

行长致辞

Message from the President



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2017年，进出口银行坚持稳中求进工作总基调，牢固树立和贯彻落实新发展理念，狠抓风险防控化解，着力推进业务发展，积极推动内外部改革，政策性金融的功能和作用进一步提升。截至2017年末，全行表内贷款余额28768亿元，同比增长14.43%，较年初新增3627亿元。表内外资产总额达到37359亿元。国际信用评级继续与中国主权评级一致。

服务国家战略，履行职责和使命

围绕服务国家战略，积极支持“一带一路”倡议，推进区域协调发展。以支持“一带一路”建设为重点，促进“引进来”和“走出去”。通过“一带一路”国际合作高峰论坛等重大经济外交平台，签署多个涉及经贸和产能合作等领域的贷款协议并推动落地实施。加快推进周边基础设施互联互通，铁路、公路、桥梁等领域一批重大标志性项目取得了实质性进展。加快国际产能和装备制造合作，建设一批境外合作园区，优先支持合作国增强“造血”能力。大力支持区域协调发展，重点支持京津冀协同发展、长江经济带发展、雄安新区建设，精准支持对国家经济和区域经济具有重要带动作用的重点项目和重点工程。

支持对外贸易，培育发展新动能

着力支持外贸回稳向好和转型升级，扩展外贸发展的支持方式，重点支持外贸进出口，以及提升贸易投资便利化的基础设施建设、促进外贸转方式调结构的转型升级、带动出口的对外承包工程等项目。大力支持企业提高出口产品质量、档次和附加值，促进我国产业迈向全球价值链中高端。着重支持科技、文化、中小企业“走出去”，推动我国企业与国际接轨，拓展海外市场、提升国际竞争能力，带动中国技术、标准、品牌和服务“走出去”。

服务实体经济，推进供给侧结构性改革

着力服务实体经济，提升我国工业基础能力和创新能力，积极推动中国制造向中国创造、中国速度向中国质量以及中国产品向中国品牌的转变，支持中国制造由大变强。围绕深化供给侧结构性改革，大力支持“破”、“立”、“降”，对产能过剩行业实施差别化信贷政策，扶持集成电路、高铁、航空航天等战略性新兴产业加快发展，支持机床、船舶、电力等传统制造业转型升级，助力核电等高端装备和技术自主创新。加大对薄弱环节和短板领域的支持，在精准安排项目的基础上加大精准扶贫力度，推广小微企业银行转贷款业务，开展供应链融资，探索政策性金融支持小微企业的新模式。

强化防范化解风险，持续提升管控水平

优化风险偏好设置，加强对各类风险的识别、计量、缓释和控制。规范国别风险分级管理，逐步开展重点国别研究规划，探索建立国别风险动态监测机制。加强贷前、贷中、贷后管理。强化现场、非现场检查，加大常规和专项稽核力度。高度重视境外机构和境外业务的合规风险，加强反洗钱和严控资金非法跨境流动工作。加快处置不良贷款。加强对贷款的风险监测、排查和预警，摸清风险底数，及时发现风险苗头，及早采取措施。

加强经营管理，增强可持续发展能力

公司治理结构得到进一步完善，党委在企业治理中充分发挥领导核心作用。以资本为核心的经营管理框架基本成形，经济资本管理理念在全行范围开始广泛树立，通过提升自身资本管理水平、节约资本等措施，资本积累和抗风险能力不断增强。全面风险管理框架基本建立，进入全面实施阶段，相关技术性准备取得积极成果。组织架构和机构设置不断完善，前中后台职能体系进一步健全，机构优化和编制调整工作基本完成。市场化人力资源管理及激励约束机制建设取得进展，职位体系、薪酬体系、考核体系不断完善。

展望2018

迈入新时代、踏上新征程、续写新篇章。2018年，进出口银行上下要牢固树立底线思维、坚定信心、稳扎稳打、苦干实干，着力推进业务发展，推动进出口银行改革发展再上新台阶。我国经济已由高速增长阶段转向高质量发展阶段，我们将积极发挥政策性金融服务国家战略和实体经济的功能和作用，扎实推动经济高质量发展。



中国进出口银行行长

行长致辞

Message from the President

In 2017, we in the Export-Import Bank of China continued to follow the guiding principle of expanding business operation while maintaining stable performance and acted upon the new development philosophy. We focused on risk management and business development and advanced both internal and external reform. The Bank's role as a policy-based financial institution was thus further strengthened.

By the end of 2017, the Bank's outstanding on-balance-sheet loans had reached RMB2876.8 billion, an increase of RMB362.7 billion, representing a year-on-year growth of 14.43%. The year-end on-balance-sheet and off-balance-sheet assets totaled RMB3735.9 billion. Its international credit rating remained the same as China's sovereign rating.

