: (1) the obligation is a present obligation of the Bank; (2) it is probable that an outflow of economic benefits will be required to settle the obligation; and (3) the amount of the obligation can be measured reliably. For obligation balances arising from the letter of credit or letter of guarantee issued off-balance sheet, the Bank assesses if there's any indication that impairment is occurred according to the similar financial assets in the balance sheet and accrues off-balance sheet credit risks provision.

A provision is initially measured at the best estimate of the expenditure required to settle the related present obligation, taking into account the factors pertaining to a contingency such as the risks, uncertainties and time value of money. The Bank reviews the carrying amount of a provision at each balance sheet date. Where there is clear evidence that the carrying amount of a provision does not reflect the current best estimate, the carrying amount shall be adjusted to the current best estimate.

The Bank follows similar impairment policy to recognize provision for letter of guarantee and letter of credit issued off-balance sheet.

## 21. Employee benefits

Employee benefits are all forms of consideration given and other relevant expenditures incurred by the Bank in exchange for service rendered by employees. In the accounting period in which an employee has rendered services, the Bank recognizes the employee benefits payable for those services as a liability, and recognizes relevant asset or expense for the current period.

### (1) Social welfare

According to related regulations, the Bank adopts the social welfare policy for government-sponsored institutions. Employees of the headquarters of the Bank are enrolled in unemployment insurance schemes. Some branches are enrolled in local social welfare schemes according to the local policies. Expenditure related to payments for employees' social welfare is included in profit or loss for the period in which they are incurred.

### (2) Retirement benefits

According to the regulations issued by the MOF, expenditure related to pension and benefits for retired employees is included in profit or loss for the period in which they are incurred.

### (3) Housing funds and subsidy

Pursuant to related regulations, all employees of the Bank participate in various local housing funds schemes administered by local governments. The Bank contributes on a monthly basis to these funds based on certain percentages of the salaries of the employees. These payments are recognized in profit or loss for the period in which they are incurred.

The Bank provides housing subsidy to the employees applicable. Housing subsidy is recognized in profit or loss for the period in which they are disbursed.

## 22. Fiduciary activities

The Bank acts as a custodian, trustee or agent in fiduciary activities. The assets held for fiduciary activities and commitments to return the assets to the clients are not included in the balance sheet of the Bank, and risks and rewards of these assets are the responsibility of the customers.

Entrusted loans are loans funded by the consigner, and the Bank grants loans to borrowers at the direction of the consigner with regard to the borrower, purpose, amounts, term, interest rates, and etc. The Bank is entrusted to make payment to the borrower, supervise the use of the loans and assist in collecting these loans. The consigner bears the risk. The Bank charges a commission related to the entrusted loans, and neither presents the entrusted loans in the balance sheet nor accrues impairment provision for the loans.





## 23. Recognition of income and Expenses

### (1) Interest income and expense

Interest income or expense of the financial assets or financial liabilities measured at amortized cost is calculated using effective interest method on an accrual basis.

The effective interest method is a method of calculating the amortized cost of financial assets or financial liabilities, and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument to the net carrying amount of the financial asset or financial liability. When estimating the future cash flows, the Bank considers all contractual terms of financial instruments, but without considering future credit losses. The calculation includes all transaction costs, discounts and premiums that are an integral part of the effective interest rate.

If the financial assets impair, relevant interest income is calculated using the discount rate of future cash flows for measuring the impairment losses.

### (2) Fees and commission income

Fees and commission income is recognized on an accrual basis when the service is provided.

Loan commitment fees and related direct cost relevant to possible loans are deferred and recognized as an adjustment to the effective interest rate of the loans. When all the loans for a syndication group are issued, and the Bank itself doesn't retain any loans or retain some loans only at the same effective interest rate as other members of the syndication, fees of the syndication loans are recognized as income.

When the Bank provides services independently or participates in services to a third party regarding business mergers, acquisitions and transfer, and issuance of securities, commissions received are recognized when the transaction accomplishes. Fees relating to asset management, other management advisory services and financial guarantee are normally recognized over a period according to a percentage agreed in the contract.

