

董事长、行长致辞
Chairman & President's Message



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2010年是我国经济社会发展极不平凡的一年，也是我行开拓创新、强化管理取得重大进展，全面完成“十一五”规划目标任务的一年。这一年，我们围绕实现经济社会又好又快发展的总体要求，继续加大金融支持力度，有力地促进了进出口较快恢复性增长和经济结构调整，为巩固和扩大应对国际金融危机冲击成果，进一步增强我国经济实力和综合国力，做出了应有的贡献。

2010年，进出口银行业务继续保持又好又快的发展势头。共批准表内各类贷款4364亿元，发放贷款3500亿元。共支持了1153亿美元的机电产品和高新技术产品出口、对外承包工程和境外投资项目，以及531亿美元的产品进口。年末表内贷款余额7178亿元，表外转贷余额237亿美元，资产总额突破1万亿元。不良贷款余额和比率连续“双下降”。国际信用评级继续与中国主权评级一致。

多策并举，全力推动经济平稳较快发展

2010年进出口银行紧紧围绕拓市场、调结构、促平衡，研究制定了12项创新业务，被国务院批准确定为应对国际金融危机一揽子计划实施细则的重要组成部分。大力支持高新技术对传统产业的改造，积极开展以节能减排、新能源建设为主的绿色信贷业务。推动实施区域发展战略，支持西部大开发、振兴东北地区等老工业基地、中部地区崛起、东部率先发展，特别是加大了对新疆、西藏等地区的支持力度。贯彻落实国务院船舶工业调整与振兴规划，推动我国由造船大国向造船强国迈进。为我国船舶业克服国际金融危机带来的困难，实现造船完工量、新接船舶订单量、手持船舶订单量，均居世界第一贡献了一份力量。

加强沟通，开拓经济合作新局面

全面落实我国政府对外援助承诺。完成中国 - 东盟投资合作基金的发起设立。参与了与欧盟、德国、日本等多次交流活动，与世界银行、亚洲开发银行、泛美开发银行等国际机构的合作取得实质性进展。积极参与公共外交，引导国际舆论向正确方向发展，增进了国际社会对中国发展援助理念和重要作用的了解与认识。

金融创新，注入发展新活力

积极开展全方位金融创新，开发并推广了境外转贷款、同业合作等多项新产品和服务。积极探索人民币国际化融资方式，取得显著成效。推动有实力的文化企业“走出去”，对旅游文化国际化加大支持力度。支持农业产业化龙头企业，促进特色农产品出口和对外农业合作。通过培育壮大一批贫困地区的龙头企业，促进贫困地区特色产业体系的形成，为扶贫、减贫贡献了力量。积极探索解决中小企业融资难的新渠道，进一步完善操作流程和运作模式，开发新的融资业务，在解决中小企业融资难问题上取得了新进展。

加速转变，实现经营管理可持续发展

“十一五”时期，中国进出口银行着力转变经营理念、发展模式、业务重点和经营管理机制，实现了从过去单一官方出口信用机构，向新型国际经济合作银行的战略转型。五年中，表内业务贷款余额从1760亿元增长到7178亿元，翻了两番多。资产总额从3506亿元增长到10570亿元。资产质量显著提高，不良贷款连年实现“双下降”。实现了经营成果质的飞跃，可持续发展能力显著增强，“十一五”是中国进出口银行发展速度最快，发挥作用最大，发展成果最好，为经济社会发展贡献最多的五年。

惊涛拍岸自岿然，攻坚克难又一年。当前，世界经济走出衰退，进入缓慢且不稳定、不平衡的复苏期，不确定因素较多，复苏动力不强并出现分化，地区的动荡也使本就艰难的复苏更加曲折。在这次国际金融危机中，中国用政府与市场相结合的方式克服了危机造成的困难，较快地走出危机，使经济发展取得了巨大成功。但我国经济仍面临通货膨胀、国际收支平衡、结构调整、三农和就业等诸多困难。国际经济格局的演变为中国创造了机遇，我们必须充分认识肩负的使命、职责和任务，善于抓住历史机遇，勇于应对挑战，克服困难，为实现国家发展和民族复兴的伟大事业，发挥应有的作用。

今年是中国共产党成立90周年，是“十二五”时期的开局之年，也是中国进出口银行改革发展的关键一年。我们将深入贯彻落实科学发展观，贯彻落实中央加快推进经济结构调整、保持经济长期平稳较快发展、促进社会和谐稳定的要求，求真务实、开拓创新，以更加优异的成绩迎接中国共产党成立90周年！



李若谷

中国进出口银行董事长、行长



The year 2010 witnessed extraordinary economic and social development in China. It was also a year of great success for the Export-Import Bank of China, with breakthroughs in innovation and management, and the completion of our targets under the Eleventh Five-year Plan. In 2010, our mission was to support a sound and rapid economic growth, and to that end we provided more financial services, giving a strong boost both to a recovery for Chinese imports and exports, and to the restructuring of the economy. Thus the Bank both played its role in China's efforts to address the international financial crisis, and made contribution to the growth of our economy and national strength.

