

年报

2005 ANNUAL REPORT

伴你走向世界 助你领先全球

2005 ANNUAL REPORT

THE EXPORT-IMPORT BANK OF CHINA

中国进出口银行2005年年度报告

目录

Contents

◆ 财务概要	Financial Highlights	1
◆ 董事长、行长致辞	Chairman & President's Message	2
◆ 总行领导	Top Executives	8
◆ 组织机构	Organization Chart	10
◆ 主要职责和业务范围	Main Mandate and Business Scope	12
◆ 业务经营情况	Major Business Development	14
◆ “十五”期间主要业务运行情况	Progress during the Tenth Five-Year Plan Period	23
◆ 重点项目	Major Projects	30
◆ 风险管理	Risk Management	40
◆ 信息化建设	Information & Technology Development	42
◆ 对外优惠贷款十周年	10th Anniversary of Concessional Loan Business	44
◆ 转贷业务十周年	10th Anniversary of Onlending Loan Business	45
◆ 人力资源管理	Human Resources Management	46
◆ 企业文化	Corporate Culture	48
◆ 对外合作与交流	International Exchanges	50
◆ 财务报表	Financial Statements	54
◆ 分支机构	Branches and Representative Offices	61

财务概要

Financial Highlights

单位：千元人民币
In thousands of RMB

全年度	FOR THE YEAR	2005
总收入	Total Income	9,257,747
总支出	Total Expenditures	8,761,547

年底	AT YEAR-END	2005
资产总额	Total Assets	204,793,347
负债总额	Total Liabilities	199,094,420
贷款总额	Total Loans	175,986,853
净利润	Net Profit	71,853



李若谷 Li Ruogu

中国进出口银行董事长、行长
Chairman & President
The Export-Import Bank of China

董事长 行长致辞

Chairman & President's Message

2005年，中国经济实现了又快又好的增长，国民生产总值比上年增长9.9%，达到18.2万亿人民币，外贸进出口总值1.4万亿美元，位居世界第三。作为支持我国进出口贸易和对外经济合作的国家政策性银行，中国进出口银行为此作出了积极的、重要的贡献。

2005年，是中国进出口银行全面完成“十五”计划奋斗目标的一年，也是改革创新、加快发展取得重大成果的一年。在党中央、国务院的正确领导下，我们认真落实科学发展观，稳步推进各项改革，大力拓展业务，积极防范和化解金融风险，实现了各项金融业务的快速健康发展。全年共批准各类贷款1586亿元，发放贷款1183亿元，分别比上年增长75%和71%，共支持了420亿美元的机电产品和高新技术产品出口，以及对外承包工程项目和境外投资项目。截至2005年末，全行表内业务贷款余额1760亿元，表外外国政府转贷余额168亿美元。资产总额达3506亿元。

一年来，我们积极开拓各项金融业务，进一步改进金融服务，为开展对外经济合作和支持国内有比较优势的企业“走出去”，提供了全方位的金融支持，一大批企业在我们的帮助下，走出了国门，积极拓展国外市场，参与国际经济合作，也带动了大量产品、设备、技术和劳务出口。

我们积极贯彻中央提出的实施互利共赢的开放战略，配合我国政府向发展中国家提供官方发展援助，帮助这些国家建设一批有社会效益和经济效益的重点项目，受到了受援国的广泛赞誉。同时，通过开展对外金融业务，也很好分享了中国的发展经验与教训。

在转贷外国政府贷款工作中，我们按照积极有效利用外资的方针，注意贷款投向，保证交通、能源、环保、农业、通讯、教育、医疗等关系国计民生的基础性行业的资金需求，推动了西部大开发和振兴东北老工业基地战略的实施，改善了生态环境，为我国经济社会的可持续发展和人与自然的和谐相处提供了有力支持。

我们积极创新金融产品和服务，开办了进口信贷、农产品出口信贷等新业务品种，并将支持领域扩大到港、澳、台资企业，服务范围扩大到中小企业，以在更大范围内发挥政策性金融的作用。

我们从新形势和新情况对我行提出的新要求出发，积极推进改革创新，全面启动了总行机构改革工作，重塑业务流程，完善内部控制体系，以建立起适应我行业务特点、符合现代公司治理结构要求的组织管理架构。

在业务快速发展的同时，我们采取有效措施，防范和化解金融风险。按五级分类口径，2005年末全行表内业务不良贷款率4.91%，连续7年实现了不良贷款余额和比率“双下降”的奋斗目标，信贷资产质量进一步提高。

我们成功发行了400亿元人民币金融债和10亿美元全球债，并首次在境内发行5亿美元浮息债

券，保证了信贷业务的资金需求。中国进出口银行的国际信用评级均继续与我国主权评级一致。

2006年是实施"十一五"规划的开局之年，也是我行改革发展的关键之年。当前，和平、发展、合作、共赢已经成为时代的主题，世界多极化和经济全球化已经成为不可阻挡的历史潮流。世界经济新一轮的结构变化和全球化将有利于中国加快产业的升级换代与调整和广泛参与国际经济合作。中国日益增长的国内市场需求，稳定的社会政治环境，有效的宏观经济政策和日益健全的市场体系，决定了中国经济将保持快速持续增长的趋势。同时，我们也要看到中国经济发展面临着许多不确定因素和瓶颈制约。我行作为支持我国进出口贸易和对外经济合作的国家政策性银行，在保持我国经济平稳较快发展，加快转变经济增长方式，提高自主创新能力等方面，担负着特殊和重要的职能。我们要时刻牢记职责，从战略的高度把握银行的作用和未来的发展方向，改革创新，奋发图强，不辱使命。

展望2006年，我们充满了信心。我们要以科学发展观统领全行各项工作，认清形势，解放思想，加快改革步伐，争取在支持我国经济增长和促进对外经济合作中发挥更大的作用。我们要进一步转变经营理念，创新业务品种，完善服务手段，提高金融服务质量和水平，加快建设现代金融企业的步伐，努力实现建设"创新型"银行的战略目标。我们要大力发展各项金融业务，实现各项金融业务的快速增长、不良贷款绝对额和比率继续"双下降"的奋斗目标，为我国在更大范围、更广领域和更高层次参与国际经济技术合作和竞争，为构建和谐社会、建设和谐世界而作出我们应有的贡献！

董事长、行长：



China achieved a fast yet steady economic growth in 2005. The GDP grew by 9.9% to RMB 18.2 trillion Yuan. The volume of exports and imports totaled US\$1.4 trillion, ranking the third in the world. As the country's policy bank supporting import and export trade and economic cooperation with other countries, The Export-Import Bank of China (China Eximbank) has made significant contribution in this regard.

The year 2005 witnessed the Bank's comprehensive fulfillment of the objectives in the Tenth Five-Year Plan and huge achievements in reform, innovation and development. Under the leadership of the State Council, we achieved rapid and healthy growth in every field of financial services through earnestly implementing the Scientific Development philosophy, steadily promoting various reforms, intensifying the efforts on business expansion, and actively preventing and dissolving financial risks. Volume of loans approved in 2005 amounted to RMB 158.6 billion with the actual loan disbursement adding up to RMB 118.3 billion, increasing by 75% and 71% respectively year on year. These credit facilities supported the export of electronic and machinery products and high and new-tech products worth of US\$42 billion and projects of overseas construction contract and overseas investment. At the end of 2005, the outstanding loans on the balance sheet stood at RMB 176 billion, while the outstanding of on-lending loans extended by foreign governments, which is off the balance sheet, stood at USD 16.8 billion. Eximbank's total assets read RMB 350.6 billion.

Over the past year, we vigorously explored new fronts in financial services, further improved service qualities and provided all-around financial support for international economic cooperation and overseas investment conducted by Chinese enterprises with comparative advantages. Thanks to such financial support, a large number of Chinese enterprises have entered into the global markets and participated in international economic cooperation, which significantly promoted the export of Chinese commodities, equipments, technology and labor.

In 2005, the Bank actively implemented the opening-up strategy of seeking for mutual benefits and common progress initiated by the Chinese government through providing official development aids to developing countries, helping them build a series of key projects with favorable social and economic returns, and in return received extensive recognitions from the recipient countries. At the same time, these financial services have enabled us to share with these countries the lessons and experiences gained from China's development practice.

For on-lending loans granted by foreign governments, according to the principle of effective utilization of foreign fund and satisfaction of the capital demand of basic industries, we provided the loans to sectors that are vital to the national economy and people's livelihood, such as transportation,

energy, environmental protection, agriculture, communications, education, medical service, etc, therefore contributing to the implementation of the strategies of Western Development and the Revitalization of Old Industrial Bases in North-Eastern China, to the improvement of ecological environment, and to the strong support for sustainable economic and social development and the harmonious coexistence of human and nature.

The year 2005 also saw frequent innovation in financial products and services, including the launching of import credit, export credit for agricultural produces, and the extension of financing to Hong Kong, Macao and Taiwan-funded enterprises, as well as to small and medium-sized enterprises.

Facing the increasing demands of requiring financial assistance both from foreign governments to their economic development and Chinese enterprises for their overseas business activities and responding to the changing competition and supervisory environment, we have actively pressed ahead with internal reform and institutional re-establishment at the headquarters. The operational procedures were remodeled and internal control was improved in order to establish an organizational and managerial structure compatible with the business characteristics of the Bank and requirements of modern corporate governance.

At a time of rapid business expansion, we adopted effective measures to prevent and mitigate financial risks. Based on the five-category loan classification, the ratio of non-performing loan on the Bank's balance sheet was 4.91% at end 2005; the outstanding volume and the ratio of NPLs both have declined for seven years consecutively. The quality of credit asset further improved.

We successfully issued RMB40 billion of financial debenture and US\$1 billion of global bond. We also issued onshore floating rate note worth USD 500 million for the first time ever. All of these fund-raising efforts ensured the capital demand of the credit business. The international credit ratings of China Eximbank continued to be compatible to that of the People's Republic of China.

The year 2006 will be the first year of the Eleventh Five-Year Plan and a critical year of reform and development for the Bank. At the global level, peace, development and cooperation have become the main theme of the times and multi-polarization and economic globalization is progressing towards equilibrium, reciprocity, and mutual benefit. A new round of restructure and globalization of the world economy will help China to maintain sustainable economic growth, quicken her industrial upgrading and more extensively participate in the global economic cooperation. Given the ever growing domestic demand, social and political stability, effective macro-economic policy, and the constantly improving market system in China, the economy will continue a momentum of rapid and

sustained growth. At the same time, we are aware of the many uncertainties and bottlenecks. As a policy bank supporting China's foreign trade and external economic cooperation, China Eximbank undertakes an unique and important function in maintaining a steady and relatively fast economic growth, speeding up the transformation of growth pattern, and enhancing innovation capability. We shall always bear in mind our mandate, define the Bank's role and future direction from a strategic perspective, and honor our mission by exerting best efforts to promote reform and innovation.

Looking into the year 2006, we are full of confidence. We will adopt the philosophy of Scientific Development to guide the Bank's undertaking. We will clearly understand the circumstances, emancipate the mind, speed up the pace of reform and strive to play a more important role in supporting China's economic growth and promoting external economic cooperation. We shall further change the operational philosophy, innovate in financial products and business types, improve means of service, and raise the quality of financial services. We will move faster to build a modern financial institution and realize the strategic objective of becoming a bank for innovation. We need to vigorously develop financial business with a view to expanding operation and reducing both the outstanding volume and ratio of NPLs. We will spare no efforts to promote China's active participation in international economic and technological cooperation and competition, and to contribute to establishing a harmonious society in our own country and a harmonious world at large.

Li Ruogu

Chairman & President



李若谷 Li Ruogu

董事长、行长
Chairman & President



苏中 Su Zhong

副行长
Vice President



赵文章 Zhao Wenzhang

副行长
Vice President



朱鸿杰 Zhu Hongjie

副行长
Vice President



赵晓宇 Zhao Xiaoyu

副行长
Vice President



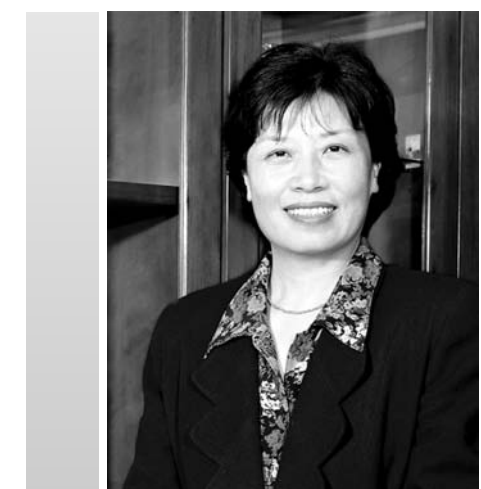
李郡 Li Jun

副行长
Vice President



李刚 Li Gang

行长助理
Assistant President



梁骧 Liang Xiang

行长助理
Assistant President

组织机构

Organizational Chart



主要职责和业务范围

Main Mandate and Business Scope

中国进出口银行成立于 1994 年，是直属国务院领导的、政府全资拥有的国家政策性银行，其国际信用评级与国家主权评级一致。中国进出口银行总部设在北京。目前，在国内设有 7 家营业性分支机构和 6 个代表处；在境外设有 2 个代表处；与 140 多家银行建立了代理行关系。

Founded in 1994, The Export-Import Bank of China is a state policy bank under the direct leadership of the State Council and solely owned by the central government. Its international credit ratings are compatible to national sovereign ratings. Its head office is located in Beijing. At present, the Bank has seven domestic business branches, six domestic representative offices, and two representative offices abroad. It has established correspondent relationship with more than 140 banks.

主要职责

中国进出口银行的主要职责是贯彻执行国家产业政策、外经贸政策、金融政策和外交政策，为扩大我国机电产品、成套设备和高新技术产品出口，推动有比较优势的企业开展对外承包工程和境外投资，促进对外关系发展和国际经贸合作，提供政策性金融支持。

Main Mandate

Following state policies in industry, foreign trade and economy, finance and foreign affairs, the Bank aims to provide financial support for promoting the exports of Chinese mechanical and electronic products, complete sets of equipment, high-and new-tech products, helping Chinese companies with comparative advantages go abroad for overseas construction contracts and offshore investment projects, and enhancing Sino-foreign relationship and international economic and trade cooperation.

主要业务范围

- ◆ 办理出口信贷（包括出口卖方信贷和出口买方信贷）；
- ◆ 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。

Business Scope

- ◆ Providing export credit (including seller's credit and buyer's credit);
- ◆ Providing loans for overseas construction contracts and overseas investment projects;
- ◆ Providing Chinese Government Concessional Loan;
- ◆ Offering international guarantee;
- ◆ Onlending loans extended by foreign governments and financial institutions;
- ◆ Handling international and domestic settlement and corporate deposit under loan facilities provided by the Bank;
- ◆ Raising funds in domestic and overseas capital markets and money markets;
- ◆ Conducting international inter-bank loans, organizing or participating in international and domestic syndicated loans;
- ◆ Renminbi inter-bank borrowing and lending and bond repurchases;
- ◆ Foreign exchange trading and approved foreign exchange dealings on commission;
- ◆ Creditworthiness investigation, consultation, evaluation and witness services that are relevant to the Bank's business;
- ◆ Other business approved or entrusted.

业务经营情况

Major Business Development

2005年是“十五”计划的最后一年，也是中国进出口银行改革创新、加快发展取得重大成果的一年。全年共批准各类贷款1586.4亿元，发放贷款1182.6亿元，分别比上年增长75.1%和70.8%；年末，全行表内业务贷款余额1759.9亿元，比上年增加521亿元，增长42.1%；表外外国政府贷款转贷余额168.1亿美元（约合人民币1356.3亿元）。资产总



额3506.4亿元，比上年增长447.7亿元。其中，表内资产总额2047.9亿元，比上年增长657.3亿元；表外转贷业务资产总额1458.5亿元。为我国对外贸易连续4年保持20%以上的高速增长，居全球第三位，成为世界第四大机电产品出口国，发挥了重要和独特的作用。

The year 2005 was the last year of the "Tenth Five-Year Plan", as well as a year that the Bank scored tremendous achievements in its development through reforms and innovation. Approvals of assorted credits throughout the year amounted to RMB 158.64 billion with the actual loan disbursement adding up to RMB 118.26 billion, up by 75.1% and 70.8% respectively over the year before. At the end of the year, the outstanding loans on the balance sheet stood at RMB 175.99 billion, up by RMB 52.1 billion over the previous year, an increase of 42.1%; the outstanding onlending loans extended by foreign governments off the balance sheet stood at USD 16.81 billion (approximately RMB 135.63 billion). The total assets read RMB 350.64 billion, RMB 44.77 billion more than that of the previous year, among which, the total assets on the balance sheet stood at RMB 204.79 billion, up by RMB 65.73 billion over the previous year; the total onlending assets off the balance sheet read RMB 145.85 billion. The foreign trade volume of China had maintained a high growth of 20% for 4 consecutive years, easing China the third largest trader among all economies, the fourth largest exporter of mechanical and electronic products in the world. The Bank, in this regard, had played a significant and unique role.