### (3) Exchange gains/losses

Exchange gains/losses arise mainly from the exchange difference of foreign currency exposure translated at fluctuated exchange rate.

## 24. Income taxes

Income taxes comprise current income taxes and deferred tax. Income taxes are included in profit or loss for the current period, except for those related to transactions or events directly recognized in owners' equity, which are recognized directly in owners' equity.

Taxable profits, which are the basis for calculating the current tax expenses, are determined after adjusting the accounting profits before tax for the year in accordance with relevant requirements of tax laws.

At the balance sheet date, current income tax liabilities (or assets) for the current and prior periods are measured at the amount expected to be paid (or recovered) according to the requirements of tax laws.

Temporary differences arising from the difference between the carrying amount of an asset or liability and its tax base, or the difference between the tax base and the carrying amount of those items that are not recognized as assets or liabilities but have a tax base that can be determined according to tax laws, are recognized as deferred tax using the balance sheet liability method.

Except for the following taxable temporary differences, the Bank recognizes deferred tax liabilities for all taxable temporary differences.

- (1) Taxable temporary differences arise from the following transactions (a) the initial recognition of goodwill; and (b) the initial recognition of an asset or liability in a transaction which is neither a business combination nor affects accounting profit or taxable profit (or deductible loss) at the time of the transaction.
- (2) For taxable temporary differences associated with investments in subsidiaries, associates and joint ventures, the Bank is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Except for the following, the Bank recognizes deferred tax assets to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, deductible losses and tax credits can be utilized.

- (1) Deductible temporary differences arise from a transaction which is neither a business combination nor affects accounting profit or taxable profit (or deductible loss) at the time of the transaction.
- (2) For deductible temporary differences associated with investments in subsidiaries, associates and joint ventures, if it is probable that the temporary difference will reverse in the foreseeable future and it is probable that taxable profits will be available in the future, against which the temporary difference can be utilized, the Bank recognizes the corresponding deferred tax asset.

At the balance sheet date, deferred tax assets and deferred tax liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, according to the requirements of tax laws, and reflect the tax effect of the expected realization of asset and settlement of liability.



At the balance sheet date, the Bank reviews the carrying amount of any deferred tax asset. If it is probable that sufficient taxable profits will not be available in future periods to allow the benefit of the deferred tax asset to be utilized, the carrying amount of the deferred tax asset is reduced. Any such reduction in amount is reversed to the extent that it becomes probable that sufficient taxable profits will be available.

## 25. Leases

### A. Classification of leases

A finance lease is a lease that transfers in substance all the risks and rewards incidental to ownership of an asset. An operating lease is a lease other than a finance lease.

### B. Finance lease

When the Bank is a lessor under finance leases, the minimum lease payment receivable from the lessee is recognized as a receivable and presented as “loans and advances” at the inception of the lease. Unguaranteed residual value is recognized in the meantime. The difference between the receivable and unguaranteed residual value and the present value of the receivable is recognized as unearned finance income. Unearned finance income shall be allocated over the lease term using the effective interest method.

### C. Operating lease

When the Bank is the lessee under an operating lease, rental expenses are charged in “Operating and management expenses” in the income statement on a straight-line basis over the lease term.

When the Bank is the lessor under operating leases, the assets subject to the operating lease are accounted for as the Bank’s assets. Rental income is recognized as “Other operating income” in the income statement on a straight-line basis over the lease term.

## 26. Contingent liabilities

A contingent liability is a possible obligation that arises from past events and whose existence will only be confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Bank. It can also be a present obligation arising from past events that is not recognized because it is not probable that an outflow of economic resources will be required or the amount of obligation cannot be measured reliably.

Contingent liabilities are not recognized as provisions. They are disclosed in the Notes. They are recognized as provisions only when it is probable that an outflow of economic benefits will be required to settle the obligation, and the amount of the obligation can be measured reliably.

## 27. Preparation of consolidated financial statements

The scope of consolidation is the Bank and all its subsidiaries.

The dates on which the Bank obtains or loses control of its subsidiaries are considered as the acquisition date and the date of disposal. Subsidiaries acquired through a business combination involving enterprises under common control are consolidated since they and the Bank are commonly controlled by the controlling party. Their net profit obtained before the consolidation date is presented as a separate line item in the consolidated income statement.

