



## 业务综述

### Operational Highlights

2013年，中国进出口银行坚持稳中求进的工作总基调，将改革创新贯穿于各项工作、各个环节，以创新促发展，以服务强品牌，以管理防风险，统筹把握总量与结构、速度与质量、规模与效益的关系，为推动经济提质增效升级，促进经济持续健康发展与社会和谐稳定作出了应有的贡献。

2013年，中国进出口银行业务规模继续保持稳定增长的势头。全年签约各类贷款9994.59亿元，发放贷款8038.34亿元；新签转贷协议金额7.27亿美元。年末，表内外资产总额达到20033.35亿元。全年共支持了2560.28亿美元的机电产品和高新技术产品出口以及对外承包工程和境外投资项目，此外还支持了1045.26亿美元的技术装备和资源类产品进口。

In 2013, the Bank closely followed its strategy of seeking progress while maintaining stability, encouraged reform and innovation in every step of our work to facilitate business growth by making innovation, to strengthen brand building by providing quality service and to mitigate risks by improving management. We took a holistic approach to striking a balance between total asset and its structure, between speed and quality, and between scale and profit. By doing so, the Bank made due contribution to improving the quality and efficiency of the Chinese economy and ensuring sustained and healthy economic growth and social harmony and stability in China.

In 2013, the Bank maintained the momentum of steady growth in business scale. The total amount of loans signed reached RMB999.459 billion, with disbursement standing at RMB803.834 billion. Total contract value of newly signed on-lending agreements reached USD727 million. The year-end on-balance-sheet and off-balance-sheet assets totaled RMB2003.335 billion. These credits supported the export of mechanical and electronic equipments, new and high-tech products, overseas project contracting and overseas investment amounting to USD256.028 billion in total, as well as the import of technical equipments and resource products worth USD104.526 billion.

## 一、出口信贷 Export Credit

### 出口卖方信贷

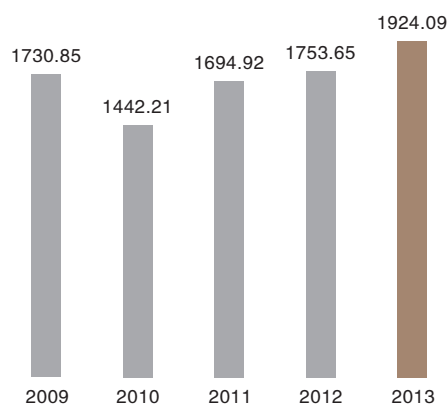
### Export Seller's Credit

全年新签约贷款2103.08亿元，放款1924.09亿元，年末贷款余额3995.59亿元，比年初增加215.86亿元。

In 2013, the newly signed export seller's credit amounted to RMB210.308 billion with disbursement adding up to RMB192.409 billion. The year-end outstanding balance was RMB399.559 billion, an increase of RMB21.586 billion over the beginning of the year.

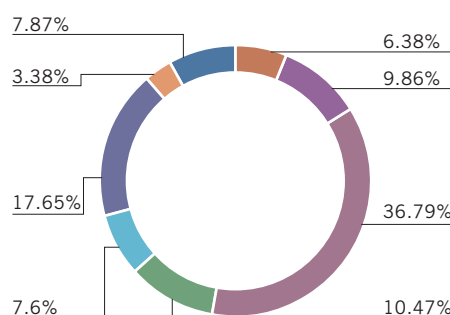
出口卖方信贷  
实际发放贷款发展示意图  
Growth of Actual Disbursement  
of Export Seller's Credit

单位：亿元人民币  
Unit : RMB100 million



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

- 设备出口 Equipment Export
- 船舶出口 Shipping Export
- 高新技术产品 High- and New-Tech Products
- 一般机电产品 General Mechanical and Electronic Products
- 对外承包工程 Overseas Contracting Projects
- 境外投资 Overseas Investment
- 农产品出口 Agricultural Products Export
- 其他 Others