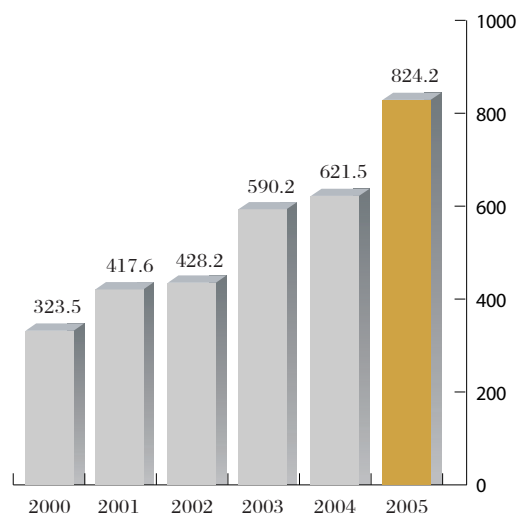
出口信贷业务 Export Credit Operations

2005年，中国进出口银行出口卖方信贷业务和出口买方信贷业务均超额完成“十五”计划。同时，贷款客户结构和投向结构进一步优化。一般机电产品贷款在全部出口信贷中的比重继续下降，船舶、电站及技术产品和对外承包工程、境外投资等项目贷款占比升至86.8%，对外经济合作项目贷款的比重达到41.6%。

In 2005, both the export seller's credit operation and the export buyer's credit operation of the Bank accomplished the "Tenth Five-Year Plan" objectives in excess. At the same time, the structure of credit portfolio and orientation were further optimized, resulting in a reduced proportion of the export credit provided for general mechanical and electronic products in the total export credits while the proportion for ships, power station equipment, overseas investment and offshore construction contracts rising to as high as 86.8%. The proportion of credit for international economic cooperation projects reached 41.6%.

出口卖方信贷 Export Seller's Credit

- ◆ 出口卖方信贷业务增势良好。全年共批贷941.1亿元、放款824.2亿元，同比分别增长29%和32.6%。年末贷款余额1248.1亿元，比年初增加195.4亿元，完成全年新增余额计划的130.3%。
- ◆ 全行重点加强了对出口卖方信贷业务的指导和管理，充分发挥分支机构的自身优势，加强市场营销，提高服务水平，贷款的客户结构和投向结构得到进一步的优化。
- ◆ 全年共批准对外承包工程和境外投资等项目贷款金额310.2亿元，占批贷总额的33%。
- ◆ 全年新批设备项目贷款金额24.1亿元，占批贷总额的2.5%。
- ◆ 全年新批高新技术产品项目贷款金额337.1亿元，占批贷总额的35.8%。
- ◆ 全年新批船舶出口贷款158.7亿元，占批贷总额的16.9%。
- ◆ 全年新批一般机电产品项目贷款金额110.9亿元，占批贷总额的11.8%。



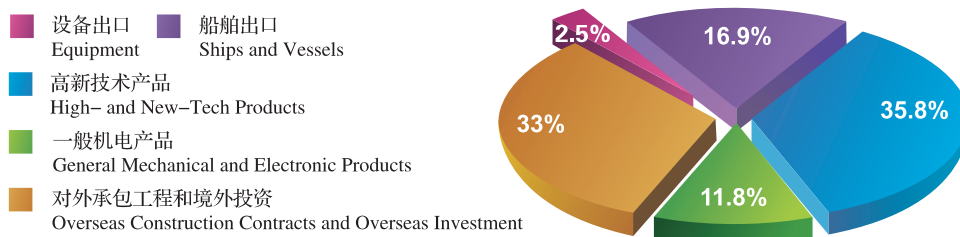
出口卖方信贷实际发放贷款
Actual Disbursement of Export Seller's Credit

单位：亿元人民币 Unit: RMB 100 million

◆ The export seller's credit operation saw a good momentum of growth. In 2005, the Bank approved RMB 94.11 billion export seller's credit with actual loan disbursement of RMB 82.42 billion, up by 29% and 32.6% respectively over the year before. The year-end outstanding stood at RMB 124.81 billion, which was an increase by RMB 19.54 billion than that at the beginning of the year, accomplishing

130.3% of the newly-increased outstanding objective of the year.

- ◆ The Bank intensified the guidance to and management of the export seller's credit operation, giving full play to the advantages of its branches and representative offices. The structure of credit portfolio and orientation were further optimized through intensifying marketing efforts and improving service quality.
- ◆ RMB 31.02 billion, or 33% of the new approvals, went to offshore construction contracts and overseas investment projects.
- ◆ RMB 2.41 billion, or 2.5% of the new approvals, was channeled to finance the export of complete sets of equipment.
- ◆ Export seller's credit offered to high- and new- tech products added up to RMB 33.71 billion, or 35.8% of the new approvals.
- ◆ RMB 15.87 billion, or 16.9% of the new approvals, was for supporting the export of China-built ships and vessels.
- ◆ RMB 11.09 billion, or 11.8% of the new approvals, was provided for financing the export of general mechanical and electronic products.

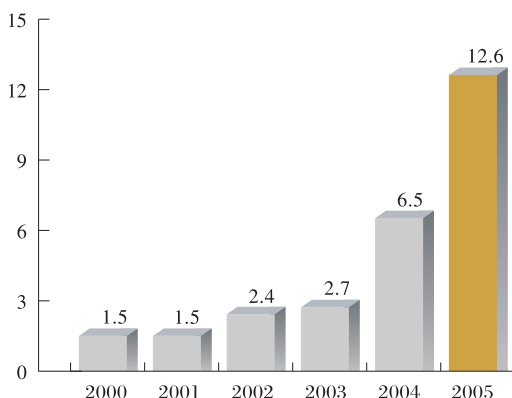


出口卖方信贷新批贷款投向比例示意图

Chart of Orientation Proportion of Newly-approved Export Seller's Credit

出口买方信贷

Export Buyer's Credit



出口买方信贷实际发放贷款
Actual Disbursement of Export Buyer's Credit

单位: 亿美元 Unit: USD 100 million

出口买方信贷业务取得突破性进展。全年新签约项目金额43.7亿美元，放款12.6亿美元，同比分别增长143.4%和94.9%，年末贷款余额24.4亿美元；新增余额同比增加5.7亿美元，同比增长104.9%。出口买方信贷业务呈现出以下3个特点：

一是市场开拓取得新的突破性进展，在非洲和周边国家市场取得重大突破。

二是各项业务指标全面提升。签约金额、贷款余额分别增长143.4%和82.6%，均创历史新高，贷款余额突破20亿美元；新增贷款余额11亿美元，增长104.9%，超过前三年新增余额的总和。

三是对外经济合作项目签约比重已升至30%，成为继船运行业之后又一个新的业务增长点。

The export buyer's credit operation achieved a breakthrough. In 2005, the Bank signed export buyer's credit loan agreements with a total amount of USD 4.37 billion and the actual disbursement stood at USD 1.26 billion, up by 143.4% and 94.9% respectively over the previous year. The year-end outstanding registered USD 2.44 billion, increasing by USD 570 million than that at the beginning of the year, up by 104.9%. The export buyer's credit operation took on the following three features:

Firstly, the Bank made a breakthrough in market expansion in African and neighboring countries.

Secondly, the indicators of all business lines were enhanced. The value of signed contracts and the outstanding credit increased by 143.4% and 82.6% respectively, scoring a record high in the history of the Bank. The outstanding exceeded USD 2 billion. The newly increased outstanding stood at USD 1.1 billion, up by 104.9%, exceeding the total of the newly increased outstanding of the precious three years.

Thirdly, the proportion of loan agreements for international economic cooperation was enhanced to 30%, making it another fast-growing area following the ship finance.

对外优惠贷款业务 Chinese Government Concessional Loans

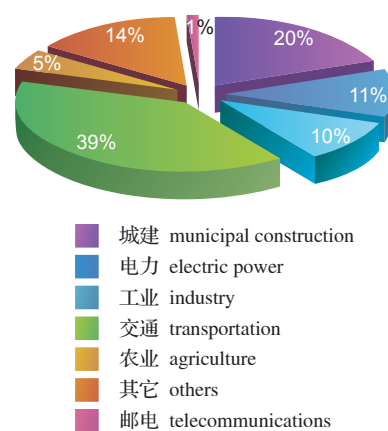
对外优惠贷款业务扎实推进。积极配合我国经济外交工作需要，重点推进一批帮助受援国经济发展和改善人民生活的项目；同时，积极帮助我国企业开拓非洲、中亚等新兴市场，带动我国企业到受援国投资建厂、承包工程。

The Chinese government concessional loans were steadily promoted. Catering to the need of China's economic diplomacy, the Bank put the priority on the projects which can help promote the economic development and improve people's life of the aided countries. Meanwhile, the Bank assisted Chinese enterprises to exploit emerging markets in Africa and Central Asia by supporting those enterprises in establishing factories and winning contracting projects in the aided countries.

外国政府贷款转贷业务 Onlending Loans extended by Foreign Governments

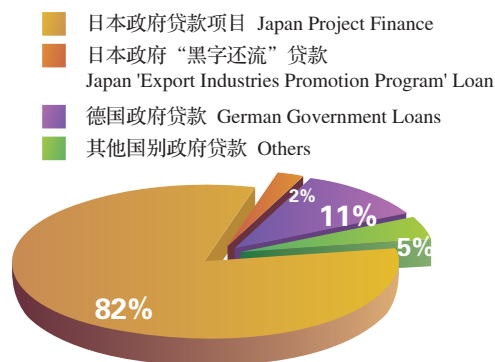
全年新批准转贷项目52个，金额19.9亿美元，同比增长98.1%。年末转贷余额168.1亿美元。

认真贯彻积极、合理、有效利用外资总方针，抓住机遇，在新业务、新国别、新品种的拓展上取得了突出成绩。转贷项目贷后管理水平不断提高，业务继续保持稳健发展，有力地支持了一批交通、环保、教育等国家重点建设项目的实施。



外国政府贷款转贷余额行业分布图
Onlending of Foreign Government Loans by Industries

目前，中国进出口银行转贷外国政府贷款的国别为日本、德国、荷兰、奥地利、西班牙、澳大利亚、挪威、芬兰、丹麦、科威特、韩国、比利时、英国、瑞典、卢森堡、波兰、加拿大、沙特阿拉伯、瑞士、法国和欧洲投资银行、北欧投资银行、北欧发展基金等23个国家和国际金融机构。其中，瑞士、法国和欧洲投资银行是2005年新增的国别和国际金融机构。



外国政府贷款贷款余额国别分布图
Outstanding of Foreign Government Loans by Countries

In 2005, the Bank approved 52 onlending projects with a total value of USD 1.99 billion, up by 98.1% over the previous year. The year-end outstanding onlending loans amounted to USD 16.81 billion.

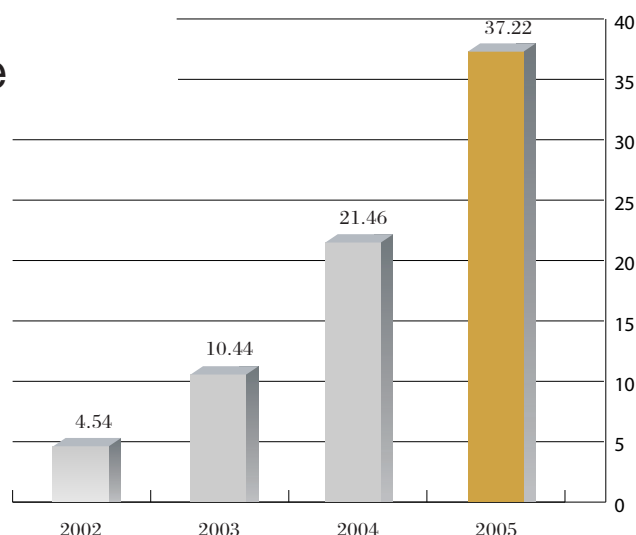
Following the general principle of utilizing foreign funds in an active, reasonable and effective way, the Bank accomplished prominent achievements in developing new business lines and introducing new onlending countries. The post-lending management was further improved and the business has maintained a steady and healthy growth, lending full support to the implementation of a group of state key projects in the fields of transportation, environmental protection, education, etc.

So far, the Bank has dealt with onlending loans extended by the following 23 foreign governments and financial institutions: Japan, Germany, the Netherlands, Austria, Spain, Australia, Norway, Finland, Denmark, Kuwait, Korea, Belgium, the United Kingdom, Sweden, Luxembourg, Poland, Canada, Saudi Arabia, Switzerland, France, European Investment Bank, Nordic Investment Bank, Nordic Development Fund, among which, Switzerland, France, European Investment Bank were newly included in the list in 2005.

对外担保业务 International Guarantee

继续保持较快增长。全年共对外开立保函总金额37.2亿美元，比上年增长73.4%，年末对外担保责任余额59.8亿美元。

对外担保业务是中国进出口银行支持企业参与国际经济技术合作与竞争的重要手段。2005年，中国进出口银行充分发挥政策性金融作用，努力满足企业对保函类产品的需求，有力地推动了船舶、电站、通讯设备等大型机电产品、高新技术产品的出口；大力支持了企业境外投资、对外承包工程和境外加工贸



对外担保业务四年发展情况
Growth of International Guarantee during the Past Four Years

单位：亿美元 Unit: USD 100 million

易活动；在业务发展的同时，进一步完善了风险管理机制，确保了资产质量。

This business continued to maintain a rapid growth. In 2005, the Bank issued letters of guarantee worth USD 3.72 billion, up by 73.4% over the year before. The year-end outstanding stood at USD 5.98 billion.

The international guarantee business is an important means of the Bank in supporting enterprises to participate in international economic and technological cooperation and competition. In 2005, the Bank gave full play to its policy financial function to satisfy the demands of enterprises for letters of guarantee, which promoted the export of large-scale mechanical and electronic equipments such as ships, power stations, and telecommunication equipments and supported overseas investment, offshore contract projects and processing trade. While developing its business, the Bank further improved the risk management system and ensured the assets quality.

国际结算业务 International Settlement

全年共计办理国际结算和结售汇业务71.2亿美元，比上年增长138.4%。

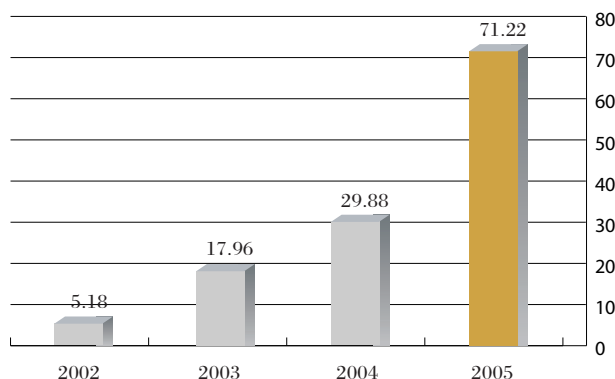
自2001年开办国际结算业务以来，经过几年的发展，逐步建立了一套完善的业务管理与运营体系，业务量不断上升，服务水平不断提高。

2005年，加快了业务创新力度，开办了贸易融资和远期结售汇业务，实现了为客户提供存款、贷款、担保、结算、贸易融资"一条龙"服务。

In 2005, the Bank completed USD 7.12 billion of transactions for international settlement and the sale and purchase of foreign exchange, up by 138.4% than the previous year.