If the accounting policies or accounting periods of the subsidiaries are different from those of the Bank, when preparing the consolidated financial statements, the Bank makes necessary adjustments to the financial statements of the subsidiaries based on its own accounting policies and accounting periods. Where a subsidiary has been acquired through a business combination not involving enterprises under common control, the subsidiary's financial statements are adjusted according to the fair value of identifiable net assets at the acquisition date.

All significant intergroup accounts, transactions and unrealized profit between the Bank and its subsidiaries are eliminated on consolidation. The portion of a subsidiary's owner's equity that is not attributable to the parent is treated as minority interests and presented in the consolidated balance sheet as owner's equity, and in the consolidated income statement below the "net profit" line item.

## 28. Business combination

Where a subsidiary has been acquired through a business combination not involving enterprises under common control, the cost of an acquisition and the identifiable net assets acquired in the combination are measured as the fair value at the acquisition date. The excess of the cost of acquisition over the fair value of the Bank's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognized directly as profit or loss for the current period.

## 29. Critical accounting policies and judgments

The Bank reviewed regularly critical estimates and assumptions, which are based on historical experiences of the Bank's management as well as other factors, including reasonable anticipation for the future issues. Critical estimates and assumptions, which most likely affect the carrying amounts of next year's assets and liabilities, are set out below. When there is a huge gap between the reality and the following accounting estimates and judgments, the Bank will make reasonable adjustment according to the facts.



### **(1) Impairment allowances on loans and advances**

The Bank reviews its loan portfolio to assess impairment on a periodic basis, and evaluate the impairment loss when impairment is incurred. Objective evidence for impairment includes observable data indicating that there is a measurable decrease in the estimated future cash flows for an individual loan or advance, observable data indicating that there has been an adverse change in the payment status of borrowers or issuers, or national or local economic conditions that correlate with defaults on assets in the portfolio.

Impairment loss for individual loans and advances is the net reduction in the present value of expected future cash flows.

In addition to the assessment of identifiable impairment of the individual loans, the Bank assesses the impairment of loan groups periodically. Indications for impairment that causes the reduction of expected cash flows include adverse changes in the payment status of borrowers in the group or adverse changes in economic conditions that affect the borrowers in the group. The Bank estimates the impairment loss of the loan groups with impairment indications based on historical experience of assets loss with similar credit risk characteristics. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to narrow the gap between estimated loss and actual loss.

### **(2) Impairment of AFS financial assets**

The Bank follows the guidance of ASBE 8 – Impairment of Assets and ASBE22 – Financial Instruments: Recognition and Measurement to determine if AFS financial assets are impaired, and the final judgment heavily relies on the decision of top management. In making this judgment, the Bank evaluates the duration and extent to which the fair value of an investment is less than its cost, and the financial health of the underlying assets (such as probability of default and loan loss coverage, etc), financial position and near-term business outlook for the investee, including factors such as industry and sector performance, and credit ratings.

### **(3) Fair value of financial instruments**

The Bank establishes fair value of financial instruments with reference to a quoted market price in an active market or, if there is no active market, using valuation techniques. These valuation techniques include the use of recent arm's length transactions, observable prices for similar instruments, discounted cash flow analysis using risk-adjusted interest rates, and commonly used market pricing models. Valuation models applied to determine fair value of derivatives and other financial instruments use observable market inputs and data including, for example, interest rate yield curves and foreign currency rates. The results of using valuation techniques are calibrated against industry practice and observable current market transactions in the same or similar instruments.

With respect to large-scale financing transactions under the guidance of Chinese government's policy, fair value is determined by using the stated terms of the related instrument while consulting terms determined in similar transactions engaged in or directed by Chinese government, for there are no other relevant market prices or yields available reflecting arm's length transactions of a comparable scale and period.

The Bank revises the valuation scope according to the operational strategy and risk management policies. Valuation techniques and models are updated in accordance with the establishment and improvement of risk quantification and assessment system.

