

业务创新 Business Innovation

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

积极推进人民币国际化进程

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

大力支持文化产业发展

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

积极推动现代农业发展

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

积极探索解决中小企业融资难的新渠道

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



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

Vigorously Support RMB Internationalization

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

Strongly Back up the Cultural Industry

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

Actively Facilitate the Modern Agricultural Industry

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

The Exploration of New SME Financing Solutions

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