Since it started to offer international settlement services in 2001, the Bank gradually established a set of well-organized business management and operation system, leading to a constant increasing business volume and the enhancement of service quality.

In 2005, the Bank intensified business innovation and started trade finance services and forward sale and purchase of foreign exchange. In this way, the Bank has established "one-stop" services for its clients covering deposits, loans, guarantee, settlement, and trade finance.



国际结算业务四年发展情况
Growth of International Settlement during the Past Four Years

单位：亿美元 Unit: USD 100 million

资金筹措 Fund Raising

2005年，中国进出口银行根据资金需求、市场情况及投资者偏好，在境内成功发行了4期共400亿元人民币金融债、5亿美元浮息债，在境外发行了10亿美元全球债，足额及时地保证了信贷资金供应，有效地控制了筹资成本，为全行经营效益的改善发挥了重要作用。

2005年7月，中国进出口银行在国际市场发行10亿美元全球债。由于发行时机选择得当、定价合理，因此受到来自美国、欧洲和亚洲众多机构投资者的热烈响应，申购总量达到发行额的5.6倍，创下中国发行体境外发债超额认购比例的最高纪录，发行取得巨大成功。

2005年10月，中国进出口银行首次在境内债券市场发行5亿美元外币债。此次发行，不仅拓宽了进出口银行的外币筹资渠道，还对丰富国内银行间债券市场产品结构、推动市场的国际化进程起到了积极的促进作用。

中国进出口银行频频亮相于境内外金融市场，吸引了众多国际、国内优质投资者的广泛关注，不仅筹措了业务发展急需的本外币资金，也进一步扩大了市场影响，树立了良好的市场形象。

In 2005, responding to the funding demand, market situation and investors' preferences, the Bank successfully launched four issues of financial bonds totaling RMB 40 billion and floating rate notes worth USD 500 million in the domestic market and issued USD 1 billion global bond in the international market. Those issues ensured the sufficient supply of credit funds in time and effectively controlled the cost of fund raising, thus playing an important role in improving the operation performances of the Bank.

In July 2005, the Bank issued USD 1 billion global bond in the international market. Owing to good timing and reasonable pricing, it won active responses from many institutional investors from the US, Europe and Asia with 5.6 times oversubscribed, making a record of oversubscription among Chinese issuers in the international market, which proved a great success.

In October 2005, the Bank for the first time issued USD 500 million foreign currency bond in the domestic bond market. This issue not only expanded the channel of foreign currency raising, but also played a positive role in enriching the inter-bank bond product mix in China and promoting the internationalization progress of the market.

The Bank's frequent entries into the financial market both at home and abroad has attracted extensive attention of many excellent international and domestic investors. This has not only satisfied the dire funding needs of the Bank for both Renminbi and foreign currency, but also exerted great influence and established a good image in the market.

资金运作与管理 Treasury Operation and Management

2005年，中国进出口银行继续加强市场开拓，积极运用即、远期外汇买卖，掉期外汇买卖，利率掉期，货币掉期等多种金融工具，协助客户防范和化解汇率、利率风险。

2005年，中国进出口银行积极参与境内银行间金融市场创新与发展，开办了买断式回购、短期融资券、远期债券交易等多项新交易，在货币市场、债券市场和外汇市场的资金交易上均取得了良好的业绩。

2005年，中国进出口银行根据人民币汇率改革后的市场变化，申请获得了参与银行间远期外汇买卖和开办对客户远期结售汇业务的资格，同时探索办理结售汇业务的新方式，提高了银行中间业务的市场参与水平和竞争力。

中国进出口银行积极运用多种金融工具运作本外币间歇资金，加强资金计划管理，积极确保本外币资金良好的流动性和效益性，减少了资金闲置，降低了资金成本。

为加强风险控制，中国进出口银行完成了资金交易前、中、后台相互支持、相互制约的业务管理架构建设，并正在引进国际先进的交易系统。

In 2005, the Bank continued to strengthen market exploitation. It actively utilized various financial instruments such as spot and forward sale and purchase of foreign exchange, swap for sale and purchase of foreign exchange, exchange rate swap and currency swap, to help clients to prevent and mitigate exchange rate and interest risks.

In 2005, the Bank took an active part in the innovation and development of domestic inter-bank financial market and started several new businesses including buyout repurchases, short-term financing bond, long-term bond trading, etc. It achieved good results for fund operation in money market, bond market and the foreign exchange market.

In 2005, according to the market changes since the reform of the Renminbi exchange rate regime, the Bank applied and gained the qualification of participating in the inter-bank forward sale and purchase of foreign exchange and handling forward sale and purchases of foreign exchange for its clients. At the same time, it also explored the new modalities of this line of business, which increased its market entry level for intermediary businesses and strengthened its competitiveness.

The Bank actively utilized various financial instruments to operate the funds of RMB and foreign currency, strengthened fund planning and management, and ensured liquidity and profitability of Renminbi and foreign currency funds, thus reducing the amount of unused funds and funding cost.

To strengthen risk control, the Bank completed the restructuring of treasury management featuring the mutual support and control between front, middle and back desks.

国际信用评级 International credit ratings

目前，中国进出口银行拥有穆迪投资家服务公司和标准普尔公司的信用评级，这些评级均与中国国家主权信用评级一致。

The infographic features a dark brown background with a glowing effect. At the top center is the flag of the People's Republic of China. To its right is the logo of the Bank of Communications, consisting of two interlocking blue circles. Below these are two rows of information. The first row shows the Moody's logo (a blue circle with a white 'M') and the text '美国穆迪投资家服务公司' (Moody's Investors Service, USA) on the left, and the rating 'A2' in large white letters on the right. The second row shows the Standard & Poor's logo (the words 'STANDARD & POOR'S' in white) and the text '美国标准普尔公司' (Standard & Poor's, USA) on the left, and the rating 'A-' in large white letters on the right.

 美国穆迪投资家服务公司	A2	A2
 美国标准普尔公司	A-	A-

At present, the Bank has received credit ratings from Moody's Investors Service and Standard & Poor's. All of the ratings were compatible to China's sovereign ratings.

“十五”期间主要业务运行情况

Progress during the Tenth Five-Year Plan Period

“十五”期间，我行全面实现了“十五”计划的各项奋斗目标。各项业务持续快速发展，信贷资产质量显著提高；机构逐步健全，功能趋于完善；基础管理工作得到加强，队伍整体素质不断提高。“十五”期末与初期相比，表内资产总额增长2倍；各项业务贷款余额增长2倍，累计支持出口的机电产品和高新技术产品以及对外承包工程和境外投资项目总额达1473亿美元；累计转贷外国政府贷款33.2亿美元，为250个国内重点项目提供了支持。截至2005年底，全面实现了“十五”计划的各项奋斗目标，为我行“十一五”的发展奠定了良好基础，也使我们对未来充满信心。

During the "Tenth Five-Year Plan" period, the Bank comprehensively achieved various objectives of the "Tenth Five-Year Plan". All of the lines of business maintained sustained and rapid development, and the quality of credit assets were remarkably enhanced; the institutional organizations and functions were improved; the basic management work was strengthened and the quality of the personnel was constantly improved. Compared with the beginning of the "Tenth Five-Year Plan" period, the total amount of assets on the balance sheet increased by two times at the end of the period; the outstanding loans of various lines of businesses tripled, with the total amount of export of mechanical and electronic products, high- and new-tech products, overseas contract projects and overseas investment projects reaching USD 147.3 billion; the accumulated onlending loans extended by foreign governments reached USD 3.32 billion, providing support for 250 key projects in China. By the end of 2005, various objectives of the "Tenth Five-Year Plan" had been comprehensively achieved, which laid a good foundation for the development of China Eximbank during the "Eleventh Five-Year Plan" period and made us fully confident of the future.

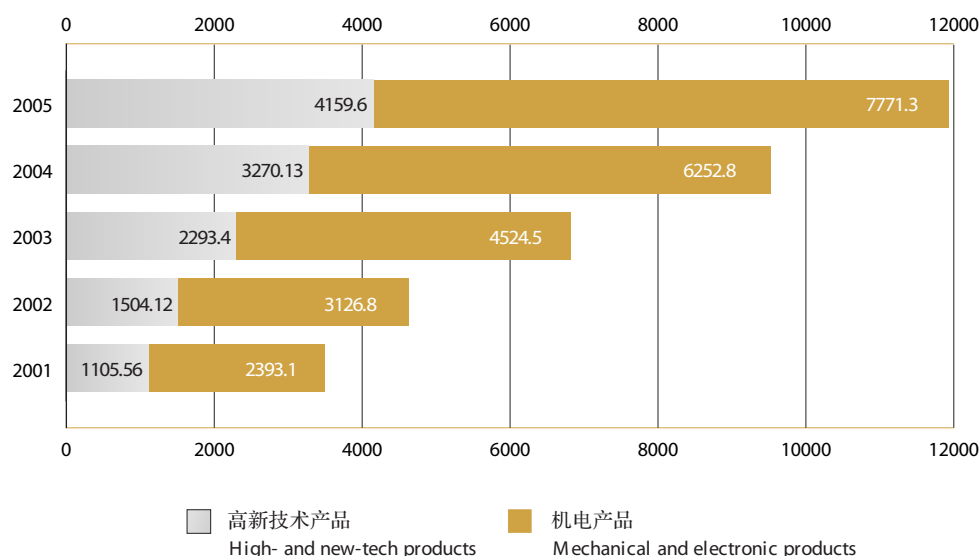
政策性业务的杠杆作用明显

More apparant role of policy financing leverage

“十五”期间，我行累计提供各项信贷4210亿元，各项融资业务（包括信贷、担保、保险）累计支持机电产品和高新技术产品出口和境外投资、工程承包项目1473亿美元，占同期全国机电产品和高新技术产品出口金额的比重达到12%。以相对数据比较，我行融资对机电产品出口产生的融资杠杆效应非常明显，发挥了巨大的政策性支持作用。

During the "Tenth Five-Year Plan" period, the Bank provided assorted loans totaling RMB 421 billion. The various lines of financing business (including loans, guarantee and insurance) supported the accumulated export of mechanical and electronic products, high- and new-tech products, overseas investment, overseas contract projects worth USD 147.3 billion, accounting for 12% of the total amount of export of mechanical and electronic products, high- and new-tech products in China. According to the comparative statistics, the financing leverage that the Bank

exerted on the export of mechanical and electronic products was prominent, which played a great role of policy financial support.



“十五”期间全国机电产品和高新技术产品出口情况
Export of Chinese mechanical and electronic products and high- and new- tech products during the "Tenth Five-Year Plan" Period

单位：亿美元 Unit: USD 100 million

各项业务运行情况 Performances of various lines of business

一、资产负债情况

Assets and liabilities

到2005年末，资产总额（表内）为2048亿元，以2000年683亿元为基数，年均增长25%；各项负债总额（表内）为1991亿元，以2000年677亿元的负债为基数，年均增长24%。

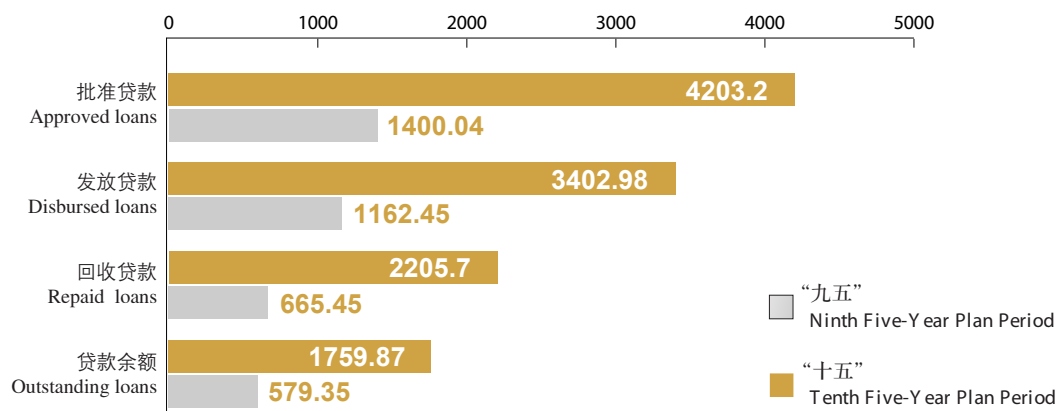
By the end of 2005, the total assets (on the balance sheet) was RMB 204.8 billion with an annual growth rate of 25% based on RMB 68.3 billion in 2000, and the total liabilities of various items (on the balance sheet) was RMB 199.1 billion with an annual growth rate of 24% based on the liabilities of RMB 67.7 billion in 2000.

二、各项业务总量完成情况

Performances of various lines of business

作为国家政策性银行，我行树立全局意识和创新意识，积极贯彻国家产业政策、外经贸政策和外交政策，重视资产安全和经济效益。“十五”期间，全行共批准（签约）表内各类信贷项目2150个，批准（签约）贷款4203亿元，年均增长32%，比“九五”期间增加2799亿元，增长198%；累计发放贷款3403亿元，年均增长28%，比“九五”期间增加2247亿元，增长190%；累计收回贷款2206亿元，年均增长22%，比“九五”期间增加1544亿元，增长232%。截至2005年末表内各项业务贷款余额为1760亿元，比“九五”期间增加1181亿元，增长204%。

As a state policy bank, the Bank built up the awareness of innovation and taking all respects into consideration, and actively carried out the state industrial policies, foreign economic and trade policies and diplomatic policies, attaching importance to the assets security and economic benefits. During the "Tenth Five-Year Plan" period, the Bank in total approved (signed) 2150 loan projects of various types on the balance sheet, and approved (signed) loans of RMB 420.3 billion with an annual growth rate of 32%, RMB 279.9 billion more than that of the "Ninth Five-Year Plan" period, increasing by 198%. The accumulated loan disbursement was RMB 340.3 billion with an annual growth rate of 28%, RMB 224.7 billion more than that of the "Ninth Five-Year Plan" period, increasing by 190%. The accumulated repaid loans stood at RMB 220.6 billion with an annual growth rate of 22%, RMB 154.4 billion more than that of the "Ninth Five-Year Plan" period, increasing by 232%. By the end of 2005, the outstanding loans of various lines of business on the balance sheet was RMB 176 billion, RMB 118.1 billion more than that of the "Ninth Five-Year Plan" period, increasing by 204%.



中国进出口银行“九五”和“十五”贷款情况图
Loans during the "Ninth and Tenth Five-Year" Plan Period

单位：亿元人民币 Unit: RMB 100 million

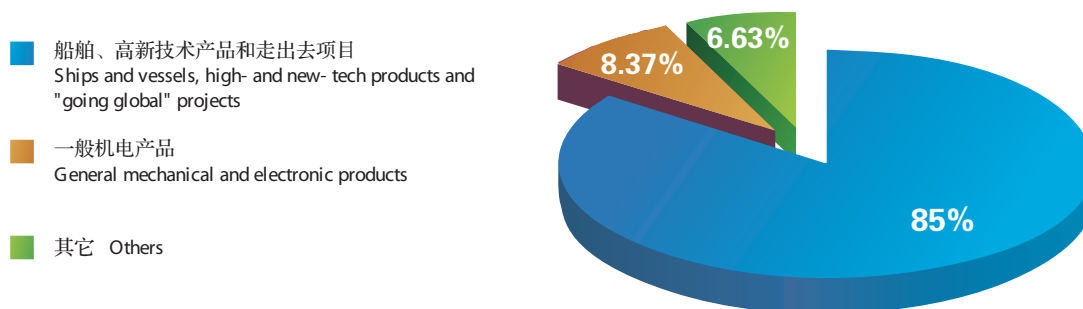
◆ 出口信贷业务快速增长，贷款结构进一步优化

Rapid increase in export credit business and further optimization of loan structure

"十五"期间，全行共批准出口卖方信贷484个；批准贷款3164亿元，年均增长20%；贷款余额1248亿元，比2000年翻一番，年均增长19%；累计发放贷款2882亿元，年均增长21%；累计收回贷款2155亿元；新增贷款累计727亿元。

出口买方信贷业务不断探索全新融资模式，实现业务创新和突破性发展。全行共签约出口买方信贷项目147个；签约贷款78.5亿美元，年均增长113%；贷款余额24.4亿美元，年均增长64%；累计发放贷款25.7亿美元，年均增长53%；累计收回贷款3.4亿元；新增贷款累计22.3亿美元。

"十五"期间，我行贷款结构进一步向国家重点支持的产业倾斜。到2005年末，船舶、高新技术产品等贷款占出口信贷比重为79.52%，一般机电产品占出口信贷比例下降至3.22%。2004年出口卖方信贷贷款余额达1053亿元，突破千亿元大关，提前一年完成"十五"计划。



中国进出口银行2005年末出口信贷结构图
Export credit composition at the end of 2005

During the "Tenth Five-Year Plan" period, the Bank approved 484 export seller's projects in total with the approved loans reaching RMB 316.4 billion with an annual growth rate of 20%. The outstanding loans stood at RMB 124.8 billion, doubling that of the year 2000 with an annual growth rate of 19%. The accumulated disbursed loans was RMB 288.2 billion with an annual growth rate of 21% and the accumulated repaid loans reached RMB 215.5 billion. The newly-increased loans reached RMB 72.7 billion.