Fulfilling the Bank's mandate and mission by implementing China's development strategy

To implement China's development strategy, we were actively involved in pursuing the Belt and Road Initiative and facilitating coordinated development in regions around China. With promoting the building of the Belt and Road as our priority, we gave strong support to "bringing in" and "going global" endeavors. During the Belt and Road Forum for International Cooperation and at other major economic and diplomatic platforms, we signed a number of loan agreements on business cooperation and trade and production capacity cooperation. These agreements are being implemented.

We sped up efforts to enhance infrastructure connectivity in China's neighbors and achieved substantive progress in several major landmark projects in railway, road and bridge construction. We facilitated international cooperation on production capacity and equipment manufacturing, supported the setting-up of a number of overseas industrial parks and helped our partner countries build up their own development capacity.

We actively supported coordinated development of various regions in China, with priority given to the coordinated development of the Beijing-Tianjin-Hebei region, the development of the Yangtze River Economic Belt, and the building of the Xiong'an New Area. We also took targeted measures to support key projects which are important for boosting the economic growth of the country as a whole and its various regions.

Promoting China's foreign trade to foster new growth drivers

We endeavored to promote the steady improvement, growth, transformation and upgrading of China's foreign trade. We took new measures to facilitate trade growth, with focus on export and import, infrastructure projects that are important to trade and investment facilitation, projects that will help transform and upgrade China's foreign trade structure, and overseas contracting projects that will boost China's export.

We intensified support to Chinese companies to raise the quality and value added of their exports, which will enable Chinese companies to move up to the medium-high end of the global value chain.

We gave major support to the “going global” endeavors of Chinese high-tech, culture and small and medium-sized companies. We worked hard to bring Chinese companies in line with international standards, helped them expand overseas markets and enhance their international competitiveness, thus helping Chinese technologies, standards, brands and services to go global.

Promoting supply-side structural reform to support China’s real economy

We focused our efforts on supporting China’s real economy. Major steps were taken to strengthen China’s basic industrial and innovation capability and speed up the shift from Made in China to Created in China, from China speed to China quality, and from Chinese products to Chinese brands. By taking these steps, we aim to help turn China from a manufacturer of quantity into a manufacturer of quality.

We pressed ahead with the supply-side structural reform with measures to eliminate ineffective supply, foster new growth drivers and reduce costs. For instance, we adopted differentiated credit policies for industries with excessive capacity.

We supported the development of China’s strategic emerging industries, such as integrated circuit, high-speed railway, aviation and aerospace. We facilitated the transformation and upgrading of traditional manufacturing industries including machine tools making, ship building and electric power generation. We helped enhance self-driven innovation capacity of high-end equipment and technology sectors such as the building of nuclear power generators.

We increased support to weak areas of the economy. Targeted poverty alleviation measures were taken, on-lending channels for small and micro businesses were expanded, and supply-chain financing was provided. We also explored new ways of providing policy-based financing to small and micro businesses.

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Enhancing management to better prevent and control risk

We improved the risk appetite indicators to better identify, determine, mitigate and control various risks. We standardized the rating-based management of country risk, conducted country-specific research and planning in a phased way, and explored ways to put in place a dynamic mechanism to monitor country risk.

Greater efforts were made to improve pre-lending, lending and post-lending management. More on-site and off-site inspections as well as regular and special auditing were carried out. We kept a close watch on compliance risks of overseas institutions and businesses, intensify efforts against money laundering and illegal cross-border capital flows.

We moved quickly to dispose of non-performing loans and strengthened the monitoring, screening and early warning of loan risks. These measures enabled us to learn more about potential risks, detect signs of risks early and take swift measures to forestall them.

Improving business operation and management to enhance the Bank's sustainable business growth

The Bank's corporate structure was further improved, with the Bank Party Committee fully playing its role as the leadership core.

A capital-centered business management system was basically put in place, and bank-wide awareness of the need to conduct economic capital management was enhanced. Thanks to enhanced capital management and capital-saving measures, the Bank's capital accumulation and risk resistance capacity was further strengthened.

A comprehensive risk management framework was established thanks to solid technical work done in the preparation stage, and the framework is now in full operation.

We continued to improve the Bank's organizational structure, and further clarified the functions of the front, middle and back desks. The Bank's organizational structure improvement and staffing adjustment of various bank departments were basically completed.

New progress was made in establishing a market-based human resources management system and an incentive and restraint mechanism. Steady improvement was made in the Bank's systems of post appointment and promotion, remuneration and performance evaluation systems.

Goals for 2018

China has entered a new era, and we in the Bank have embarked on a new journey, ready to write a new chapter in our business expansion. In 2018, we will continue to work hard and forge ahead with firm confidence. We will remain vigilant against potential risks, push for business expansion and further upgrade the Bank's performance through reform. China's economy is in transition from a stage of rapid growth to one of high-quality development. The Export-Import Bank of China will fully play its role as a policy-based financial institution to better support China's development strategy and the real economy and promote the high-quality development of China's economy.