#### **(4) Held-to-maturity investments**

The Bank classifies non-derivative financial assets with fixed or determinable payments and fixed maturity as held-to-maturity investments. This classification requires significant judgment. In making this judgment, the Bank evaluates its intention and ability to hold such investments to maturity. If the Bank's judgment differs from the reality, it will be required to reclassify the entire portfolio of assets as available-for-sale.

#### **(5) Income taxes**

There are many transactions and calculations for which the ultimate tax is uncertain during the ordinary course of business. The Bank assesses the tax effect of all transactions prudently and calculates relevant income tax. The Corporate Income Tax Law of the Peoples' Republic of China took effect on 1 January 2008. However, there are many transactions and calculations for which the ultimate tax is uncertain during the ordinary course of business, because the supplementary legislation under new CIT Law is not finalized. The Bank has made judgment on whether impairment loss shall deduct taxable income by taking into account existing tax legislation and past practice. Where the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will impact the income tax and deferred income tax for the period when the tax amount is determined.

The Bank recognizes deferred tax assets in accordance with deductible temporary differences and deductible losses. The Bank assesses the judgment on deferred income tax continuously, and recognizes deferred tax assets to the extent that it is probable that taxable profits will be available in the future.

### **IV Changes in Accounting Policies, Accounting Estimates and Other Revisions**

According to the Written Reply On the China Eximbank's Financial Accounting Results of the Year 2009 by MOF, legal surplus reserve of 272,519,600 yuan of the year 2009 is accrued in 2010, and undistributed profit at the beginning of 2010 reduces 272,519,600 yuan.

Accord to the Written Reply on the Inspection and Decision Results on Capital and Financial Condition of China Eximbank Beijing Branch by Beijing Financial Supervision Commissioner's Office of the Ministry of Finance, expenses of the year 2009 reduces 53,495 yuan, undistributed profit at the beginning of 2010 increases 53.495 yuan.

## V Taxation

The principal taxes and tax rates to which the Bank is subject to are listed below:

Tax/fee	Tax/fee basis	Tax/fee rate
Business tax	Taxable financial operations income	5%
City Construction tax	Business tax	7%
Education surcharges	Business tax	3%
Income taxes	Taxable income	25%

According to the regulation of Guoshuifa【2008】28 circular and Guoshuihan【2004】996 circular, income tax of the Bank is turned in on an aggregated basis by the headquarter at the end of a period, and business tax is turned in separately by the headquarter and branches.

Yinding Holdings Ltd, a subsidiary of the Bank located in Hong Kong calculates and turns in its taxes in accordance to local taxation regulations.

## VI Notes to Major Items of Financial Statements

Yinding Holdings Ltd, a subsidiary of the Bank which was included into the scope of consolidation, was at its initial stage of operation and had a limited impact on the Bank's statistics. Some items of the Bank's Financial Statements and Consolidated Financial Statements have major differences, which are listed as follows:

### Long-term equity investment

Items	Balance at the year end	Balance at the beginning of the year
Long-term equity investment accounted for using the cost method	1,842,849,683.15	418,258,610.98
Long-term equity investment accounted for using the equity method	1,839,822,365.29	1,476,916,970.67
<b>Total long-term equity investment</b>	<b>3,682,672,048.44</b>	<b>1,895,175,581.65</b>
Less: Impairment for long-term equity investment		
<b>Book value of long-term equity investment</b>	<b>3,682,672,048.44</b>	<b>1,895,175,581.65</b>

Information of the Bank's major subsidiary:

Company name	Registration	Business	Registered capital	Investment currency	Shares and voting rights of the bank
Yinding Holdings Ltd	Hong Kong	Invest in ASEAN Fund and its management corporation	1300	US Dollar	100%

Up till December 31, 2010, the investment book balance of the Bank's major subsidiary was as follows:

Items	Balance at the year end	Balance at the beginning of the year
Yinding Holdings Ltd	8,609.51	8,876.66
<b>Total</b>	<b>8,609.51</b>	<b>8,876.66</b>
Less: Impairment for long-term equity investment		
Investment net value of subsidiary	8,609.51	8,876.66

## VII Contingencies and Major Off-Balance Sheet Items

### 1. Legal proceedings

Up until December 31, 2010, there are no legal proceedings with significant influence over the Bank's financial position and operating results.