The bank has constantly explored new financing modes for the export buyer's credit business, making a breakthrough in business innovation and development. The Bank signed in total 147 export buyer's credit projects; the approved loans reached USD 7.85 billion with an annual growth rate of 113%; the outstanding loans reached USD 2.44 billion with an annual growth rate of 64%; the accumulated disbursements reached USD 2.57 billion with an annual growth rate of 53%; the accumulated repaid loans reached RMB 340 million; the newly increased loans reached USD 2.23 billion.

During the "Tenth Five-Year Plan" period, the loan portfolio of the Bank further leaned

towards the industry that the state supported with priority. By the end of 2005, the loans for ships and vessels, high- and new-tech products accounted for 79.52% of the total export credit, while the proportion of general mechanical and electronic products decreased to 3.22%. In 2004, the outstanding export seller's credit reached RMB 105.3 billion, exceeding the threshold of RMB 100 billion and fulfilling the objective of the "Tenth Five-Year Plan" one year earlier.

◆ 对外优惠贷款业务稳步推进 Steady promotion of concessional loans

"十五"期间, 全行共签约对外优惠贷款项目78个, 批贷金额年均增长35%; 贷款余额年均增长28%; 累计发放贷款年均增长22%。

During the "Tenth Five-Year Plan" period, the Bank signed in total 78 concessional loan projects for foreign countries, with the approved loans increasing by 35% on an annual basis; the outstanding loans by 28%; the accumulated disbursements by 22%.

◆ 转贷外国政府贷款业务情况 Operation of onlending loans extended by foreign governments

● 利用外资情况

"十五"期间, 外国政府贷款转贷业务稳步发展。转贷利用外资累计新增62.4亿美元, 累计偿还借款45.5亿美元, 2005年末, 借款余额为180.5亿美元。

转贷情况

"十五"期间, 共签署转贷协议142个, 协议金额83亿美元; 批准贷款项目241个, 批贷金额82亿美元, 转贷余额168亿美元。

● Utilization of foreign capital

During the "Tenth Five-Year Plan" period, the business of onlending loans extended by foreign governments has maintained a steady growth. The amount of onlending loans increased by USD 6.24 billion in total. The accumulated imbursements was USD 4.55 billion. By the end of 2005, the outstanding onlending loans amounted to USD 18.05 billion.

● Onlending loans

During the "Tenth Five-Year Plan" period, the Bank signed 142 onlending agreements with contract value of USD 8.3 billion and approved 241 projects, with approved loans worth USD 8.2 billion and the outstanding of USD 16.8 billion.

◆ 外汇担保 Foreign exchange guarantee

"十五"期间, 全行共办理外汇担保业务1055笔; 外汇担保金额累计82.1亿美元; 担保费收入累

计3.8亿元；"十五"期末，外汇担保责任余额为59.8亿美元。担保垫款余额0.14亿美元。

During the "Tenth Five-Year Plan" period, the Bank made 1055 transactions of foreign exchange guarantee with the accumulated amount of USD 8.21 billion. The income from the guarantee fee reached RMB 380 million in total. By the end of the period, the outstanding foreign exchange guarantee was USD 5.98 billion. The outstanding payments for guarantee was USD 14 million.

◆ 国际结算业务和结售汇业务情况

Operation of international settlement and sales and purchase of foreign exchange

为增加服务品种，提高服务水平，改善经营效益，经批准我行于2002年开办了国际结算业务和结售汇业务等中间业务品种。到"十五"期末，累计办理国际结算业务4483笔，国际结算金额89.4亿美元；办理结售汇业务2136笔，结售汇金额35.6亿美元。

In order to introduce new business lines, enhance service quality and improve operation performances, the Bank started to handle intermediary businesses in 2002 including international settlement and sales and purchase of foreign exchange. By the end of the "Tenth Five-Year Plan" period, the Bank made 4483 transactions of international settlement with the amount of USD 8.94 billion and concluded 2136 transactions of sales and purchase of foreign exchange totaling USD 3.56 billion in value.

风险控制情况 Risk control

"十五"期间，我行坚持把提高信贷资产质量放在各项业务的首位，积极化解金融风险。截至2005年底，全行表内业务不良贷款率为4.91%。

During the "Tenth Five-Year Plan" period, the Bank has always put its priority on improving the quality of credit assets and actively mitigate financial risks. By the end of 2005, the ratio of non-performing loans on the balance sheet was 4.91%.

机构设置情况 Network layout

"十五"期间，我行共成立了7家营业性分支机构，新设2个国内代表处，1个国外代表处。分别为：

2001年：上海分行、总行营业部

2002年：深圳分行

2003年：南京分行、大连分行、哈尔滨代表处、杭州代表处

2004年：青岛分行、成都分行

2005年：巴黎代表处

During the "Tenth Five-Year Plan" period, the Bank established 7 business branches, 2 domestic representative offices and 1 representative office abroad.

2001: Shanghai Branch, Banking Department (Head Office)

2002: Shenzhen Branch

2003: Nanjing Branch, Dalian Branch, Harbin Representative Office, Hangzhou Representative Office

2004: Qingdao Branch, Chengdu Branch,

2005: Paris Representative Office

重点项目

Major Projects

支持国内企业开拓国际市场

Support for domestic enterprises to exploit international market

- ◆ 支持对外承包工程项目
Support for overseas contracting projects



2005年12月2日，中国进出口银行与中国机械工业集团公司在北京签署了战略合作协议。协议金额30亿美元，主要用于支持中国机械工业集团公司的机电产品、成套设备、高新技术产品出口以及境外投资、对外承包工程等项目，大力促进其拓展海外市场。

长期以来，中国进出口银行为该集团公司拓展国际承包工程市场提供了有力的资金支持。目前，中国机械工业集团公司已成为中国最大的工程总承包企业之一，在2004年“美国《工程新闻记录》（简称ENR）全球225家最大国际承包商”排名中列第37位，在“中国进出口额最大的500家企业”排名中列第34位，在“中国出口额最大的200家企业”排名中列第25位。这一协议的签署标志着进出口银行在利用政策性金融工具支持我国大型国有企业开展跨国经营方面又取得了新的成果。

On Dec. 2, 2005, the Bank signed a Strategic Cooperation Agreement with China National Machinery Industry Corporation in Beijing with a contract value of USD 3 billion aimed at financing the company's export of mechanical and electronic products, complete sets of equipment, high- and new- tech products, its overseas investment and overseas contracting projects as well as in support of its international market expansion.

For a long time, the Bank had provided firm support for the Corporation to expand its operation in the international contracting market. Presently, the Corporation has become one of the largest project contractors in China, ranking the 37th of the "ENR 225 Largest International Contractors in the World", the 34th of "500 Largest Importer and Exporters in China", and the 25th of the "200 Largest Exporters in China" in 2004. The signing of the Agreement marked the new achievement that the Bank made in supporting large-scale state-owned enterprises to conduct international operation by policy financial means.

◆ 支持国内拥有自主知识产权产品出口项目

Support for export of products of which domestic enterprises own intellectual property rights

2005年3月4日，中国进出口银行和奇瑞汽车有限公司在北京签署了《出口信贷支持国际经营合作协议》，金额为50亿元人民币，主要用于支持该公司的机电产品、成套设备、高新技术产品出口以及境外投资、对外承包工程等项目。

奇瑞汽车有限公司是我国知名的轿车生产企业，拥有自主知识产权，是我国民族汽车工业的代表。作为中国的自主品牌，奇瑞公司一直积极谋求开拓国际市场。作为支持我国进出口贸易和对外经济合作的国家政策性银行，中国进出口银行始终把支持高新技术产品出口，尤其是具有自主知识产权及自主品牌产品出口作为融资重点，不断开展业务创新，拓宽扶持的领域。该协议的签署，是中国进出口银行利用政策性金融手段支持我国具有自主知识产权企业开展跨国经营的典范。

On Mar. 4, 2005, the Bank signed an Export Credit Agreement For Support of International Business Cooperation with CHERY Automobile Co. Ltd in Beijing with a contract worth RMB 5 billion aimed to finance CHERY's export of mechanical and electronic products, complete sets of equipment, high- and new- tech products as well as its overseas investment and overseas contracting projects.

As a flagship enterprise of Chinese national automobile industry, CHERY Automobile Co. Ltd has its own intellectual property right of the products and it has always been active in exploiting the international market. As the state policy bank that commits itself to China's import and export trade as well as international economic cooperation, the Bank has always focused its financing activities on the export of high- and new- tech products, esp. products with China's own intellectual property rights and brands. The Bank has never spared any efforts in business innovation and scope expansion. The execution of this Agreement marks China Eximbank's successful efforts in supporting Chinese enterprises that have their own intellectual property rights to conduct transnational operation with policy financial means.



◆ 支持国内通讯产品出口项目

Support for export of China-made telecommunications products

2005年3月12日，中国进出口银行和TCL集团股份有限公司在北京签署了《出口信贷支持国际经营合作协议》，金额为60亿元人民币。主要用于支持该公司的机电产品、高新技术产品出口以及境外投资、对外承包工程等项目。

TCL集团是国内知名的消费电子及通讯产品综合供应商，主要从事多媒体、通讯、家电等产品的研发、生产、销售和服务等业务。目前，该公司有30余家海外机构，市场网点遍及全球近100个国家和地区，初步形成了跨国经营的格局。近年来，中国进出口银行加大市场营销和业务创新力度，特别是加大对我国集装箱检测设备、电信设备、等高技术含量、高附加值产品的支持力度。在政策性金融支持下，一批科技水平高、国际竞争力强的优势企业走上了国际舞台，全方位参与国际竞争和经济合作。

On Mar. 12, 2005, the Bank signed an Export Credit Agreement For Support of International Business Cooperation with TCL Co. Ltd in Beijing with a contract value of RMB 6 billion aimed to finance TCL's export of mechanical and electronic products, complete sets of equipment, high- and new- tech products as well as its overseas investment and overseas contracting projects.

As a well-known supplier of consumer electronic and telecommunication products, TCL is mainly engaged in R&D, manufacturing, marketing and service provision for multimedia, telecommunication and household electric appliance. At present, TCL has more than 30 overseas offices with a marketing network covering around 100 countries and regions in the world, laying a foundation for its transnational operation. In recent years, the Bank intensified its efforts on marketing and business innovation, esp. the support for export of high-tech and high-value-added products, such as container examination equipment and telecommunications equipment. With the backup of policy finance, a group of leading enterprises that are equipped with advanced technologies and competitiveness have stepped on the international stage and dedicated themselves in a full participation of international competition and economic cooperation.



◆ 支持大型成套设备出口项目

Support for export of large-scale and complete sets of equipment



2005年9月29日，中国进出口银行与中国技术进出口总公司在北京签署了出口买方信贷合作协议。协议总金额15亿美元，主要用于支持中国技术进出口总公司的机电产品、成套设备、高新技术产品出口以及境外投资、对外承包工程等项目，大力促进其拓展海外市场。

近年来，中国进出口银行根据出口企业的实际需求和国际竞争的变化，积极创新金融业务，通过提供出口买方信贷大力推动我国高新技术产品出口。出口买方信贷是为鼓励本国资本性货物出口而向国外借款人提供的中长期融资便利，使国外进口商能够及时向出口商支付货款。这种方式能够更有效地帮助企业出口后及时收汇，从而减少负债，规避收汇风险，增强企业的竞争优势。

On Sep. 29, 2005, the Bank signed an Export Credit Cooperation Agreement For International Operation with China National Technical Export and Import Corporation in Beijing with a contract value of USD 1.5 billion aimed to finance the company's export of mechanical and electronic products, complete sets of equipment, high- and new- tech products as well as its overseas investment and overseas contracting projects.

In recent years, in line with the demands of export enterprises and the competition in the international market, the Bank has never stopped innovating its financial products in order to promote the export of high- and new- tech products through provision of export buyer's credit. The export buyer's credit, as a long-term financing facility provided to foreign borrowers for encouraging the export of capital goods, may enable the foreign importer to make timely payment to the exporter. This facility may effectively help the exports collect money after delivery, thus reducing their liabilities and collection risks by enhancing their competitiveness.

支持对外经济合作项目

Support for international economic cooperation

◆ 出口A.P.穆勒-马士基集团船舶项目

Ship exports to A.P. Moller – Maersk Corporation

2005年5月26日，中国进出口银行与A.P.穆勒-马士基集团有限公司签署了出口买方信贷合作协议，金额为15亿美元，用于支持该集团未来5年内从中国采购船舶、集装箱和港口吊机设备等。

A.P.穆勒-马士基集团是世界上最大的航运集团之一。主要业务包括原油及成品油运输、海上石油钻探及开采、集装箱运输、航空运输、商业零售和工业制造等。从1996年开始，该集团开始在国内订购各型船舶，是在中国订购船舶最多的国外公司。采用签署合作协议的方式与国外一流航运企业建立长期的合作关系不仅巩固了双方的战略伙伴关系，而且进一步带动了国内相关企业产品和服务出口。

On May 26th, 2005, the Bank signed an Export Buyer's Credit Cooperation Agreement with A.P. Moller - Maersk Corporation with a contract worth USD 1.5 billion aimed to finance the procurement of ships, containers and harbor crane equipment for the Corporation within the next five years from China.

A.P. Moller - Maersk Corporation is one of the largest shipping corporations in the world. Its main businesses include transportation of crude oil and processed oil, offshore oil exploration and drilling, container transportation, air transportation, commercial retails and industrial manufacturing, etc. The Corporation began to order various ships and vessels from China in 1996 and has become the largest foreign buyer for ships and vessels made in China. The execution of the Cooperation Agreement with the first-class shipping company in the world has not only consolidated the strategic partnership between the Bank and A.P. Moller - Maersk, but also boosted the export of products and equipment of relevant Chinese companies.