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### 出口买方信贷

#### Export Buyer's Credit

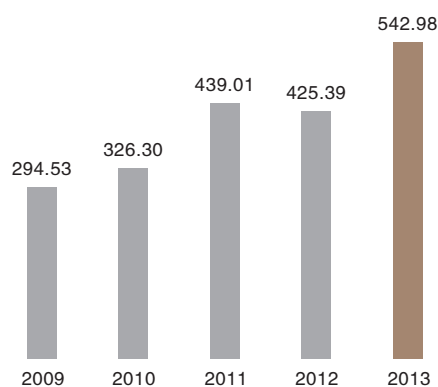
全年新签出口买方信贷项目金额316.1亿元，放款542.98亿元。年末贷款余额1897.68亿元，比年初增加310.97亿元。

In 2013, the newly signed export buyer's credit amounted to RMB31.61 billion with disbursement standing at RMB54.298 billion. The year-end outstanding balance was RMB189.768 billion, an increase of RMB31.097 billion over the beginning of the year.

出口买方信贷  
实际发放贷款发展示意图

Growth of Actual Disbursement  
of Export Buyer's Credit

单位：亿元人民币  
Unit: RMB100 million



## 二、进口信贷

### Import Credit

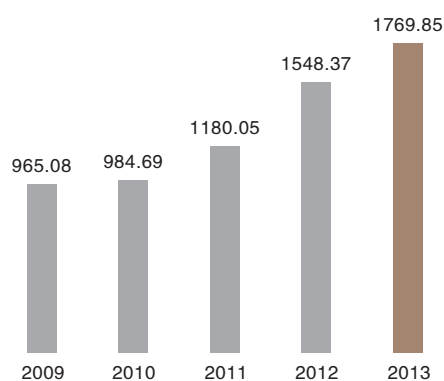
全年新签约贷款1721.74亿元，放款1769.85亿元。年末贷款余额3307.06亿元，比年初增加588.91亿元。

In 2013, the Bank signed import credit agreements worth RMB172.174 billion, with disbursement of RMB176.985 billion. The year-end outstanding balance was RMB330.706 billion, an increase of RMB58.891 billion over the beginning of the year.

进口信贷  
实际发放贷款发展示意图

Growth of Actual Disbursement  
of Import Credit

单位：亿元人民币  
Unit: RMB100 million



### 三、优惠贷款 Concessional Facilities

2013年，作为中国政府援外优惠贷款和优惠出口买方信贷的唯一承贷行，中国进出口银行积极配合国家政治经济外交战略，落实国家领导人对外承诺，不断加大对发展中国家的贷款力度，为继续巩固和发展我国与广大发展中国家互信、互利和共同发展的战略合作伙伴关系以及推动中国标准和中国企业“走出去”作出了积极贡献。

全面落实了中国政府对非洲、东盟、南亚、中亚、中东欧、南太及加勒比等地区的贷款承诺，积极推动重大项目对外签约工作，帮助发展中国家增强了自主发展能力，改善了投资环境，加快了发展进程，提高了当地人民的生活水平。

As the only bank implementing the Chinese Government Concessional Loan and Preferential Export Buyer's Credit, the Bank actively followed China's national political, economic and diplomatic strategies and implemented commitments made by the Chinese leaders. The Bank continued to increase support to developing countries, thus contributing to the consolidation and development of China's strategic partnership with other developing countries featuring mutual trust, mutual benefit and common development, to the introduction and application of Chinese standards in other countries, and to supporting Chinese enterprises in their endeavor to "go global".

The Bank worked actively to fulfill the Chinese Government's Concessional Loan commitments to countries and regions in Africa, South Asia, Central Asia, Central and Eastern Europe, South Pacific, the Caribbean and the ASEAN countries. In addition, it facilitated the signing of loan agreements on key overseas projects, helped other developing countries to improve their self-development capacity and investment environment, accelerated their development process, and improved the living standards of the local people.

### 四、外国政府及国际金融机构贷款转贷 On-lending Loans from Foreign Governments and International Financial Institutions

2013年，中国进出口银行新签转贷协议金额7.27亿美元，年末贷款余额196.28亿美元。实施节能减排及新能源贷款项目86个，批准贷款20亿元人民币，发放贷款21.51亿元，继续保持主力转贷行地位。

按照国家“合理、有效”利用外资的总方针，大力支持基础设施、医疗卫生、教育、环保等重点项目建设，为改善民生、促进中西部地区经济社会全面发展发挥了积极作用；积极贯彻落实国家节能减排政策，引进国际金融机构优惠贷款，稳步推进以节能减排与新能源贷款为主要内容的绿色信贷业务。