### 2. Capital commitments

In May 2007, the Bank joined in the establishment of China-Italy Small and Medium Sized Enterprises Fund (Mandarin Fund) which has a total scale of 323.75 million euro. The bank committed to subscribe 75 million euro. Up until December 31, 2010, the Bank has paid a subscribing amount of 23,139,840.00 euro. The remaining amount will be paid before April 2012 according to the contract.

In May 2008, the Bank committed to invest RMB290 million yuan to Guoke Ruihua Venture Capital. Up until December 31, 2010, the Bank has made payment of RMB145 million yuan, and the remaining amount will be paid before June 2013.

The registered capital of Xi'an Kangben Materials LLC. is 600 million yuan, and will be paid in separately in two phases. The Bank committed to pay in 270 million yuan. Up till December 31, 2010, the Bank has paid the first batch of 112.5 million yuan. The timing of the second payment will be dependent on the progress of the invested projects.



The registered capital of Chengdu Investment Holding Group Co., Ltd (CDIH) is 1.5 billion yuan, and will be paid in separately in three phases. The Bank committed to pay in 750 million yuan. Up till December 31, 2010, the Bank has paid the first batch of 250 million yuan. The timing of the second payment will be determined by the progress of the venture capital's investment project.

### 3. Credit commitments

#### Major off-balance sheet risks

Items	Balance at the year end	Balance at the beginning of the year
Letters of guarantee issued	149,542,627,124.01	147,542,183,836.16
Letters of credit issued	7,247,652,916.99	4,828,039,353.96
Bank bill acceptance	5,116,009,052.40	1,957,609,333.25
Irrevocable loan commitments	332,222,309,166.86	255,699,391,066.86
<b>Total</b>	<b>494,128,598,260.26</b>	<b>410,027,223,590.23</b>

### 4. Operating leases commitment

In April 2010, the Bank and Beijing Chemsunny Property Management Corp reached a supplementary agreement, renewing the operating leasing of West Tower, Chemsunny World Trade Center as Office building for another 3 years from March 1, 2011 to February 28, 2014. Up till December 31, 2010, the Bank had a remaining lease term of 38 months with an operating lease commitment of RMB705,058,346.

### 5. Underwriting obligations

Items	Balance at the year end	Balance at the beginning of the year
Enterprise short-term financing bills	820,000,00.00	190,000,00.00
<b>Total</b>	<b>820,000,00.00</b>	<b>190,000,00.00</b>

## VIII Balance Sheet of Onlending Loans of Foreign Governments

(In thousands of RMB)

ASSETS	2010-12-31
Due from Banks	880,685
Other Receivables	675,302
Other Liquid Assets	11,915,089
Onlent Foreign Government Loans	156,673,101
Less: Provision for Doubtful Debt in Loans	289,429
<b>TOTAL ASSETS</b>	<b>169,854,748</b>
<b>LIABILITIES</b>	<b>2010-12-31</b>
Accounts Payable	1,047,118
Borrowings of Foreign Government Loans	168,667,984
<b>TOTAL LIABILITIES</b>	<b>169,715,102</b>
<b>OWNER'S EQUITY</b>	<b>2010-12-31</b>
Undistributed Profits	139,646
<b>TOTAL OWNER'S EQUITY</b>	<b>139,646</b>
<b>TOTAL LIABILITIES &amp; OWNER'S EQUITY</b>	<b>169,854,748</b>

分 支 机 构  
BRANCHES AND  
REPRESENTATIVE OFFICES

## 分支机构

### Branches and Representative Offices

2010年，中国进出口银行先后成立了云南省分行、宁波分行、福建省分行和安徽省分行。截至2010年末，中国进出口银行共设立了18家营业性分支机构和3个境外代表处。各分支机构在总行的领导下，坚持贯彻落实国家区域协调发展战略，加大金融支持力度，成为地方开放型经济发展的坚实后盾。

In 2010, the Export-Import Bank of China set up Yunnan, Ningbo, Fujian and Anhui Branches. By the end of 2010, the Bank has 18 branches and 3 overseas representative offices. Led by the head office, all these branches and representative offices firmly carried out the regional coordinated development strategy, and provided strong financial support to local open economic development.