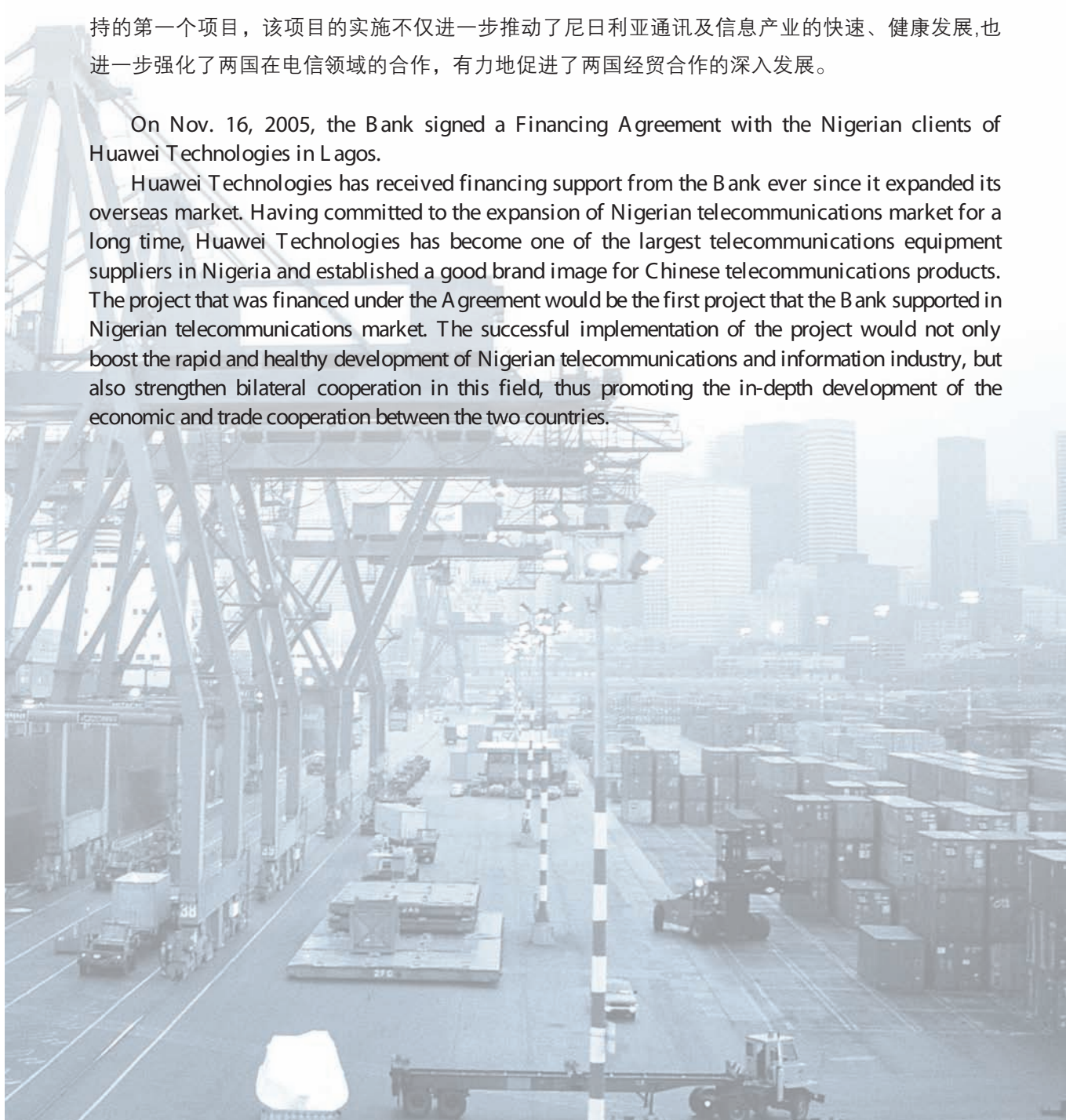
◆ 尼日利亚电信市场项目 Telecommunications Project in Nigeria

2005年11月16日，中国进出口银行与华为技术有限公司尼日利亚客户群在拉各斯签署了融资协议。

华为公司在拓展海外市场的过程中，一直得到了中国进出口银行的大力支持。华为公司长期致力于尼日利亚电信市场的拓展，目前已经成为该国最大的通信设备供应商之一，为中国通信产品在当地树立了优质的品牌形象。本次融资支持的项目是中国进出口银行在尼日利亚通信市场支持的第一个项目，该项目的实施不仅进一步推动了尼日利亚通讯及信息产业的快速、健康发展，也进一步强化了两国在电信领域的合作，有力地促进了两国经贸合作的深入发展。

On Nov. 16, 2005, the Bank signed a Financing Agreement with the Nigerian clients of Huawei Technologies in Lagos.

Huawei Technologies has received financing support from the Bank ever since it expanded its overseas market. Having committed to the expansion of Nigerian telecommunications market for a long time, Huawei Technologies has become one of the largest telecommunications equipment suppliers in Nigeria and established a good brand image for Chinese telecommunications products. The project that was financed under the Agreement would be the first project that the Bank supported in Nigerian telecommunications market. The successful implementation of the project would not only boost the rapid and healthy development of Nigerian telecommunications and information industry, but also strengthen bilateral cooperation in this field, thus promoting the in-depth development of the economic and trade cooperation between the two countries.



◆ 越南铁路通信信号改造项目

Project of Transforming Railway Telecommunication Signals in Vietnam

2005年10月31日，中国进出口银行与越南财政部在越南签署两个援外优惠贷款协议。正在越南进行正式访问的国家主席胡锦涛以及越共中央总书记农德孟、越南国家主席陈德良出席了签字仪式。

该优惠贷款分别用于越南铁路“三线一枢”和荣市至胡志明市的铁路通信信号改造。该项目建成后，可以大大提高越南铁路现有的技术水平，有效地改善行车安全，提高行车速度，扩大运输能力，使越南铁路能够与国际铁路线路接轨，从而实现泛亚铁路的全线贯通。此外，该项目构成了一个贯穿越南全境的通讯网络，不仅可以服务于铁路通信领域，而且还将应用于民用通讯领域，是大湄公河流域次区域信息高速公路在越南境内的主要组成部分。



On Oct. 31, 2005, the Bank signed two Chinese Government Concessional Loan Agreements with the Vietnamese Ministry of Finance in Hanoi with the presence of visiting President Hu Jintao and Vietnamese General Secretary Nong Duc Manh and President. Tran Duc Luong.

These Concessional loans would be used to transform the signals of "three railways and one hub" and the railway from Rong City to Hochiminh City of Vietnam. Upon the completion of the project, the technology of Vietnamese railways would be greatly enhanced, the railway transportation safety, efficiency and transportation capacity would be effectively improved, thus bringing the Vietnamese railways connected with international railway network and realizing the entire run-through of Pan-Asia railways. In addition, the project shall constitute a telecommunication network running across the whole country, which can not only serve the railway telecommunications field, but also be applicable to civil telecommunications purpose, becoming the major component of the sub-region information highway in the Greater Mekong River area in Vietnam.

积极利用外资，支持国内经济建设 Active utilization of foreign capital to support domestic economic construction

◆ 北京城市铁路工程项目 Beijing Municipal Railway project

中国进出口银行与北京地铁集团有限责任公司签署了利用日元贷款建设北京城市铁路工程项目，转贷141亿日元日本政府贷款建设的北京城市铁路工程项目已全线开通。

该城市铁路工程全长40.85公里，贯穿北京市北部地区，呈倒"U"字形。轨道采用一次性铺设无缝线路，是国内第一条开通的无缝线路。北京城市铁路是北京市北部的一条重要轨道交通线路，它的建成通车带动了清河、北苑、望京三个城市边缘集团和沿线地区的开发、建设，并为上述地区提供了快速便利的交通条件；同时，为缓解北京市交通压力、改善城市环境起到了重要作用。

The Bank signed with Beijing Subway Corporation a Agreement regarding utilization of Yen 14.1 billion Japan Government loan to complete Beijing Municipal Railway Project.

The municipal railway is 40.85 kilometers long, running through the northern part of Beijing with a shape of inverse "U". The seamless rail would be placed at one time and shall be first such rails in China. As an important railway line in the northern part of Beijing, the completion of this project will not only boost the development and construction of three fringe communities including Qinghe, Beiyuan, and Wangjing along the line, but also provide convenient transportation service, alleviate the pressure in Beijing and improve city environment.



◆ 首都机场扩建项目

Capital Airport expansion project



2005年9月15日，财政部、中国进出口银行与首都机场集团公司三方在北京签署了首都机场扩建工程项目利用欧洲投资银行贷款转贷协议，总金额5亿欧元。

首都机场扩建工程项目是2008年北京奥运会的重点工程项目之一，项目总投资194.5亿元人民币。此次签署的转贷项目是中欧经济技术合作的重点项目，也是迄今为止

我国利用外国政府和国际金融组织单笔金额最大的贷款项目。该项目的建成，将大大提高首都机场的运输能力，促进地区经济发展，为2008年北京成功举办奥运会提供良好的运输保障，改善首都北京的对外形象，具有良好的经济和社会效益。

On Sep. 15, 2005, the Ministry of Finance, the Bank, and the Capital Airport signed an Agreement on Expanding Capital Airport by Utilizing Onlending Loans from European Investment Bank. Total amount of the Agreement reached at Euro 500 million.

The Capital Airport expansion project is one of the key programs for the 2008 Olympic Games. The total project investment amounted to RMB 19.45 billion. This project was not only the key project for China-Euro economic and technological cooperation, but also involved the largest amount of loan that China borrowed from foreign governments and international financial institutions for a single project. The completion of the project will greatly enhance the transportation capacity of the Capital Airport, promote regional economic development, provide fine transportation guarantee for the 2008 Olympic Games in Beijing and thus improve the image of Beijing with the result of good economic returns and social benefits.

◆ 青海省高等教育人才培养项目 Qinghai Training project

发展青海省的教育事业，培养高层次、实用型人才，是实施西部大开发战略，实现青海省经济振兴的一项战略性举措。中国进出口银行作为青海省高等教育人才培养项目转贷日本政府贷款28.1亿日元，贷款分为土建及设备采购和人员培训两部分。

该项目主要用于青海大学、青海师范大学、青海医学院、青海民族学院等4所院校新建（扩建、改建）基础实验楼、经管综合楼、科技中心楼、现代技术教育中心、图书馆、民族文化研究中心，购置教学、科研仪器设备及师资培训。项目的实施，对全面提高青海省高等院校的教学水平，满足教育和人才需求，加快青海省社会和经济的发展具有十分重要的意义。



To develop the educational undertakings of Qinghai Province and train high-level and experienced talents is a strategic measure to implement western development strategy and realize the economic rejuvenation of Qinghai Province. The Bank onlent Yen 2.81 billion Japanese government loans for the project. The loans were divided into two parts, one for civil construction and equipment procurement, and the other for personnel training.

The fund will be channeled to build (expand, rebuild) lab buildings, economic management buildings, scientific centers, modern technological education centers, libraries, ethnic minority culture research centers of Qinghai University, Qinghai Normal University, Qinghai Medical Academy, Qinghai Nationality University, to purchase teaching, scientific research devices and equipment and to train faculty. The implementation of the project has far-reaching effects on comprehensively improving university teaching levels, satisfying educational and talents needs in Qinghai and speeding up the social and economic development of Qinghai.

风险管理

Risk Management

2005年，中国进出口银行在业务快速发展的同时，始终坚持把提高信贷资产质量工作放在首位，不断增强风险意识，切实加大防范和化解金融风险的工作力度，信贷资产质量进一步提高。按五级分类口径，年末表内业务不良贷款率为4.91%，连续7年实现了不良贷款绝对额和比率“双下降”。

一是完善了信贷管理制度体系。根据业务发展和风险控制需要，制定和修订了银团贷款、统一授信、出口信贷业务授权、出口信贷展期、呆账核销、授信工作问责制等管理制度，明确和规范了有关业务操作和管理，为控制风险提供了制度保证。二是大力加强内控建设。召开了全行首次内控工作会议，对内控制度和重点环节进行了全面自查。及时制定了内部控制指引、内部控制评价办法等相关制度，并将内控评价与日常稽核工作相结合，定期检查制度建设及执行情况，加大对内控制度监督检查和对违章行为的处罚力度。三是加强了风险管理工作。成立了信贷资产风险管理委员会，制定了《中国进出口银行贷款风险预警管理办法（试行）》、建立了国别信贷信息报告制度，及时反映我行执行和跟踪项目情况，进一步加强了风险警示等信贷风险管理工作。四是改进和完善评审手段，不断提高评审工作质量。进一步规范了授信、免担保额度等评审资料报送工作，健全了评级、授信和贷款评审三位一体的审批制度，增强了评审工作的规范性和科学性。五是积极运用法律手段，努力化解不良贷款风险。通过诉讼等法律手段和规范合同文本、合同审查、法律咨询以及提前介入重大项目的调查和谈判等非诉讼法律手段，积极防范和化解信贷风险。

In 2005, while keeping fast growth in its business operations, the Bank had paid attention to improving its asset quality on top of agenda. The Bank had constantly strengthened its risk consciousness and intensified its efforts in preventing and mitigating financial risks, thus further improving the asset quality. The ratio of non-performing loans on sheet by the end of 2005 was 4.91% according to the five-category credit classification standard. It was a "double fall" for the Bank for seven consecutive years, both for the absolute amount of bad debts and for the percentage in relation to the portfolio as a whole.

Major measures included:

Firstly, the credit management system was improved. According to the needs of business development and risk control, the Bank formulated and modified rules and regulations on syndicated loan, credit quota, export credit authorization, export credit maturity extension, bad debts verification and writing-off, responsibility system for credit work, etc, which clarified and regulated related business operations and management, and provided institutional guarantee for risk control.

Secondly, the in-house control construction was intensified. The first in-house control meeting was convened in the Bank, starting a comprehensive self-checkup over internal control system and key business areas. Some related rules and regulations such as in-house control guidance and in-house control evaluation methods were in time formulated. The in-house evaluation and daily auditing work was combined to regularly examine the situation of system construction and implementation in order to intensify in-house system supervision and verification as well as punishment on violating behaviors.

Thirdly, the risk management work was fortified. The Credit Risk Management Committee was established and the Regulations on Warning of Credit Risk for The Export-Import Bank of China(Tentative) was formulated. In addition, the country-specific credit information reporting system was also established. The above measures could in time reflect the situation of implementing and tracing projects, further strengthening credit risk management work such as risk warning.

Fourthly, the assessment methods were improved and the quality of assessment work was constantly enhanced. The assessment documents (including credit quota provision, exemption of guarantee quantum) submitting was further standardized. The examination and approval system combining ratings, credit and loan assessment was improved, making the examination and approval work more regulated and scientific.

Fifthly, the legal means were actively adopted to mitigate bad debt risks. Through legal means like litigation and non-legal means such as standardizing contract documents, contract examination, legal consultation, intervention in investigation and negotiation of major projects in advance etc, the Bank had actively prevented and mitigated credit risks.



信息化建设

Information & Technology Development

信息化是当今社会经济发展的大趋势，银行要提高核心竞争力，要做好信贷管理，防范和化解风险，必需有一个强有力的现代化信息系统来支持。2005年，中国进出口银行在加强信贷管理工作的过程中，始终高度重视信息系统的建设，认真发挥科技服务职能，为配合全行改革发展需要提供了坚强的技术保障。



过程中，始终高度重视信息系统的建设，认真发挥科技服务职能，为配合全行改革发展需要提供了坚强的技术保障。

一是一批与业务发展和防范风险密切相关的重点项目建设取得了新的进展和突破。在充分调查和论证的基础上，启动了进出口银行灾备中心建设项目。按照人民银行的要求，如期完成了企业信用信息数据库信息的收集、整理和加载工作。按期完成了转贷业务系统二期、人民币资金系统、信用证和保函业务五级分类系统、国际收支监测系统等项目，保

证了业务发展和内部管理的需要。二是进一步加强信息化管理的制度建设。出台了一系列有关网络、系统管理的规章制度，为全行信息化建设的科学化和规范化提供了制度保证。三是继续推进行政办公自动化的进程。先后完成了公文自动传输系统（二期）建设项目，机要文件流转系统引进、投产等项目，改善了全行的办公环境和技术手段，大大提高了办公效率。智能访客系统开发使用不仅加强了安全管理，而且树立了我行良好的对外服务形象。四是继续做好中国进出口银行中、英文网站的技术支持和日常维护工作。截至2005年末，我行网站访问量已超过70万人次。

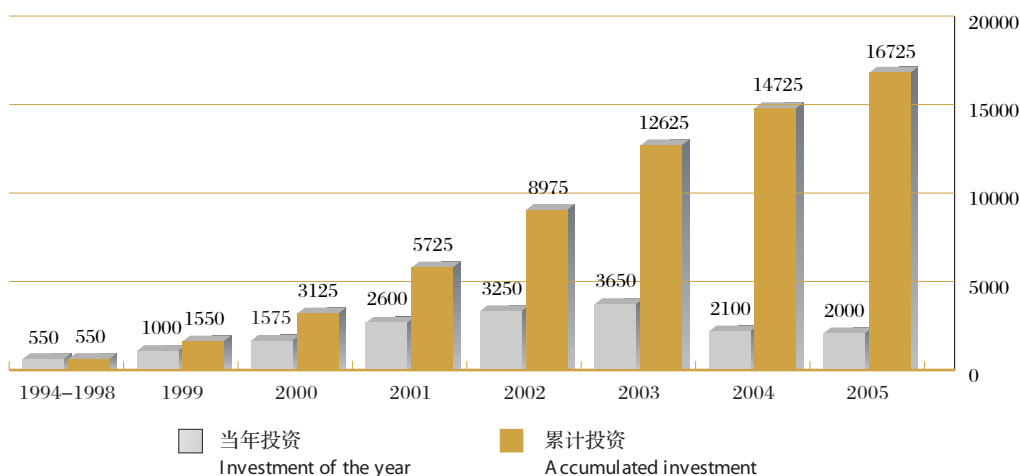
The application of information technology is a trend of the current social and economic development. To improve core competitiveness, better manage all credits, and prevent and mitigate risks, a bank has to be supported by a strong modern information system. In 2005, while strengthening credit management work, the Bank had attached great importance to the construction of information system and provision of scientific service, which provided strong technical backup for the reform and development of the Bank.