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### Operational Highlights

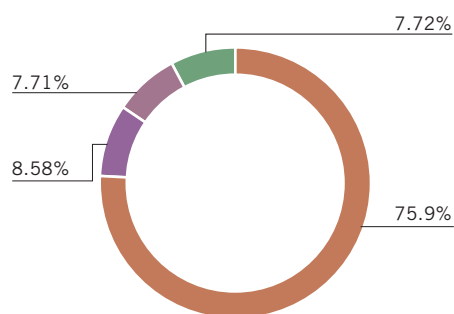
2013年，大力推动以色列政府3亿美元农田水利项目的独家转贷工作，支持西北5省实施高科技节水农业工程；落实中美战略对话成果，积极宣传和推进美国进出口银行主权担保贷款业务，取得19个项目转贷权；重启国际金融组织贷款和转贷三类业务，获取中广核青海德令哈太阳能光热发电等项目的转贷权，业务发展迈上新的台阶。

目前，中国进出口银行转贷的外国政府贷款国别和国际金融机构为日本、德国、以色列、荷兰、奥地利、西班牙、法国、葡萄牙、意大利、瑞典、波兰、澳大利亚、挪威、芬兰、丹麦、科威特、韩国、沙特阿拉伯、瑞士、卢森堡、加拿大、英国、比利时，以及世界银行、亚洲开发银行、北欧投资银行、北欧发展基金、欧洲投资银行、美国进出口银行和欧佩克基金，共23个国家和7个国际金融机构。项目遍及全国36个省、自治区、直辖市和计划单列市。

外国政府及国际金融机构  
贷款余额国别分布图

Outstanding Balance of Loans from  
Foreign Government and International  
Financial Institution by Country

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



In 2013, the total contract value of newly signed on-lending agreements reached USD727 million. The year-end loan balance totaled USD19.628 billion. Throughout the year, 86 projects on energy efficiency, emission reduction and new energy were implemented with the support of on-lent loans, with the total approved amount reaching RMB2 billion and disbursement reaching RMB2.151 billion. The Bank remained a leading on-lender.

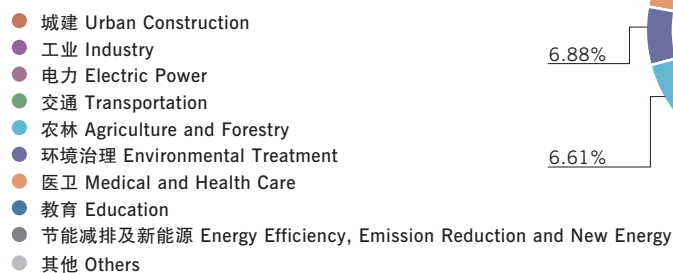
According to the Chinese Government's guiding principle of making good use of foreign funds, the Bank gave strong support to priority projects in infrastructure, medical care, education and environmental protection and played an important role in improving people's livelihood and promoting social and economic development in central and western China. It made active efforts to implement the national policy of energy efficiency and emission reduction by on-lending preferential loans from international financial institutions. Moreover, the Bank developed its own green credit facilities for energy efficiency, emission reduction and new energy sectors.

In 2013, the Bank continued to on-lend USD300 million of loans from the Government of Israel to support water conservancy projects in five provinces in northwest China. It worked actively to implement the outcomes of China-US Strategic Dialogue, gave publicity to and promoted the sovereign guarantee loan business of the US Export-Import Bank, and obtained on-lending rights of 19 projects. In addition, the Bank re-launched loans from international financial institutions and level III on-lending business and made new progress in acquiring on-lending rights for conducting Qinghai Delingha Concentrated Solar Power Project of China General Nuclear Power Group.

So far, the Bank has on-lent loans provided by 23 foreign governments and seven international financial institutions, including Japan, Germany, Israel, the Netherlands, Austria, Spain, France, Portugal, Italy, Sweden, Poland, Australia, Norway, Finland, Denmark, Kuwait, the Republic of Korea, Saudi Arabia, Switzerland, Luxembourg, Canada, the United Kingdom, Belgium, the World Bank, the Asian Development Bank, the Nordic Investment Bank, the Nordic Development Fund, the European Investment Bank, the Export-Import Bank of the United States and the OPEC Fund for International Development. Projects are carried out in 36 provinces, autonomous regions, municipalities and cities specifically designated in the state plan.