## 分支机构名录

### Branches and Representative Offices

#### 营业性分支机构

#### Business Branches

---

##### 北京分行

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  
地址：北京市东城区北河沿大街77号  
邮编：100009  
SWIFT: EIBCCNBJBJB  
电话：(010) 64099688 64060636  
传真：(010) 64069226

##### Beijing Branch

Coverage: Beijing, Tianjin, Hebei Province, Henan Province,  
Shanxi Province, Inner Mongolia Autonomous Region  
Address: No. 77, Bei He Yan Street, Dongcheng District,  
Beijing, China  
Zip: 100009  
SWIFT: EIBCCNBJBJB  
Tel: (010) 64099688 64060636  
Fax: (010) 64069226

---

##### 上海分行

经营服务区：上海市、江西省  
地址：上海市浦东南路500号27-29层  
邮编：200120  
SWIFT: EIBCCNBJSHA  
电话：(021) 68593366  
传真：(021) 58769785

##### Shanghai Branch

Coverage: Shanghai, Jiangxi Province  
Address: Fl. 27-29, 500 Pudong Road (S), Shanghai, China  
Zip: 200120  
SWIFT: EIBCCNBJSHA  
Tel: (021) 68593366  
Fax: (021) 58769785

### 深圳分行

经营服务区：深圳市、海南省  
地址：广东省深圳市罗湖区建设路2016号  
南方证券大厦7-8层  
邮编：518001  
SWIFT: EIBCCNBSZT  
电话：(0755) 82215088  
传真：(0755) 82215588

### Shenzhen Branch

Coverage: Shenzhen, Hainan Province  
Address: Fl. 7-8, Southern Securities Tower, 2016 Jianshe Rd.,  
Shenzhen, Guangdong Province, China  
Zip: 518001  
SWIFT: EIBCCNBSZT  
Tel: (0755) 82215088  
Fax: (0755) 82215588

### 江苏省分行

经营服务区：江苏省  
地址：江苏省南京市中山南路49号  
商茂世纪广场40-42层  
邮编：210005  
SWIFT: EIBCCNBJNJB  
电话：(025) 86890571  
传真：(025) 86890502

### Jiangsu Branch

Coverage: Jiangsu Province  
Address: Fl. 40-42, Shangmao Century Plaza, 49 Zhongshan  
Road (S), Nanjing City, Jiangsu Province, China  
Zip: 210005  
SWIFT: EIBCCNBJNJB  
Tel: (025) 86890571  
Fax: (025) 86890502

### 大连分行

经营服务区：辽宁省  
地址：辽宁省大连市中山区人民路15号  
国际金融大厦19-20层  
邮编：116001  
SWIFT: EIBCCNBJDLB  
电话：(0411) 82507899  
传真：(0411) 82507377

### Dalian Branch

Coverage: Liaoning Province  
Address: Fl. 19-20, Financial Plaza, 15 Renmin Road,  
Zhongshan District, Dalian City,  
Liaoning Province, China  
Zip: 116001  
SWIFT: EIBCCNBJDLB  
Tel: (0411) 82507899  
Fax: (0411) 82507377

### 成都分行

经营服务区：四川省、贵州省、西藏自治区  
地址：四川省成都市新都区天府大道  
北段1480号拉·德芳斯大厦西楼  
邮编：610016  
SWIFT: EIBCCNBJCDB  
电话：(028) 86130388  
传真：(028) 86130398

### Chengdu Branch

Coverage: Sichuan Province, Guizhou Province,  
Tibet Autonomous Region  
Address: West Tower of La Defense Building, 1408 Tianfudadao  
Street, Chengdu City, Sichuan Province, China  
Zip: 610016  
SWIFT: EIBCCNBJCDB  
Tel: (028) 86130388  
Fax: (028) 86130398

分支机构  
Branches and Representative Offices

---

青岛分行

经营服务区：山东省  
地址：山东省青岛市汇泉路17号  
邮编：266071  
SWIFT: EIBCCNBJQDB  
电话：(0532) 80899999  
传真：(0532) 83889731

