



董事长、行长致辞

Message from the Chairman and President



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中国进出口银行董事长、行长

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2013年是我國改革發展進程中極不平凡的一年。面對錯綜複雜的國內外形勢，中國進出口銀行始終牢記“推動國際經濟合作，支持中國經濟發展，促進和諧世界建設”的歷史使命，不斷加大金融支持力度，着力防範化解金融風險，切實提升金融服務水平，為促進中外經濟交流與合作，推動中國與世界經濟平穩健康發展，做出了積極貢獻。

這一年，在全體員工的辛勤努力下，進出口銀行各項業務繼續保持良好發展態勢。全年共批准表內貸款8680億元，簽約貸款9995億元，發放貸款8038億元。年末，表內貸款餘額14829億元，表外轉貸餘額180億美元，資產總額達到20033億元。國際信用評級繼續與中國主權評級一致。

攜手共進，開創國際經濟合作新局面

我們堅定秉持開放理念，本着平等互信、包容借鑑、互利共贏的原則，不斷深化與各國的務實合作。加快落實我國政府對外援助承諾，繼續擴大優惠性質貸款規模，簽署了一系列東道國迫切需要或促進國內產業轉型發展的项目。推動同周邊國家互聯互通項目建設，促進亞洲地區經濟逐步融合。進一步深化對非合作，推動非洲國家加快自主發展和一體化發展進程。中日、中東歐和中加3支基金的設立工作取得突破性進展，在促進境外投資發展方面發揮了積極作用，為中國與世界的合作提供更多的機會和空間。

多策並舉，提升開放型經濟發展水平

我們充分发挥職能作用，積極支持對外貿易和投資，努力提升開放型經濟發展水平。着力支持自主品牌、自主知識產權、高新技術產品出口，積極擴大先進技術和關鍵設備等產品進口，推動外貿穩定增長和結構優化。扶持戰略性新興產業國際化發展，加大對境外投資併購、對外承包工程等項目的支持力度，培育以技術、品牌、質量和服务為核心的競爭新優勢。作為國內船舶出口融資主渠道，積極支持船舶業轉型發展，穩定和擴大船舶出口，重點對高端船型的出口提供融資。大力支持航空運輸業和飛機租賃業發展，航空器進口定向融資業務取得新突破。



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创新思路，助力实体经济转型升级

我们主动履行社会责任，发挥金融导向作用，推动经济发展方式转变和结构调整。通过转移、整合、消化、淘汰等方式积极推动化解过剩产能。大力支持重大技术装备国产化，积极扶持现代农业和服务业发展，推动企业加快进入国际市场。大力发展绿色金融，支持节能环保和循环经济，推进“三高”企业技术升级改造，努力建设美丽中国。大力推动文化“走出去”和文化产品出口，助力文化产业开放发展，提升文化软实力和国际影响力。深化同业合作，进一步创新和完善多层次的小微企业金融服务体系。加快沿海地区和内陆沿边地区扩大开放，深化与港澳台合作，积极开展金融扶贫，推进全方位开发开放。

完善治理，夯实可持续发展基础

我们按照现代金融企业制度要求，不断提升经营管理和风险防范能力。积极做好风险防范工作，进一步完善信贷制度体系，加强风险监控、评级授信和内控合规管理，积极构建全面风险管理体系，坚决守住不发生系统性风险的底线。不断丰富业务品种，拓展收益来源，强化资金运作和交易，有效提高盈利能力。着重加强基础管理，切实推进资产负债管理、内部控制、分支机构建设、统计分析、人才队伍建设以及网上银行推广等工作开展，全面提升企业的国际竞争力，在战略转型和改革创新中实现自我积累、自我完善和可持续发展。

把握机遇，谱写未来发展新篇章

当前，国际经济形势仍然复杂严峻，不确定因素仍然较多，复苏进程艰难曲折。中国作为最大的新兴经济体和发展中国家，将会继续成为全球经济增长的关键推动力。未来，我们将把握好这一难得的发展机遇，以更加优质高效、全方位、专业化的金融服务赢得客户、赢得优势、赢得更加广阔的发展前景，从而在国际舞台上发挥更大影响力。

功崇惟志，业广惟勤。2014年，中国进出口银行将迎来成立20周年的重要历史时刻，我们将在新的起点上放眼世界、锐意进取，为把进出口银行建设成为最具影响力的国际经济合作银行，为推动经济全球化朝着均衡、普惠、共赢方向发展而努力奋斗！

中国进出口银行董事长、行长

The year 2013 was a special year for China's reform and development endeavors. Facing an intricate domestic and international environment, China Eximbank continued to pursue its mission of "encouraging international business cooperation, supporting the economic growth of China, and promoting the building of a harmonious world". It strove to provide more financial services and prevent and mitigate financial risks, and delivered strong business performance. The Bank thus made considerable contribution to closer and stronger business ties between China and the rest of the world and steady and robust growth of China's economy and the global economy.