外国政府及国际金融机构  
贷款转贷余额行业分布图

Outstanding Balance of Loans from  
Foreign Government and International  
Financial Institution by Sector





## 五、贸易金融业务 Trade Finance

中国进出口银行在贸易金融业务方面不断加强风险控制、业务品种创新和信息化建设，业务发展速度和整体金融服务能力显著提升，有效发挥了稳定外贸增长、服务实体经济、支持我国外向型经济发展的重要金融服务职能。

2013年，中国进出口银行共办理国际结算、保函、贸易融资业务1537.50亿美元，比上年增长56.58%，服务领域涉及船舶、通讯、制造、纺织、汽车、机械、家电及农产品等，服务范围涵盖全行各类信贷业务品种，并通过保理等供应链融资业务支持众多中小企业发展，通过跨境贸易人民币信用证、保函、贸易融资等业务支持人民币国际化进程。

In conducting trade finance business, the Bank continued to strengthen risk control, product innovation and IT application. As a result, significant progress was made in speeding up business development and improving financial services in all respects, thus contributing to ensuring steady growth in foreign trade, serving the real economy and supporting the development of China's open economy through financial services.

In 2013, the Bank conducted USD153.75 billion of international settlement, letter of guarantee and trade finance transactions, representing a year-on-year increase of 56.58%. The transactions covered a wide range of areas, including shipping, telecommunication, manufacturing, textile, automobile, machinery, household electrical appliances and agricultural produce. All of the Bank's loan facilities have been supported by these transactions. The Bank also provided support for the development of small and medium-sized enterprises by offering supply chain financing instruments such as factoring. In addition, the Bank developed products such as RMB cross-border trade letter of credit, bank guarantees and trade finance to promote the internationalization of the Renminbi.

## 保函业务

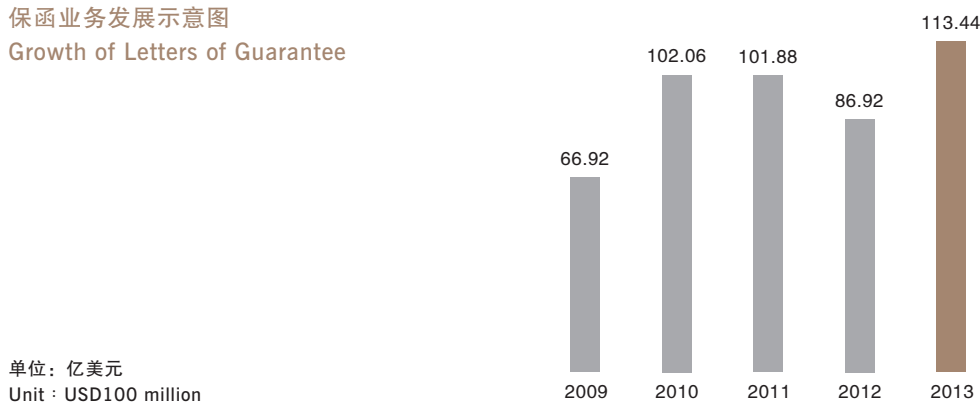
### Letter of Guarantee

2013年，中国进出口银行共办理保函业务113.44亿美元，年末担保责任余额248.58亿美元。保函是中国进出口银行一项重要金融业务，在支持中国企业“走出去”、参与国际经济技术合作与竞争方面发挥着重要作用，有力地促进了我国企业高新技术产品、机电产品、成套设备与资本性货物出口及境外工程承包、境外投资等国际经贸活动的开展。

In 2013, the Bank issued letters of guarantee with a total value of USD11.344 billion. The year-end outstanding balance of guarantee was USD24.858 billion. Letters of guarantee, an important business of the Bank, played a key role in encouraging Chinese companies to go global and participate in international economic and technological cooperation and competition. This business helped Chinese enterprises get more deeply involved in international business transactions, including the export of new and high-tech products, mechanical and electronic products, complete sets of equipment, capital goods, overseas project contracting and investment.