Qingdao Branch

Coverage: Shandong Province  
Address: 17 Huiquan Road, Qingdao City,  
Shandong Province, China  
Zip: 266071  
SWIFT: EIBCCNBJQDB  
Tel: (0532) 80899999  
Fax: (0532) 83889731

---

浙江省分行

经营服务区：浙江省  
地址：浙江省杭州市杭大路9号聚龙大厦  
西楼15-18层  
邮编：310007  
SWIFT: EIBCCNBJZJP  
电话：(0571)87851888  
传真：(0571)87902195

Zhejiang Branch

Coverage: Zhejiang Province  
Address: Fl. 15-18, West Tower of Julong Building, 9 Hangda  
Road, Hangzhou City, Zhejiang Province, China  
Zip: 310007  
SWIFT: EIBCCNBJZJP  
Tel: (0571) 87851888  
Fax: (0571) 87902195

---

湖南省分行

经营服务区：湖南省  
地址：湖南省长沙市韶山北路139号  
湖南文化大厦24楼  
邮编：410011  
SWIFT: EIBCCNBJHUN  
电话：(0731) 2819888  
传真：(0731) 2819376

Hunan Branch

Coverage: Hunan Province  
Address: Fl. 24, Hunan Culture Building, 139 Shaoshan Road  
(N), Changsha City, Hunan Province, China  
Zip: 410011  
SWIFT: EIBCCNBJHUN  
Tel: (0731) 2819888  
Fax: (0731) 2819376

---

重庆分行

经营服务区：重庆市  
地址：重庆市北部新区高新园黄山大道  
中段7号木星科技大厦18-22层  
邮编：401121  
SWIFT: EIBCCNBJCQB  
电话：(023) 86078899  
传真：(023) 86078866

Chongqing Branch

Coverage: Chongqing Municipality  
Address: Fl. 18-22, Muxing Science & Technology Building,  
No. 7, Huangshan Street, High-tech Park,  
North New-Tech Zone, Chongqing.  
Zip: 401121  
SWIFT: EIBCCNBJCQB  
Tel: (023) 86078899  
Fax: (023) 86078866



### 陕西省分行

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  
地址：陕西省西安市高新开发区高新路2号  
西部国际广场东座28-30层  
邮编：710075  
SWIFT: EIBCCNBSXA  
电话：(029) 68681888  
传真：(029) 68680999

### Shaanxi Branch

Coverage: Shaanxi Province, Gansu Province, Ningxia Hui  
Autonomous Region, Qinghai Province,  
Xinjiang Uigur Autonomous Region.  
Address: Fl. 28-30, Eastern Tower, Western International Square,  
No. 2, High-tech Road, High-tech Development Zone,  
Xi'an City, Shaanxi Province, China.  
Zip: 710075  
SWIFT: EIBCCNBSXA  
Tel: (029) 68681888  
Fax: (029) 68680999

### 湖北省分行

经营服务区：湖北省  
地址：湖北省武汉市武胜路泰合广场41楼  
邮编：430033  
SWIFT: EIBCCNBHUB  
电话：(027) 85712403  
传真：(027) 85712314

### Hubei Branch

Coverage: Hubei Province  
Address: Fl. 41, Truroll Plaza, Wusheng Road, Wuhan City,  
Hubei Province, China  
Zip: 430033  
SWIFT: EIBCCNBHUB  
Tel: (027) 85712403  
Fax: (027) 85712314

### 黑龙江省分行

经营服务区：黑龙江省、吉林省  
地址：黑龙江省哈尔滨市南岗区天顺街31号  
邮编：150090  
SWIFT: EIBCCNBHJLJ  
电话：(0451) 82283377  
传真：(0451) 82365928

### Heilongjiang Branch

Coverage: Heilongjiang Province, Jilin Province  
Address: 31 Tianshun Street, Nangang District, Harbin City,  
Heilongjiang Province, China  
Zip: 150090  
SWIFT: EIBCCNBHJLJ  
Tel: (0451) 82283377  
Fax: (0451) 82365928