Firstly, breakthroughs were made in the construction of a group of key projects concerning business development and risks mitigation. On the basis of full investigation and reasoning, China Eximbank Disaster Preparation Center Construction Project was launched. In accordance with the requirements of the People's Bank, the collection, classification and uploading of information on enterprise credit information database was completed on time. The onlending business system (the second period), Renminbi fund system, five-category classification system of letter of credit and letter of guarantee business, and international balance of payment monitoring system were completed on time, ensuring to meet the needs of business development and internal management.

Secondly, the institutional construction of information management was further strengthened. A series of rules and regulations concerning network, system management were launched, providing regulation guarantee for the construction of a scientific and standardized information network.

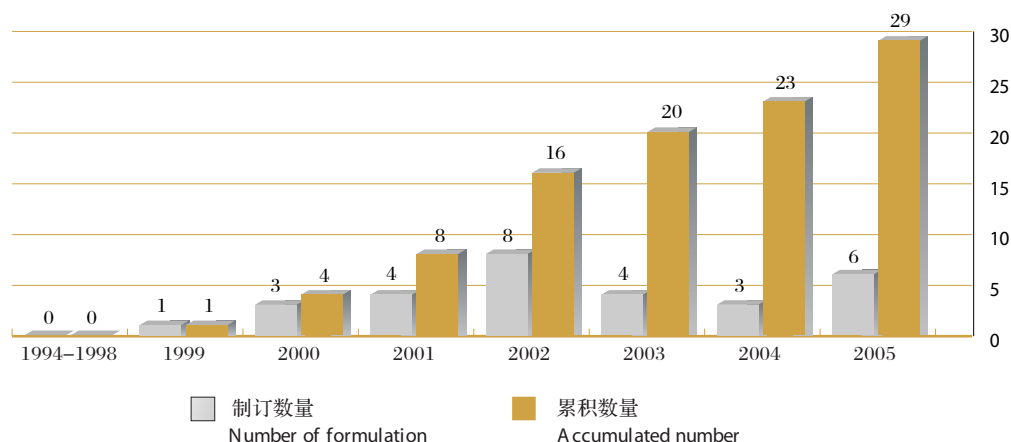
Thirdly, the process of administrative automation was further promoted. The construction of automatic transmission system for documents (the second stage), the introduction and implementation of transmission system for confidential documents were completed, which improved the working conditions and technical means for the whole Bank and greatly enhanced work efficiency. The development and application of intelligent visitor system had not only strengthened internal security management, but also established a good image for the Bank.

Fourthly, the technical support and daily maintenance of Chinese and English website of the Bank was in good shape. By the end of 2005, the number of visits to the website had exceeded 700,000.



中国进出口银行信息化建设历年投资统计表
Chart of investment in information construction over the years

单位：万元人民币 Unit: RMB 10,000



中国进出口银行信息化建设管理历年制度制订及累积数量统计表

Number of rules and regulations concerning information construction management over the years

对外优惠贷款十周年

10th Anniversary of Concessional Loan Business

二十世纪九十年代，随着发展中国家的政治经济发展和我国改革开放进程的推进，中国政府对援外模式进行了改革，按照国际通行的做法引入对外优惠贷款这一贷款品种，并指定中国进出口银行作为我国的官方发展援助贷款——对外优惠贷款的唯一承贷银行。

10年来，中国进出口银行充分发挥金融机构在官方发展援助项目上的管理职能，积极稳妥地开拓业务，逐步使业务与国际惯例接轨，在扩大援外规模、提高资金使用效益、促进受援国经济发展和加强我国与发展中国家外交和经贸合作关系方面取得了显著成效，发挥了积极作用。

中国进出口银行承办的中国政府对外优惠贷款，重点投向了一批与受援国经济发展密切相关的行业和领域，如电力、交通、电信等基础设施行业，促进了当地经济发展，创造了就业机会，并产生了良好的进口替代效应；推动了一批关系受援国国计民生的大型项目及社会效益显著的福利项目，如：低造价住房、供水、医疗、教育、公路等，改善了当地人民的生活条件，受到了受援国政府和人民的广泛赞誉；通过受援国采购中国的机电产品、成套设备、技术服务以及其他物资，帮助了一批中国企业和出口产品进入当地市场，支持了我国拥有自主知识产权的高新科技产品出口，促进了与发展中国家的经贸合作。

近年来，中国进出口银行承办的对外优惠贷款业务稳步发展，显示出良好的发展态势和前景，已成为我国对外经济合作中不可或缺的重要组成部分。

In the 1990s, with the political and economic development of developing countries and the progress of China's reform and opening-up program, the Chinese government reformed its foreign aid mode and introduced the concessional loan in accordance with the international practice. The government appointed the Bank as the only lending bank for the Concessional Loan, China's official development aid loan.

Over the past ten years, the Bank have given full play to the function of managing official development aid projects as an financial institution by steadily and actively promoting the development of the business and making it gradually conform with international practice. These efforts played positive and significant roles in enlarging the scale of official development loan, enhancing the capital usage efficiency, and promoting economic development of aided countries as well as strengthening the diplomatic, economic and trade relations between China and other developing countries.

The priority of the Chinese government concessional loans undertaken by the Bank went to industries that were closely related to the economic development of the recipient countries, such as electric power, transportation and telecommunication. The loans promoted local economic development, provided job opportunities and created fine import substitute effects. They also facilitated the buildup of a group of large-scale projects of importance to the national economy and people's livelihood with prominent social benefits, such as low-cost housing, water supply, medical service, education, road, etc, which improved the living conditions of local people and won extensive praise of the recipient countries. The purchase of mechanical and electronic products, complete sets of equipment, technical services and other products in China by aided countries helped the Chinese enterprises and products enter the local markets, supported the export of high- and new-tech products of which China own the intellectual property rights, and promoted the economic and trade cooperation with other developing countries.

In recent years, the concessional loan business which has been steadily developed and taken on a good momentum, has become an indispensable component of China's international economic cooperation,

转贷业务十周年

10th Anniversary of Onlending Loan Business

1995年，经国务院批准，原对外贸易经济合作部下属的中国对外经济贸易信托投资公司（FOTIC）承办的外国政府贷款转贷业务划转中国进出口银行办理。

10年来，中国进出口银行认真贯彻执行国家的产业政策、金融政策和引进外资政策，按照“积极、合理、有效”利用外资的总方针，充分发挥政策性金融机构的优势，积极发展外国政府贷款转贷业务，大力支持交通、能源、环保、农业、通讯、教育、医疗等关系国计民生的基础性行业，对弥补我国建设资金不足，加强我国基础设施建设、改善和保护生态环境、实施西部大开发战略、振兴东北老工业基地和解决“三农”问题、促进国际经济技术交流和双边经贸合作发挥了重要作用，取得了良好的经济效益和社会效益。

截至2005年末，中国进出口银行办理的转贷项目个数，由划转时的686个增加到1285个，净增599个；转贷余额由划转时的138.88亿美元增加到168.06亿美元，净增29.18亿美元；转贷国别由划转时的8国1行增加到20个国家和3个国际金融机构。自1995年以来，中国进出口银行一直保持外国政府对华贷款最大转贷行地位。

In 1995, approved by the State Council, the onlending loans extended by foreign governments, formerly undertaken by China Foreign Economic and Trade Trust and Investment Corporation under the former Ministry of Foreign Trade and Economic Cooperation, was transferred to China Eximbank.

Over the past ten years, earnestly carrying out the state industrial, financial, and foreign-capital introducing policies and in accordance with the general principle of utilizing foreign capital in an "active, reasonable and effective" way, the Bank gave full play to the advantage of policy financial institution, actively promoted the development of onlending loans extended by foreign governments, and made great efforts to support basic industries of importance to national economy and people's livelihood, such as transportation, energy, environmental protection, agriculture, telecommunications, education, medical service, etc. These loans played an important role in making up the deficiency of construction capital, strengthening the infrastructure construction, improving and protecting ecological environment, implementing the develop-the-west strategy, revitalizing the old industrial bases in North-Eastern China, solving the problem of "agriculture, rural area, farmers" and promoting international economic and technological exchanges and bilateral economic and trade cooperation. These loans achieved good economic and social returns.

By the end of 2005, the number of project utilizing onlending loans extended by the Bank increased from 686 at the beginning to 1285, an net increase of 599. The outstanding of onlending loans increased from USD 13.888 billion to USD 16.806 billion, an net increase of USD 2.918 billion. The lenders concerned increased from 8 countries and 1 bank to 20 countries and 3 international financial institutions. Since 1995, the Bank has maintained its status as the largest onlending bank in China.

人力资源管理

Human Resources Management

人才资源是最宝贵的资源，中国进出口银行始终重视建立吸引、培养、激励并重的用人机制，培养一批开拓型、创新型、实干型、知识性的金融人才。

2005年,中国进出口银行坚持以人为本,积极稳妥地推进各项干部人事制度改革。一是继续贯彻实施人才战略,加强各级领导班子和干部队伍建设,认真做好分支机构筹建和内设机构调整工作,进一步完善人力资源配置机制。二是积极做好干部交流和处级干部竞争上岗工作,为优秀人才脱颖而出创造条件,采用公开招聘、择优选调等多种渠道选拔人才。三是不断完善科学的人才评价,进一步加强

中国进出口银行职工年龄、文化、职称结构(截至2005年12月底)

Structure of Age, Education, Technical Level of the Staff in the Bank (up to the end of December 2005)

年龄结构 Age structure		
30岁及以下	30 and below	33.3
31-35岁	31-35	23.7
36-40岁	36-40	16.4
41-45岁	41-45	13.6
46-50岁	46-50	6.3
51-55岁	51-55	4.9
56-60岁	56-60	1.4
61岁及以上	61 and above	0.4
合计	Total	100

文化结构 Educational structure		
博士	Ph.D	2.0
硕士及研究生	Master and graduate student	25.7
本科	undergraduate	59.7
专科	Three-year college	9.1
中专	Professional education school	1.5
高中	Senior High school	1.2
初中及以下	Junior high school and below	1.0
合计	Total	100

职称结构 Technical level structure		
高级职称	Senior technical level	20.2
中级职称	Intermediate technical level	38.2
初级职称	Junior technical level	21.2
合计	Total	79.6

另:机构总数:16 Note: Total number of departments: 16

工资管理,深化工资分配制度改革,努力建立公平合理、科学有效的奖惩激励机制。四是进一步加大教育培训力度,重点加强了对中高层管理人员和专业人员的境内外培训,努力培养一支懂经营、善管理的管理人才队伍。有针对性的开展各类岗位培训,努力拓宽境外培训渠道,全年共举办各类培训班、讲座 53 期,共有2500 多人参加了各类培训,累计培训时间达3.87 万多小时,人均年训达54 小时,为全行各项业务的较快发展提供了组织保证和人才支持。

Human resource is the most valuable resource. The Bank has always attached importance to attracting, training and giving full play of talents, fostering a group of financial professionals who have abundant knowledge and experience with a courageous mind for development and innovation.

In 2005, the Bank stick to the principle of "human resource is the primary resource" and steadily promoted various reforms in its personnel system.

The first measure taken was to continuously carry out the talent strategy, strengthen the buildup of both the executive team and the general staff members, earnestly prepare the establishment of branches and representative offices as well as in-house department adjustment, and to further improve the human resources allocation mechanism.

The second step was to actively promote the exchange of staff members on different posts and select division chief candidates through open and fair competition, thus providing favorable conditions for emerging of excellent talents. The candidates were chosen through various channels like open recruitment and choosing the most competitive through redeployment.

The third was to constantly improve the scientific human resource assessment system through further strengthening salary management, deepening reform on salary distribution system, and establishing the reward and punishment mechanism which was fair, reasonable, scientific and effective.

The fourth was to strengthen education and training with priority given to the middle- and high-level executives and specialists training both at home and abroad, with a view to cultivating a group of executives who have management knowledge and experience. The Bank conducted tailor-made training programs targeting at various posts and made efforts to expand its foreign training channel. In 2005, the Bank organized 53 varied training programmes for more than 2,500 people. The accumulated training time reached 38.7 thousand hours with 54 training hours for each person, thus providing organizational guarantee and personnel support for the relatively fast development of various business lines of the Bank.



企业文化

Corporate Culture

优秀的企业文化是推动企业前进的原动力，是构成企业核心竞争力的重要组成部分。作为促进我国对外关系发展和国际经贸合作的政策性银行，中国进出口银行紧密围绕其职能特色和改革发展，积极建设符合时代精神的有中国进出口银行特色的企业文化。

2005年，通过深入开展“创建学习型组织，争做知识型职工”活动，在全行上下营造爱学习、勤学习的良好氛围。通过开展“业务创新网上百题问卷调查”，鼓励员工谏言献策，激发了大家的“主人翁”责任感。发动全行员工投身改革创新，牢固树立“客户第一、客户优先”的经营理念，把业务创新、产品创新和观念创新、理念创新结合起来，根据企业的需求量身定做全方位优质高效的金融服务。

2005年，成立了中国进出口银行企业文化研究会，系统地开展企业文化的宣传和调查研究工作，为增强全行员工的向心力和凝聚力发挥了积极作用。此外，还举办了足球友谊邀请赛、保龄球比赛、乒乓球比赛、迎新春联欢晚会、歌咏比赛等一系列丰富多彩的文体活动，活跃了员工业余生活，提高了员工综合素质，体现了团结协作、积极向上的行风行貌。

Excellent corporate culture, as an important component of the core competitiveness of an enterprise, is the motivating power that drives an enterprise ahead. Being a policy bank committed to promoting the development of China's foreign relations and international economic and trade cooperation, the Bank actively built its corporate culture with its own characteristics, abreast with the times and based on its reform and development.

In 2005, through carrying out the activity of "Creating a learning organization, trying to be a knowledgeable staff member", the Bank cultivated a good environment encouraging staff members to be enthusiastic and diligent in study. "Questionnaire Survey on Business Innovation" was issued on intra-net to solicit suggestions and enhance responsibility consciousness. The staff members were mobilized to participate in the Bank's reform and innovation and educated to keep in mind the management philosophy of "Client being the first, Client being the priority". In order to provide comprehensive, quality, and effective financial services tailored to the needs of enterprises, the Bank was endeavored to combine business and product innovations together with conception and philosophy innovations.

In 2005, the Bank established a Research Committee on Corporate Culture to conduct systematic publicity, investigation, and research activities, which played a positive role in strengthening the unity and cohesion of staff members. Besides, the Bank also held many entertainment activities, such as friendship football match, bowling match, table tennis match, Spring Festival Evening, singing contest, which enriched the after-work activities, enhanced the comprehensive qualification of staffs and reflected a positive and vigorous image of the Bank.