保函业务发展示意图

Growth of Letters of Guarantee



## 国际结算业务

### International Settlement

全年办理国际结算（含结售汇）业务1040.81亿美元。其中，全年办理结售汇业务241.29亿美元，同比增长37.32%；办理信用证业务223.50亿美元，同比增长96.97%。

Throughout the year, the Bank carried out international settlement transactions (including the sale and purchase of foreign exchange) worth USD104.081 billion. The Bank sold and purchased USD24.129 billion, an increase of 37.32% year-on-year, and issued letters of credit worth USD22.350 billion, an increase of 96.97% year-on-year.



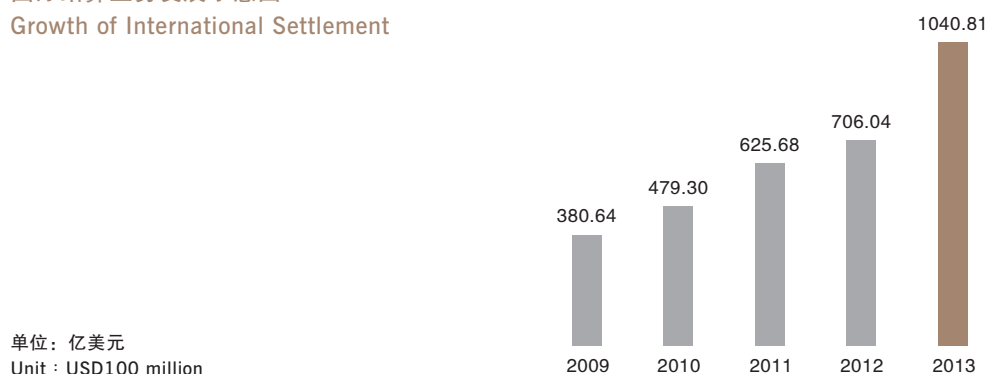


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Operational Highlights

国际结算业务发展示意图

Growth of International Settlement



## 贸易融资业务

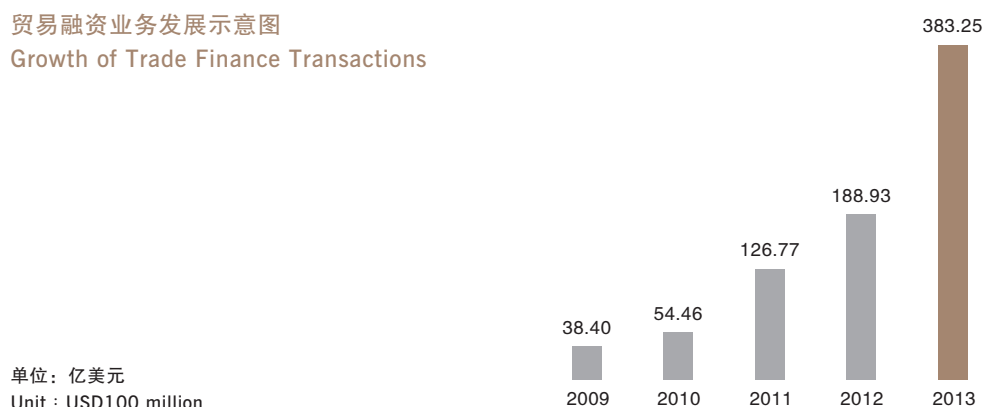
### Trade Finance

2013年，中国进出口银行贸易融资业务继续保持良好发展势头，共办理贸易融资业务383.25亿美元，同比增长102.85%。除开展出口押汇、出口商业发票贴现、打包贷款、进口押汇、提货担保、进口代付、汇出汇款融资、信保融资等传统贸易融资业务外，国内保理、工商企业国内代付、国际双保理、国内信用证福费廷包买、同业代付/偿付、信用证保兑、风险参与等高端贸易融资产品均有突破性发展，逐步形成了全方位、多层次、多支柱的贸易融资服务体系。

In 2013, trade finance maintained a strong momentum of growth. Throughout the year, the Bank handled trade finance transactions worth USD38.325 billion, up by 102.85% year-on-year. Apart from such traditional products as export bill purchase, discount of export commercial invoice, packing loan, import bill advance, delivery against bank guarantee, import refinance, outward remittance finance, insurance finance, it also made breakthroughs in high-end trade finance products such as domestic factoring, domestic enterprise refinancing, international dual factoring, forfeiting, interbank refinancing, confirmed letter of credit, and risk participation, gradually forming an all-around, multi-level, and multi-pillar trade finance system.