### 广东省分行

经营服务区：广东省（不含深圳市）、  
广西壮族自治区  
地址：广东省广州市天河区河北路233号  
邮编：510620  
SWIFT: EIBCCNBGDB  
电话：(020) 38771522  
传真：(020) 38771507

### Guangdong Branch

Coverage: Guangdong Province (except Shenzhen),  
Guangxi Zhuang Autonomous Region  
Address: 233 Tianhebei Road, Guangzhou City,  
Guangdong Province, China  
Zip: 510620  
SWIFT: EIBCCNBGDB  
Tel: (020) 38771522  
Fax: (020) 38771507

分支机构  
Branches and Representative Offices

---

云南省分行

经营服务区：云南省  
地址：云南省昆明市拓东路45号  
世博大厦17-18楼  
邮编：650011  
SWIFT: EIBCCNBJYNB  
电话：(0871) 8336333  
传真：(0871) 3822111

Yunnan Branch

Coverage: Yunnan Province  
Address: Fl. 17-18, Expo Building, No. 45 Tuodong Road,  
Kunming City, Yunnan Province, China  
Zip: 650011  
SWIFT: EIBCCNBJYNB  
Tel: (0871) 8336333  
Fax: (0871) 3822111

---

宁波分行

经营服务区：宁波市  
地址：浙江省宁波市江东区惊驾路555号  
中信泰富广场A座18楼  
邮编：315040  
SWIFT: EIBCCNBJNB  
电话：(0574) 87209999  
传真：(0574) 87209998

Ningbo Branch

Coverage: Ningbo City  
Address: Fl. 18, A Tower, CITIC Square, No. 555 Jingjia Road,  
Dong District, Ningbo City, Zhejiang Province, China  
Zip: 315040  
SWIFT: EIBCCNBJNB  
Tel: (0574) 87209999  
Fax: (0574) 87209998

---

福建省分行

经营服务区：福建省  
地址：福建省福州市五四路137号  
信和广场写字楼21-22楼  
邮编：350003  
SWIFT: EIBCCNBJFJB  
电话：(0591) 28086888  
传真：(0591) 28086868

Fujian Branch

Coverage: Fujian Province  
Address: Fl. 21-22, Sino Plaza, No. 137 Wusi Road, Fuzhou  
City, Fujian Province, China  
Zip: 350003  
SWIFT: EIBCCNBJFJB  
Tel: (0591) 28086888  
Fax: (0591) 28086868

---

安徽省分行

经营服务区：安徽省  
地址：安徽省合肥市肥西路66号  
汇金大厦27-28楼  
邮编：230031  
SWIFT: EIBCCNBJAHB  
电话：(0551) 5170666  
传真：(0551) 5170688

Anhui Branch

Coverage: Anhui Province  
Address: Fl. 27-28, Huijin Building, No. 66 Feixi Road,  
Hefei City, Anhui Province, China  
Zip: 230031  
SWIFT: EIBCCNBJAHB  
Tel: (0551) 5170666  
Fax: (0551) 5170688



## 境外代表处 Overseas Representative Offices

---

### 东南非代表处

地址：南非约翰内斯堡杉腾区  
弗里德曼街13号

电话：(0027) 11 7830767

传真：(0027) 11 7846817

### Representative Office for Southern & Eastern Africa

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

Tel: (0027) 11 7830767

Fax: (0027) 11 7846817

---

### 巴黎代表处

地址：法国巴黎玛索大街6号

电话：0033 (0)1 47238880

传真：0033 (0)1 47230410

### Paris Representative Office

Address: 6, Avenue Marceau-75008 Paris, France

Tel: 0033 (0)1 47238880

Fax: 0033 (0)1 47230410

---

### 圣彼得堡代表处

地址：俄罗斯圣彼得堡市萨别尔内街19号

电话：007-812-579 3343

007-812-579 3977

007-812-579 3981

传真：007-812-579 4830

### St. Petersburg Representative Office

Address: No. 19, Sapyorny Per. Saint-Petersburg, 191014, Russia

Tel: 007-812-579 3343

007-812-579 3977

007-812-579 3981

Fax: 007-812-579 4830