公益事业 Social Work and Activities

作为国家政策性银行，中国进出口银行积极参与公益事业，回馈社会。

2005年，以建设和谐社会为指导，继续做好对定点扶贫县—甘肃省岷县的帮扶工作，不断加大科技扶贫、教育扶贫和劳务扶贫力度。3次组成调研组赴岷县实地考察调研，慰问受灾农户；继续选派处级干部到岷县挂职锻炼，帮助岷县发展特色经济；积极帮助岷县招商引资，在中国进出口银行网站设计和发布了“扶贫园地”专栏，全面介绍岷县的物产、资源以及投资环境，借助网络媒体扩大了

该县招商引资的空间和力度；积极开展各项捐资助学活动，确保了南川小学的建成、大沙漠小学的扩建以及132名特困小学生和10名特困大学生按时报到上学；积极为岷县劳务输出牵线搭桥，疏通渠道，帮助解决剩余劳动力问题；向岷县捐赠电脑60台，帮助岷县政府改善办公条件。上述工作得到国务院扶贫办和甘肃省各级领导的好评，2005年，被甘肃省评为中央国家机关定点扶贫先进单位。

2005年末，积极响应胡锦涛总书记和党中央的号召，开展了为困难群众特别是受灾群众“送温暖、献爱心”活动，广大员工发扬一方有难，八方支援的精神，踊跃捐助，奉献爱心，共捐衣物1600多件。

As a state policy bank, the Bank actively participated in various activities of social work and community service to pay back the society.

In 2005, guided by the principle of building a harmonious society, the Bank continued its assistance programs in Minxian County of Gansu Province, which was the selected recipient of aid assistance from the Bank in the west of China. The Bank had intensified its support to Minxian County households through assistance in technology, education and labor output. The Bank sent teams to Minxian County three times for on-site research and extend comforts to disaster-hit farmers. The Bank continued to send officials at division level to undertake certain posts in Minxian County to help the county develop its special economic advantage. The Bank made positive efforts to help the county attract outside investment by designing and opening a "Poverty Lift" Column under the website of the Bank to introduce the products, resources, and investment environment of the county, thus expanding the space and scale of attracting outside investment by use of network media. The Bank actively donated for education assistance programs, ensuring the establishment of Nanchuan Primary School, the expansion of Dashamo Primary School, and the education of 132 poverty-stricken primary students and 10 poverty-stricken university students. The Bank helped the county find solutions to the output of surplus work labors. 60 computers were donated by the Bank to the county government to improve working conditions. The above-mentioned efforts won praise of the Poverty Reduction Office of the State Council and government officials at various levels in Gansu Province. In 2005, the Bank was awarded honor for its excellent job in poverty reduction efforts by the Gansu Province.

At the end of 2005, responding to the call of General Secretary Hu Jintao and the Central Party Committee, the Bank organized a "Love Donation" activity for people who were under sufferings, esp. those disaster-hit. The staff members made heart-warming donations for more than 1,600 pieces of clothes.



对外合作与交流

International Exchanges

2005年，为更有力和有效地促进对外关系发展和国际经贸合作，中国进出口银行积极加强国际交流与合作，在对外金融交往方面十分活跃，进一步扩大了对外影响，树立了良好的国际形象。

In 2005, in order to more vigorously and effectively promote the development of foreign relations and international economic and trade cooperation, the Bank took various measures to actively promote its international exchanges and cooperation with international partners and peer banks, which helped it to further spread its international influence with a fair international image.

一、全面推进对外友好往来

Two-way Visits and Exchanges Strongly Encouraged

接待来访

Receiving Foreign State and VIP Guests

2005年，中国进出口银行领导出席国家领导人外事活动及接待外宾220余次，其中会见政府高层领导或外交使节72次，主要包括赤道几内亚总统、刚果（金）总统、哥伦比亚总统、蒙古国总统、纳米比亚总统、乌兹别克斯坦总统、印度尼西亚总统、斯里兰卡总统、多米尼克总理、泰国总理、印度尼西亚副总统、乌兹别克斯坦副总理、白俄罗斯共和国副总理、土库曼斯坦副总理等。外交使节主要有印度驻华大使、苏里南共和国驻华大使、哥伦比亚驻华大使、尼日利亚驻华大使、乌兹别克斯坦驻华大使、肯尼亚驻华大使、突尼斯驻华大使、巴基斯坦驻华大使、斯里兰卡驻华大使、津巴布韦驻华大使、印度尼西亚驻华大使、法国驻华大使、博茨瓦纳驻华大使等。

2005年，中国进出口银行接待了墨西哥外贸银行代表团、韩国输出入银行交流团等来访团组，通过各种形式的广泛交流，增进了与国外金融机构间的相互了解，进一步促进了友好关系的发展。

此外，中国进出口银行积极与国际同业探讨开展资金筹措、人员培训、信息交流等多种形式的业务合作。与花旗银行、摩根大通银行、巴克莱银行、德意志银行、法国巴黎银行、东京三菱银行、汇丰银行、瑞穗实业银行、瑞士银行集团、美林集团、高盛集团、大和SMBC株式会社、野村证券等众多著名国际金融机构以及亚洲开发银行、非洲开发银行、西非开发银行、多边投资担保机构、国际金融协会等国际组织保持着密切往来，高层互访不断，为进一步拓宽业务合作提供了良好的保证。

In 2005, the executives of the Bank received - sometimes participating in the event hosted by the

State leaders - 220 groups of foreign visitors, more than 72 of whom were state leaders and diplomatic envoys of foreign governments. They were President of Equatorial Guinea, President of the Democratic Republic of Congo, President of Colombia, President of Mongolia, President of Namibia, President of Uzbekistan, President of Indonesia, President of Sri Lanka, Premier of Dominican Republic, Premier of Thailand, Vice President of Indonesia, Vice Premier of Uzbekistan, Vice Premier of the Republic of Belarus, Vice Premier of Turkmenistan, etc. Diplomatic envoys mainly included ambassadors of India, Surinam, Colombia, Nigeria, Uzbekistan, Kenya, Tunisia, Pakistan, Sri Lanka, Zimbabwe, Indonesia, France, Botswana, etc.

In 2005, the Bank received delegations from Bancomext of Mexico, Korean Eximbank etc.. Through the extensive exchanges in various forms, the Bank strengthened mutual understanding and enjoyed better friendly ties with foreign financial institutions.

In addition, the Bank was active in discussing business cooperation with foreign counterparts in the area such as fund raising, personnel training, and information exchanges, etc. The Bank maintained close relationship with most of the world well-established financial institutions, including Citibank, J.P. Morgan Chase Bank, Barclays Bank, Deutsche Bank, BNP Paribas Bank, Bank of Tokyo-Mitsubishi, Mizuho Corporate Bank, HSBC, UBS, Merrill Lynch & Co., Goldman Sachs, Daiwa Securities, Nomura Securities, among others. The Bank had also kept good relationship with many international organizations, such as Asian Development Bank, African Development Bank, West African Development Bank, Multilateral Investment Guarantee Agency, International Financial Association, etc. Frequent high-profile visits between the Bank and these financial institutions well ensured further expansion of business cooperation between the two sides.

外事出访

Outbound Visits

2005年，中国进出口银行领导多次配合、随同国家领导人出访有关国家。董事长、行长李若谷在胡锦涛主席访问越南、李长春常委访问纳米比亚和埃及期间分别签署了相关贷款协议，并配合温家宝总理出访俄罗斯出席上海合作组织成员国总理第四次会议，陪同吴仪副总理出访泰国。

为推动各项业务开展和筹措资金，中国进出口银行领导多次率团出访，进行项目考察和谈判，签署贷款协议，拜访客户和有关机构，宣传介绍银行业务，积极开拓国际市场，扩大国际影响。主要访问的国家和地区有：牙买加、墨西哥、秘鲁、法国、英国、韩国、新加坡、马来西亚、印度、印度尼西亚、德国、埃及、蒙古、肯尼亚、突尼斯、俄罗斯、美国、丹麦、乌兹别克斯坦、哈萨克斯坦、土库曼斯坦、芬兰、南非、菲律宾等。

In 2005, senior executives of the Bank either worked in preparatory teams for or joined the government delegations of Chinese state leaders in their official visits to foreign countries. Mr. Li Ruogu, Chairman & President of the Bank, signed loan agreements when President Hu Jintao visited Vietnam, and when Mr. Li Changchun, member of the Standing Committee of the Political Bureau of the Central Committee of the CPC, visited Namibia and Egypt. He also went to Moscow to attend activities arranged for Premier Wen Jiabao's presence at the Fourth Premier Conference of Shanghai Cooperation Organization held in Russia, and accompanied Vice Premier Wu Yi on an official visit to Thailand.

With a view to boosting core business lines and raise foreign currency funds, senior executives of the Bank headed delegations on various international trips. During these visits the Bank succeeded in completing such tasks as conducting project review and negotiations, signing loan agreements, visiting clients and related institutions, road shows, exploring international markets and making itself better known by the outside world. Main destinations of these visits included: Jamaica, Mexico, Peru, France, the UK, South Korea, Singapore, Malaysia, India, Indonesia, Germany, Egypt, Mongolia, Kenya, Tunisia, Russia, the USA, Denmark, Uzbekistan, Kazakhstan, Turkmenistan, Finland, South Africa, the Philippines, etc.

同业交流与合作

Communication with Peer Institutions

中国进出口银行领导非常重视与国际上其他出口信用机构保持友好往来，多次与美国进出口银行、日本国际协力银行、韩国输出入银行、乌克兰进出口银行、加拿大出口发展公司、德国复兴开发银行等同业机构的高层领导会面，就加强业务合作与同业交流进行了积极探讨。

以上各项交流活动的积极开展，增进了中国进出口银行与外国政府、金融机构、国际组织、投资者以及借款人之间的相互了解，保证了各项资金的顺利筹措，促进了国家重点项目的落实，有力地推动了各项业务的开展。

The Bank has always attached great importance to maintaining friendly exchanges with other export credit agencies in the world. Senior leaders of the Bank received and held positive discussion on strengthening cooperation with their counterparts from US Eximbank, JBIC, Korean Eximbank, Ukraine Eximbank, Export Development Canada, KFW and others.

The above-mentioned exchanges enhanced the mutual understanding between the Bank and foreign governments, financial institutions, international organizations, investors and borrowers, ensured the successful raising of various funds, promoted the implementation of state key projects, and vigorously boosted the operation of various business lines.

二、联手政府和国际金融机构拓展合作新渠道

Working together with Government and International Financial Institutions to Expand new Channels of Cooperation

2005年1月，中国进出口银行成功举办2005年新春招待会。来自100多家中外机构的近200位嘉宾出席了招待会。新老朋友欢聚一堂，畅叙友情，展望未来。此次招待会的成功举办，进一步促进了中国进出口银行与国内外金融同业、相关机构的交流与合作，扩大了中国进出口银行的影响。

6月2日，中国进出口银行会同财政部、多边投资担保机构（MIGA）、国际金融公司（IFC）在北京联合举办了“促进中国企业海外投资研讨会”。加强了中国进出口银行、多边投资担保机构（MIGA）、有关政府机构以及国内企业之间在海外投资方面的交流与合作。11月11日，中国进出口银行与世界银行、亚洲开发银行在北京共同举办了联合融资座谈会，积极探讨与国际金融组织联合融资的模式和



渠道。以上活动的成功举行，不仅有助于加强中国进出口银行及国内有关各方与国际金融组织的相互了解与合作，促进国际金融机构对中国的支持，而且有利于推动中国企业充分利用国际机构的援助和支持，拓宽融资渠道，积极拓展海外业务，进一步融入国际经济合作与交流。

In Jan. 2005, the Bank successfully held the 2005 New Year Reception. Around 200 guests from more than 100 domestic and international institutions attended the reception. The successful organization of the reception further promoted the exchanges and cooperation between the Bank and its peer institutions and related agencies both at home and abroad and expanded the influence of the Bank.

On June 2, the Bank, together with the Ministry of Finance, P.R.China and the Multilateral Investment Guarantee Agency (MIGA), and the International Finance Cooperation (IFC), hosted the Seminar on Promoting Chinese Overseas Investment in Beijing, which strengthened the exchanges and cooperation on overseas investment between the Bank, MIGA, related government agencies and domestic enterprises. On Nov. 11, the Bank, together with the World Bank and Asian Development Bank, hosted the Co-Financing Symposium in Beijing, actively discussing the mode and channel of conducting joint financing with international financial organizations. The successful organization of the above-mentioned activities was not only beneficial to strengthening mutual understanding and cooperation between the Bank, related domestic agencies, and international organizations as well as promoting the support of international organizations to China, but also to the utilization of aid and support from international agencies for Chinese enterprises, expanding financing channels, boosting overseas business, and further integrated into the world economic cooperation and exchanges.

三、继续扩大代理行网络 Expanding Network of Overseas Correspondent Banks

截至2005年末，中国进出口银行共与143家银行及其314个分支构建有代理行关系，代理行网络遍布100个国家和地区的139个城市，并在资金往来、国际结算、对外担保、人员培训及信息交流等方面，积极与代理行开展友好合作。

By the end of 2005, the Bank had established correspondent banking relationship with 314 branches of 143 banks covering 139 cities in 100 countries. With the network of correspondent banks, the Bank was able to maintain a wide range of friendly cooperation on fund transfer, international settlement, international guarantee, staff training and information exchange.

资产负债表

Balance Sheet

单位：千元人民币
In thousands of RMB

资产	ASSETS	2003-12-31	2004-12-31	2005-12-31
存放中央银行款项	Due from Central Bank	2,066,165	2,086,799	5,209,112
存放同业款项	Due from Banks	5,847,632	5,536,923	2,850,534
拆放同业	Interbank Lendings	2,604,980	2,572,782	7,016,374
各项贷款	LOANS	103,995,816	125,285,878	175,986,853
减：贷款呆帐准备金	Less: Provision for Doubtful Debt in Loans	1,104,585	1,406,816	2,174,432
应收款项	Sundry Accounts Receivable	276,910	300,682	1,210,985
投资	Investment	4,190,481	3,437,122	6,700,972
固定资产原值	Fixed Assets	1,182,669	1,260,379	1,276,825
减：累计折旧	Less: Accumulated Depreciation	160,132	207,327	271,701
其他资产	Other Assets	601,043	188,851	6,987,825
资产总计	TOTAL ASSETS	119,500,979	139,055,273	204,793,347

负债	LIABILITIES			
同业拆入	Interbank Borrowings	3,229,988	413,825	
保证款项	Guarantee Sum	406,326	784,098	542,987
应付款项	Sundry Accounts Payable	1,452,121	1,608,428	2,864,161
长期借款	Long-term Borrowings	114,313	934,850	16,234,911
发行金融债券	Bonds Issued	100,559,273	120,227,850	152,457,194
财政拨款	Fiscal Subsidized Funds	3,704,630	3,688,326	3,454,628
其他负债	Other Liabilities	4,470,879	5,795,520	23,540,539
负债合计	TOTAL LIABILITIES	113,937,530	133,452,897	199,094,420

所有者权益	OWNER'S EQUITY			
实收资本	Paid-in Capital	5,000,000	5,000,000	5,000,000
资本公积	Capital Surplus	-6,493	-6,535	-70,280
盈余公积	Earnings Surplus	335,533	345,309	355,339
未分配利润	Undistributed Profit	234,409	263,602	413,868
所有者权益合计	TOTAL OWNER'S EQUITY	5,563,449	5,602,376	5,698,927
负债及所有者权益总计	TOTAL LIABILITIES AND OWNER'S EQUITY	119,500,979	139,055,273	204,793,347

损益表

Profit and loss Statement

单位：千元人民币
In thousands of RMB

		2005年
利息收入	Interest Income	6,488,527
手续费及其他收入	Commissions & Other Income	2,769,220
收入总额	TOTAL INCOME	9,257,747
利息支出	Interest Expenses	6,300,435
手续费及其他支出	Commissions & Other Expenses	1,815,631
管理费用	Administrative Expenses	345,667
营业税金及附加	Sales Tax and Affixation	299,814
支出总额	TOTAL EXPENDITURES	8,761,547
税前利润	PRE-TAX INCOME	496,200
减：所得税	Less: Income Tax	424,347
税后利润	INCOME AFTER TAX	71,853

外国政府贷款转贷业务资产负债表

Addition to the Balance Sheet

单位：千元人民币
In thousands of RMB

资产	ASSETS	2005-12-31
存放同业款项	Due from Banks	2,255,552
应收及暂付款	Accounts Receivable	5,342,559
垫付利息	Interest Receivable	3,326,885
转贷外国政府贷款	Onlent Foreign Government Loans	135,290,921
减:贷款呆帐准备	Less:Provision for Doubtful Debt in Loans	367,923
资产总计	TOTAL ASSETS	145,847,994

负债	LIABILITIES	
应付及暂收款	Accounts Payable	360,828
借入外国政府贷款	Borrowings of Foreign Government Loans	145,316,553
负债合计	TOTAL LIABILITIES	145,677,381

所有者权益	OWNER'S EQUITY	
未分配利润	Undistributed Profits	170,613
所有者权益合计	TOTAL OWNER'S EQUITY	170,613
负债及所有者权益总计	TOTAL LIABILITIES & OWNER'S EQUITY	145,847,994



会计报表附注

Notes to Financial Statements

一、会计报表编制基础

The Basis Used for the Preparation of the Financial Statements

(一) 会计制度

按照《中华人民共和国会计法》、《企业会计准则》、《企业财务通则》、《金融企业会计制度》(财政部1993年颁布)和《金融保险企业财务制度》等法律法规编制财务报告。

(二) 报表汇总户数

截至年末,共有8个决算单位:总行本级、总行营业部、上海分行、深圳分行、南京分行、大连分行、成都分行和青岛分行。年度会计报表根据8个决算单位个别报表汇总编制。

(1) Accounting System

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

(2) Number of Units Incorporated in the Statements

There are 8 final account units by the end of the year: the Head Office, Banking Department, Shanghai Branch, Shenzhen Branch, Nanjing Branch, Dalian Branch, Chengdu Branch and Qingdao Branch. The annual financial statements are prepared by incorporating the individual statements of the 8 final account units.