贸易融资业务发展示意图

Growth of Trade Finance Transactions



## 六、金融市场业务 Capital Market Business

### 资金筹措 Fund Raising

2013年，中国进出口银行加强市场研究，精心设计债券发行方案，全年在境内银行间市场成功发行42期人民币金融债券，筹资金额共计4100亿元，成为境内银行间市场主要发行体中最快完成全年发债任务的机构。

In 2013, the Bank intensified its efforts to conduct market research and work out well-designed fund raising plans, and launched 42 issues of RMB financial bonds in domestic inter-bank market, raising a total of RMB410 billion. The Bank was the first institution among major issuers to complete the whole-year bond issuance in domestic inter-bank market.

### 资金营运与管理 Fund Operation and Management

2013年，面对复杂多变的金融市场环境，中国进出口银行着力加强风险管理和内部系统建设，灵活运用各种交易工具，在办理即期、远期结售汇业务的基础上，新推出人民币外汇掉期和货币掉期业务，为客户的交易需求提供全面、合理的解决方案。同时，加强市场研判和交易能力，并在保证全行资金流动性和安全性的前提下，积极把握市场波动机遇，扩大自营交易投资规模，提高资金运作效率和资产回报水平。

继续加强对境内外宏观经济形势的分析和研究，密切关注我国货币及汇率政策动向，有针对性地制定了多种汇率风险管理方案，积极有效地对冲了自身的汇率敞口风险，为客户提供了优质的汇率风险管理服务，有力提升了中国进出口银行在银行间外汇市场和客户心目中的形象。

大力拓展代客资金交易业务，通过利率掉期、货币掉期、远期结售汇等业务协助客户规避人民币利率和汇率波动风险。为近百家客户提供了债务掉期、外汇买卖等交易服务以及市场信息、产品设计等咨询服务。

债券承销业务继续稳步发展，全年主承销债券26期，金额309.5亿元，切实帮助企业筹集资金、降低财务成本，有效支持了实体经济的发展。

In 2013, in the face of the complicated and volatile financial market, the Bank made unrelenting efforts to reinforce its risk management and internal control system, and stayed flexible in employing different products, such as purchase and sale of spot foreign exchange and forward foreign exchange, and the newly launched RMB foreign exchange swap, and currency swap, to provide clients with all-around and satisfying solutions. While strengthening market research and analysis, and transaction capacity, and ensuring liquidity and safety of its capital, the Bank seized the opportunities emerged in market fluctuations to expand its self-run fund transactions and investment, thus raising its capital effectiveness and maximizing the returns on its assets.



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In 2013, the Bank strengthened its macroeconomic analysis and research, followed closely the adjustment of China's exchange rate policies, and formulated diversified exchange rate risk management plans for different market conditions. Thanks to these efforts, the Bank not only effectively hedged its own exposure to exchange rate risks, but also provided its clients with satisfying services for exchange rate risk management, which gave a strong boost to its image in inter-bank foreign exchange markets and among its clients.



In 2013, the Bank scaled up the discretionary treasury activities, helped its clients to avoid risks associated with RMB interest rate and foreign exchange rate fluctuations through interest rate swap, currency swap, sale and purchase of forward foreign currencies. It also provided nearly a hundred clients with financial services such as debt swap, foreign exchange trading, and advisory services such as market information and product design.

In 2013, the Bank maintained a steady growth in its bond underwriting business. The Bank underwrote 26 issues of debt financing instruments for company clients, totaling RMB30.95 billion. This helped relevant companies raise fund and reduce financial cost, and thus effectively supported the growth of the real economy.

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

中国进出口银行目前拥有三家国际权威评级机构的评级。其中，穆迪投资者服务公司评级为Aa3，评级展望为稳定；标准普尔公司评级为AA-，评级展望为稳定；惠誉信用评级有限公司评级为A+，评级展望为稳定。上述评级均与中国主权评级一致。

The Bank is rated by three major international rating agencies, namely, Moody's, Standard & Poor's and Fitch. Moody's rating of the Bank is Aa3 with stable outlook, Standard & Poor's, AA- with stable outlook, and Fitch, A+ with stable outlook. All these ratings are the same as China's sovereign ratings.

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