The Bank's business continued its own sound and rapid growth in 2010. Total approved on-balance-sheet lending for 2010 was RMB436.4 billion, and total disbursement was RMB350 billion. These credits supported the export of USD115.3 billion worth of machinery and electronic products, new-and high-tech goods, overseas construction contracts and foreign investment projects, and the import of products worth USD53.1 billion. At year end, the balance of on-balance-sheet lending stood at RMB717.8 billion and off-balance-sheet on-lending at USD23.7 billion. The Bank's total assets exceeded RMB1 trillion. And we saw a "double decline" in non-performing loans, with the decrease of both the amount of NPL and the ratio of NPL. The Bank's international credit ratings remained consistent to China's sovereign ratings.

Multi-pronged Support for Steady and Rapid Economic Development

In 2010, the Bank developed 12 innovative products as part of its commitment to three objectives: expand markets; restructure the economy; promote balanced development. These efforts served as an important part of the package of policies that the government designed to address the international financial crisis. The Bank gave very significant support to new-and high-tech projects to transform traditional industries, and actively promoted green financial products that aimed at energy efficiency, emission reduction and new energy development. The Bank also helped to launch China's regional development strategy: massive development of the west, revitalization of the old northeastern industrial base, the rise of the central provinces, and with the eastern region leading from the front. In particular, there was a major increase in support for Xinjiang and Tibet. In addition, the Bank implemented the State Council's plan to restructure and revitalize the ship-building industry, helping to transform China from a major market player to a market power. The Bank lent its strength to help the ship-building industry overcome the international financial crisis, and made it the world leader in deliveries, new orders and orders in hand in 2010.

Better Communication and a New Approach to International Economic Cooperation

The Bank fulfilled China's commitments to provide foreign aid. In 2010, we established the China-ASEAN Investment Cooperation Fund. We also participated in workshops with institutions from the EU, Germany and Japan, and built stronger links with international financial institutions such as the World Bank, the Asian Development Bank and the Inter-American Development Bank. The Bank was also actively involved in public diplomacy, guiding international public opinion in the correct direction, and helping the international community to understand China's approach to development aid and the value of the aid it provides.

Financial Innovation Bringing Vitality to the Economy

The Bank is constantly innovating in all aspects. In 2010, we developed and promoted new products and services for overseas on-lending business and bank-bank cooperation. There has also been remarkable progress in international Renminbi financing. The Bank lent its support to China's tourism and cultural industries by increasing financing for strong Chinese culture companies to go global. We promoted the export of featured agricultural products and international link-ups in agriculture to support China's leading agri-businesses. We assisted the poverty alleviation campaign by fostering a group of companies in poverty stricken areas and cultivating industries that adapted to local conditions. Last but not least, in order to relieve the difficulties faced by small and medium sized companies in obtaining finance, we made great improvements on this front by improving our procedures and operations, and developing new financing products.

Transformation for Sustainable Business Management

During the Eleventh Five-year Plan, the Bank has transformed itself from an export credit agency to a new kind of bank for international economic cooperation. We achieved this by adapting our business concept, development model, business priority and management practices. Over the past five years, the Bank's total on-balance-sheet lending has increased by over four times, from RMB176 billion to RMB717.8 billion. Total assets have risen from RMB305.6 billion to RMB1057 billion. Asset quality has also improved greatly and the amount of non-performing loans has been decreasing for consecutive years. There has been a leap in the quality of the Bank's performances, and in its ability to grow sustainably. The last five years have seen the Bank having its fastest ever growth, playing its biggest role in China's development, gaining its best ever results, and making its greatest contribution to China's economy.



“I stand steady as the gigantic tide clashes the rock; all the difficulties are behind me when I take a look back”. The world economy is just emerging from recession and beginning a recovery that is uneven and not well established. There is much uncertainty in the world economy going forward. And regional instability could make this difficult process all the more complicated. Faced with the international financial crisis, China overcame the economic turmoil very quickly by combining the power of the government and the market, and made great economic success. However, there are still many difficulties and challenges ahead of us, including inflation control, international payment balance, economic restructuring, rural development, and unemployment. The changing landscape of the world economy has given China an opportunity, and it is vital that we fully recognize the responsibilities we now bear and the goals we must work for. We must grasp this historic opportunity, boldly meet its challenges, overcome all obstacles on the path of developing our economy and revitalizing our nation. The Export-Import Bank of China will play its role in this glorious mission.

This year marks the 90th anniversary of the founding of the Communist Party of China, the first year of the Twelfth Five-year Plan, and a key moment in the reform and development of the Bank. We shall apply the Scientific Outlook on Development; we shall execute the Central Government's plan for faster restructuring of the economy, steady and relatively rapid economic growth, and for social harmony and stability; we shall seek the truth and be pragmatic; we shall not stop exploring and innovating; and we shall celebrate the 90th birthday of the Communist Party of China with ever greater achievements!

Li Ruogu

Chairman & President
The Export-Import Bank of China