In 2013, thanks to the dedicated efforts made by its management and staff, the Bank registered good momentum of business growth. Total approved on-balance-sheet lending reached RMB868 billion, total contracted loan stood at RMB999.5 billion, and total disbursement was RMB803.8 billion. At the end of the year, the outstanding on-balance-sheet loans stood at RMB1482.9 billion and off-balance-sheet on-lending at USD18 billion. The Bank's assets totaled RMB2003.3 billion, and its international credit ratings remained the same as China's sovereign ratings.

Breaking new ground in international business cooperation

Guided by the vision of opening up and the principle of equality and mutual trust, inclusiveness and drawing on other's strengths to achieve win-win progress, we continued to deepen practical cooperation with other countries. First, the Bank sped up the implementation of the aid commitments made by the Chinese Government, continued to expand preferential facilities, and signed a series of projects that are urgently needed by host countries or are important to their industrial upgrading. Second, the Bank launched a number of connectivity projects with China's neighbors to promote economic integration of Asia. Third, the Bank strengthened its cooperation with African countries to boost their self development and integration. Fourth, breakthrough was made in establishing China-Japan Energy Conservation and Environmental Protection Investment Fund, China-Central and Eastern Europe Investment Cooperation Fund, and Canada-China Global Resource Fund, and all this played an active role in promoting the Bank's overseas investment and created more space and opportunities for China's cooperation with the rest of the world.



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Advancing development of China's open economy

We gave full play to the Bank's role in supporting China's foreign trade and investment and advancing development of China's open economy. Priority was given to supporting export of products with China's own brands, products with Chinese intellectual property rights and new and hi-tech products and increasing import of advanced technologies and key equipment, so as to balance the growth of China foreign trade and upgrade its structure. The Bank encouraged strategic emerging industries to enter the international market and gave greater support to overseas investment, acquisitions and project contracting made by Chinese companies. These efforts strengthened the Bank's competitiveness in terms of technology, brand, quality and service. As China's major provider of ship export financing, the Bank actively supported the upgrading of China's shipbuilding industry and the increase of vessel export, and provided more loans to the export of high-end vessels. The Bank also gave strong support to air transport and aircraft leasing businesses and made new breakthrough in providing Aircraft International Oriented Finance facility.

Assisting the transformation and upgrading of companies in the real economy through innovative approach

We actively fulfilled our social responsibility and gave full play to the role of finance in guiding economic growth so as to help change China's growth model and improve its economic structure. The Bank was actively involved in efforts to cut excess production capacity through relocation, integration and close-down. The Bank strengthened support to the production of Chinese-made key technology equipment, assisted the development of modern agriculture and service industries, and helped Chinese companies expand their overseas presence. The Bank energetically developed green finance products to promote energy efficiency and environmental protection as well as circular economy, and assisted companies with high pollution, high energy consumption and high waste discharge in carrying out production upgrading. By doing so, we contributed our share to building a beautiful China. The Bank also vigorously supported efforts to introduce the Chinese culture to the world and the export of cultural products, helped the development of the cultural industry through opening, and enhanced China's cultural soft power and international influence. In addition, the Bank strengthened cooperation with other financial institutions and improved a multi-product financial service platform for small and micro enterprises. The Bank helped to expand the opening-up of China's coastal, inland and border areas, deepened business cooperation with Hong Kong, Macau, and Taiwan, implemented financial inclusion to help the poor, and advanced the all-round development and opening-up of China.

Strengthening capability of achieving sustainable development through governance building

To run the Bank as a modern financial institution, we in the bank continued to improve the business performance, management, and risk mitigation. We worked to prevent and control risks, further improved the Bank's credit system, strengthened risk monitoring, credit rating, internal control and compliance, and intensified efforts to build a comprehensive risk management system to prevent the occurrence of any systemic risks. We continued to diversify products and services, expand revenue sources, enhance capital market transactions, and therefore effectively raised the Bank's profitability. We strengthened asset and liability management, internal control, branch building, statistics research and analysis, personnel training, and online banking, thus laying a solid foundation for business development. By taking these steps, we boosted the Bank's international competitiveness and achieved sustainable business development in the process of strategic transformation, reform and innovation.

Seizing opportunity to write a new chapter in business development

The current international economic environment remains challenging with many uncertainties, and the road towards global recovery will be long and arduous. As the largest emerging economy and the largest developing country in the world, China will continue to be an important engine driving global growth. In the time to come, we will seize this hard-won opportunity to accelerate the bank's development. By leveraging our strengths and providing quality, efficient and comprehensive financial services, we can surely win more clients, open new ground in business development, and become more influential in international finance.

The year 2014 marks the 20th anniversary of China Eximbank, and this has brought us to a new starting point. We will forge ahead with a global vision, strive to turn the Bank into the most influential bank for international economic cooperation, and work to ensure that economic globalization will move towards balanced and win-win development for the benefit of all.

Li Ruogu

Chairman & President

The Export-Import Bank of China