二、会计政策和会计估计

Accounting Policies and Accounting Estimates

(一) 会计年度

公历2005年1月1日至12月31日。

(二) 记账本位币

记账本位币为人民币。

(三) 记账基础和计价原则

代理外国政府贷款转贷业务以收付实现制为记账基础;其他业务以权责发生制为记账基础,以实际成本为计价原则。

(四) 外币业务核算及外币报表的折算方法

外币业务采用分账制进行核算。外币实收资本按历史汇率折算为人民币,折算差额记入"资本公

积"; 其余各外币账户的外币期末余额按期末市场汇价折合为记账本位币金额。本期末主要货币基准汇率:

1美元=8.0702元人民币

1欧元=9.511538元人民币

1日元=0.068316元人民币

(五) 投资核算方法

短期投资取得时按实际成本计价, 其持有期间所获得的现金股利或利息, 除取得时已计入应收项目的现金股利或利息外, 实际收到时作为投资成本的收回, 冲减短期投资的账面价值; 长期投资按实际支付的债券价款扣除支付的税金、手续费等各项附加费用, 以及实际支付价款中包含的已到期尚未领取的债券利息后的余额作为实际成本记账, 并按权责发生制原则计算应计利息。

(六) 呆账准备核算方法

呆账准备核算采用备抵法, 根据期末各项贷款、拆出资金及长短期投资(人民币国债投资除外)等承担风险资产期末余额的1%计提。

(七) 固定资产计价和折旧方法

固定资产按取得时的成本计价。固定资产折旧采用年限平均法按月计提, 净残值率为3%。各类固定资产折旧年限为: 营业用房30年; 非营业用房35年; 电子计算机3年; 运输设备6年; 通讯设备、安全保卫设备、电器设备、家具及其他5年。

(八) 利息收入确认原则

利息收入确认原则: 贷款到期(含展期下同)90天以上尚未收回的, 其应计利息停止计入当期利息收入, 纳入表外核算; 已计提的应收未收利息收入, 在贷款到期90天后仍未收回时, 或在应收未收利息逾期90天后仍未收到时, 冲减当期利息收入, 转作表外核算。表外核算的应计利息在实际收到时确认为收款期的利息收入。

(九) 主要税项

所得税按应付税款法进行核算并按税务政策规定进行纳税调整, 税率为33%, 期末由总行汇总统一缴纳。营业税税率为5%, 总行和各分支机构分别缴纳。

(1) Accounting Year

The accounting year runs from January 1, 2005 to December 31, 2005

(2) Reporting Currency

The reporting currency is RMB.

(3) Reporting Basis and Valuation Method

Except the onlending business for which cash basis accounting is applied, all the rest of the Bank's businesses are prepared on an accrual basis and at actual costs.

(4) Foreign Currency Translation and the Translation Method of Foreign Currency Financial Statements

Foreign currency business is recorded separately. The paid-in capitals in foreign currency are translated into RMB at historical exchange rates and the differences are recorded in "Capital Reserve"; the year-end balances of the rest foreign exchange accounts are translated into amounts of the reporting currency at the respective exchange rates ruling at the end of the accounting year. The year-end bench rates of the major currencies for this accounting year were:

USD: RMB 1: 8.0702
 EUR: RMB 1: 9.511538
 JPY: RMB 1: 0.068316

(5) Investments

Short-term investments are valued on the basis of the actual costs of acquisition, and, except for the cash dividends or interests already recorded in the receivables upon acquisition, the cash dividends or interests acquired during the holding period are used to offset the book values of short-term investments as the returns of investment costs when they are actually received; as for long-term investments, the balances of the purchase prices of bonds actually paid, with the tax, commission charges and various other additional charges paid and the matured yet undrawn bond interests included in the purchase prices actually paid deducted, are recorded as actual costs, and the accrued interests are calculated on an accrual basis.

(6) Calculation Method of Provisions for Doubtful Debts

The allowance method is adopted for the calculation of provisions for doubtful debts which are set at 1% of the year-end outstanding balance of all loans, interbank lending and assets bearing risks such as long term investments and short-term investments (excepting RMB national debt investment).

(7) Fixed Assets and Depreciation Calculation

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

(8) Principles of Interest Income Recognition

The Principles of interest income recognition are: if a loan fails to be recovered within 90 days upon expiry (including exhibition period, the same below), the accrued interests of the loan should be incorporated in off-balance-sheet calculation and cease to be recorded in the interest income of the current period; the overdue interest income that has been accrued should, when the loan fails to be recovered within 90 days upon expiry or the overdue interest fails to be recovered within 90 days upon expiry, offset the interest incomes of the current period and be incorporated in off-balance-sheet calculation. The accrued interest calculated off-balance-sheet should, upon actual acquisition, be identified as interest incomes of the collection period.

(9) Tax

The income tax was calculated using the payable method at a rate of 33% upon adjustment according to the provisions of taxation policies and was paid by the Head Office at the end of the year. The operating tax was calculated at a rate of 5% and paid by the Head Office and the business branches separately.

三、主要会计政策、会计估计变更及重大会计差错更正 Major Changes in Accounting Policies and Accounting Estimates and Correction of Significant Accounting Errors

- (一) 本年度无主要会计政策、会计估计变更。
- (二) 本年度无重大会计差错更正。

- (1) There are no major changes in accounting policies and accounting estimates this year.
- (2) There are no significant accounting errors this year.

四、利润分配

Profit Distribution

根据财政部批复,按2005年税后利润的25%提取盈余公积,其中按税后利润的10%提取公益金。

Pursuant to the written reply of the Ministry of Finance, 25% of the after-tax profits for 2005 are withdrawn as surplus reserves, among which an amount equaling to 10% of the after-tax profits is withdrawn as public welfare fund.

五、报表项目说明

Notes to the Items of the Statements

(一) 调整项目

资产负债表中"长期投资"项目调整为"投资",反映长期投资和短期投资;增加"长期借款"项目,反映向同业等借入的资金;"其他流动负债"项目调整为"其他负债",反映其他流动负债和其他长期负债;原反映在"应收款项"和"应付款项"项目中的期收、期付款项分别计入"其他资产"和"其他负债"项目。

(二) 表外项目

应收未收贷款利息余额 208,854.15万元

保函责任余额 4,827,562.18万元

他行开来保证凭信 653,272.41万元

(1) Items Adjusted

In the Balance Sheet, the "Long-term Investments" has been changed into "Investments" to reflect both long-term and short-term investments; the "Long-term Loans" has been added to reflect the funds borrowed from other banks and institutions; the "Other Current Liabilities" has been changed into "Other Liabilities" to reflect other current liabilities and other long-term liabilities; the "Accounts Receivable Under Forward Contracts" originally in "Accounts Receivable" and the "Accounts Payable Under Forward Contracts" originally in "Accounts Payable" have been recorded into the "Other Assets" and the "Other Liabilities" respectively.

(2) Off-sheet Items (in thousands of RMB)

Year-end Outstanding Balance of Interest Receivable 2,088,541.5

Year-end Outstanding Balance of Guarantees 48,275,621.8

Year-end Outstanding Balance of Guarantee Certificate issued by Other Institutions
6,532,724.1

分支机构

Branches and Representative Offices

2005年，中国进出口银行成立了巴黎代表处，业务管辖范围辐射西欧、北欧和非洲所有法语区国家。截至目前，中国进出口银行共设立了总行营业部、上海分行、深圳分行、南京分行、大连分行、成都分行和青岛分行7家营业性分支机构，以及哈尔滨、西安、武汉、杭州、福州、广州6个国内代表处，在境外设有东南非代表处和巴黎代表处。各分支机构在总行的统一领导下，按照“服务地方、方便企业，促进出口”的宗旨，为客户提供优质、高效、便捷的金融服务。

In 2005, the Bank established a Representative Office in Paris, covering western and northern part of Europe and all French-speaking countries in Africa. So far, the Bank has established seven operational arms – namely, Banking Department (H.O.), Shanghai Branch, Shenzhen Branch, Nanjing Branch, Dalian Branch, Chengdu Branch, Qingdao Branch, six domestic representative offices in Harbin, Xi'an, Wuhan, Hangzhou, Fuzhou, Guangzhou, and two overseas representative offices in Johannesburg for Southern & Eastern Africa and Paris in Europe. Under the direct leadership of the Head Office, all of the branches and representative offices, following the guideline of "serving the local community, assisting local companies and promoting exports", are committed to providing quality, efficient and convenient financial services to the clients.

分支机构名录

Branches and Representative Offices

营业性分支机构

Business Branches

◆ 总行营业部

Banking Department (H.O.)

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

Covering Area: Beijing, Tianjin, Hebei Province, Henan Province, Shanxi Province, Inner Mongolia Autonomous Region

地址：北京市东城区北河沿大街77号

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

邮编(Zip): 100009

S W I F T : EIBCCNBJBKD

电话(Tel): (010) 64099688

传真(Fax): (010) 64001770

◆ 上海分行

Shanghai Branch

经营服务区：上海市、江西省、浙江省、福建省

Covering Area: Shanghai, Jiangxi Province, Zhejiang Province, Fujian Province

地址：上海市浦东南路500号27-29层

Address: Fl. 27-29, No. 500 Pudong Road (S), Shanghai, China

邮编(Zip): 200120

S W I F T : EIBCCNBJSHA

电话(Tel): (021) 38804588

传真(Fax): (021) 58769785

◆ 深圳分行

Shenzhen Branch

经营服务区：广东省、湖南省、海南省、广西壮族自治区

Covering Area: Guangdong Province, Hunan Province, Hainan Province, Guangxi Zhuang Autonomous Region

地址：深圳市罗湖区建设路2016号南方证券大厦7-8层

Address: Fl. 7-8, Southern Securities Tower, No. 2016 Jianshe Road, Shenzhen City, Guangdong Province, China

邮编(Zip): 518004

S W I F T : EIBCCNBJSZT

电话(Tel): (0755) 82215033、82215088、82215099

传真(Fax): (0755) 82215588

◆ 南京分行

Nanjing Branch

经营服务区：江苏省、安徽省

Covering Area: Jiangsu Province, Anhui Province

地址：南京市中山南路49号商茂世纪广场40-42层

Address: Fl. 40-42, Shangmao Century Plaza, No. 49, Zhongshan Road (S), Nanjing City, Jiangsu Province, China

邮编(Zip): 210005

S W I F T : EIBCCNBJNJB

电话(Tel): (025) 86890571

传真(Fax): (025) 86890502

◆ 大连分行

Dalian Branch

经营服务区：辽宁省、吉林省、黑龙江省

Covering Area: Liaoning Province, Jilin Province, Heilongjiang Province

地 址：大连市中山区人民路15号中银大厦19-20层

A d d r e s s : Fl. 19-20, Zhongyin Plaza, No. 15 Renmin Road, Zhongshan District, Dalian City, Liaoning Province, China

邮编(Zip): 116001

S W I F T : EIBCCNBJDLB

电话(Tel): (0411) 82507899

传真(Fax): (0411) 82507377

◆ 成都分行

Chengdu Branch

经营服务区：四川省、重庆市、云南省、贵州省

Covering Area: Sichuan Province, Chongqing City, Yunnan Province, Guizhou Province

地 址：成都市红照壁街27号

A d d r e s s : 27 Hongzhaobi Street, Chengdu City, Sichuan Province, China

邮编(Zip): 610016

S W I F T : EIBCCNBJCDB

电话(Tel): (028) 86130388

传真(Fax): (028) 86130398

◆ 青岛分行

Qingdao Branch

经营服务区：山东省

Covering Area: Shandong Province

地 址：青岛市汇泉路17号

A d d r e s s : No.17 Huiquan Road, Qingdao City, Shandong Province, China

邮编(Zip): 266071

S W I F T : EIBCCNBJQDB

电话(Tel): (0532) 83889709

传真(Fax): (0532) 83889731

国内代表处

Domestic Representative Offices

◆ 哈尔滨代表处

Harbin Representative Office

地 址：哈尔滨市南岗区天顺街31号

A d d r e s s : No.31 Tianshun Street, Nangang District, Harbin City, Heilongjiang Province, China

邮编(Zip): 150090

电话(Tel): (0451) 82283377

传真(Fax): (0451) 82365928

◆ 西安代表处

Xi'an Representative Office

地 址：西安市东大街232号

A d d r e s s : No. 232 Dongxin Street, Xi'an City, Shaanxi Province, China

邮编(Zip): 710004

电话(Tel): (029) 87406103

传真(Fax): (029) 87406105

◆ 武汉代表处

Wuhan Representative Office

地 址：武汉市武胜路泰合广场41层

A d d r e s s : Fl. 41, Truroll Plaza, Wusheng Road, Wuhan City, Hubei Province, China

邮编(Zip): 430033

电话(Tel): (027) 85712403

传真(Fax): (027) 85712314

◆ 杭州代表处

Hangzhou Representative Office

地 址：杭州市杭大路18号黄龙世纪广场C座6层

A d d r e s s : Fl. 6, Tower C, Huanglong Century Plaza, No. 18 Hangda Road, Hangzhou City, Zhejiang Province, China

邮编(Zip): 310007

电话(Tel): (0571) 87902050

传真(Fax): (0571) 87902195

◆ 福州代表处

Fuzhou Representative Office

地 址：福州市五四路159号

A d d r e s s : No. 159 Wusi Road, Fuzhou City, Fujian Province, China

邮编(Zip): 350003

电话(Tel): (0591) 87810828

传真(Fax): (0591) 87813328

◆ 广州代表处

Guangzhou Representative Office

地 址：广州市天河北路233号

A d d r e s s : No. 233 Tianhebei Road, Guangzhou City, Guangdong Province, China

邮编(Zip): 510620

电话(Tel): (020) 38771522

传真(Fax): (020) 38771507

境外代表处

Overseas Representative Offices

◆ 东南非代表处

Representative Office for Southern & Eastern Africa

地 址：南非约翰内斯堡

A d d r e s s : 4th Floor, Fedsure Towers 13 Fredman Drive, Sandown, 2199 Johannesburg, South Africa

电话(Tel): (0027) 11 7830767

传真(Fax): (0027) 11 7846817

◆ 巴黎代表处

Paris Representative Office

地 址：法国巴黎玛索大街6号

A d d r e s s : 6, avenue Marceau - 75008 Paris France

邮编(Zip): 75008

电话(Tel): 0033 (0) 1 47238880

传真(Fax): 0033 (0) 1 47230410

中国北京市东城区北河沿大街77号
No. 77, Beiheyuan Street, Dongcheng District, Beijing, China

邮编 (Z i p) : 100009

电话 (T e l) : (8610)64099988

S W I F T : EIBCCNBJ

传真 (F a x) : (8610)64005186

电传 (T e l e x) : 210292 EXIM CN

网址 (Website) : <http://www.eximbank.gov.cn>