

Annual Report 1999

China EXIM BANK

一九九九年年報

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九九九年年报 Annual Report 1999



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单位: 千元人民币 (in thousands of RMB)

全年度	FOR THE YEAR	1999	
总收入	Total Income	2,870,770	
总支出	Total Expenditures	2.729,944	
 年底	AT YEAR-END	1999	
资产总额	Total Assets	59,608,813	
负债总额	Total Liabilities	55,341,293	
贷款总额	Total Loans	48,126,782	
净利润	Net Profit	91,385	



羊子林

中国进出口银行董事长、行长

Yang Zilin

Chairman & President The Export-Import Bank of China

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1999年我国外贸出口1949亿美元,比上年增长6.1%,其中机电产品出口770亿美元,比上年增加98.7亿美元,增长14.7%,占外贸出口总额的39.5%,占出口净增额的88%,利用外资成效显著,对外援助稳步发展,这些成绩的取得,是各方面共同努力的结果,我行全体员工也为此付出了辛劳。

在过去的一年里,我行出口卖方信贷业务整健发展, 重点支持了大客户和大項目, 开办了境外加工贸易贷款和高新技术产品出口贷款等新业务品种, 出口买方信贷、出口信用保险和外汇担保等业务也取得了新的进展。全年各项贷款校上年增长了5.4%。各项贷款余额增长了27.4%。累计支持了123亿美元合同金额的机电产品、成套设备和高新技术产品出口。我行根据国家扩大投资需求和积极、合理、有效地利用外资的总体要求。通过认真办理外国政府对华贷款的转贷业务,支持了一大抵交通、能源、环保等重点建设项目。我行积极落实我国政府对外优惠贷款项目,支持中国企业与受援国企业广泛开展合资合作, 促进了我国与广大发展中国家的经贸合作。为了保证开展上述业务的资金来源,我行在国内以市场化方式成功地发行了140亿元人民币的金融债券,在欧洲和亚洲市场成功地发行了5年期2亿美元的浮息债券。去年,我行还在南非共和国设立了东南非代表处。由于聚抓了各项基础工作和内控制度建设、努力防范和化解金融风险,去年我行的信贷资产质量进一步提高。

上述成绩的取得,是与海内外各界朋友们的大力支持与帮助分不开的,在此, 我演代表中国进出口银行向海内外各界朋友们表示衷心的感谢!希望今后继续加 强交流与合作,面对新世纪带来的机遇和挑战,携手共进,共同创造美好的未来。

展第2000年,中国进出口银行改革与发展的任务十分繁重。我行全体员工将继续发扬求真务实、真抓实干的精神、抓住机遇,迎接挑战、团结奋进、加快发展。我们将继续注重防范和化解金融风险,进一步提高信贷资产质量;我们将大力加强市场开发,充分运用国家赋予的各种政策性金融手段,努力加大对机电产品、成套设备和高新技术产品出口的支持力度;我们将大力推动我国企业走向世界,进一步拓展国际市场、我们将进一步加强内部管理,改善金融服务,全面提高各类管理水平,为优化出口商品结构、实施出口市场多元化战略和科技兴贸战略,扩大外贸出口,进而为国民经济持续快速重发展作出新的更大的贡献。

董事长、行长:

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out state industrial, foreign trade and financial policies, the Bank has been energetic in exerting its functions and role as an official export credit agency. Having attached great importance to preventing risks, the Bank took measures to strengthen internal management and improve financial services. These efforts have secured satisfactory fulfillment of its mandates, enabling the Bank to play an active role in and make its due contribution to promoting the development of Chiar's foreign trade and national economy. Especially true was it in expanding the export of mechanical and electronic products, complete sets of equipment, and high and new-tech products, in improving the composition of export commodities, in carrying out the strategy of diversifying the export market, and in enlarging overseas investment and supporting foreign-aid efforts as well.

for The Export-Import Bank of China, the year of 1999 was a year of continuous efforts in deepening reform and maintaining steady growth. Persisting in carrying

In 1999, China's export volume reached USD 194.9 billion, up by 6.1%, of which the export of mechanical and electronic products took up USD 77 billion, an increase of USD 9.87 billion with a rise of 14.7% compared with that of the previous year. This accounted for 39.5% of the total export volume and 88% of the net increased export. In addition, the Bank also made noticeable achievements in foreign fund utilization and steady development in foreign aid programs. All these achievements owed to the joint efforts of all parties concerned as well as the strenuous efforts of the Bank's entire team.

In the past year, the Bank registered a steady growth in export seller's credit business, focusing on big clients and major projects, and offering new products such as overseas processing trade loans and high and new-tech product loans. Progress was also made in export buyer's credit, export credit insurance and foreign exchange guarantee. The total loan volume of the year increased by 5.4% compared with that of 1998, and the loan outstanding rose by 27.4%. With these efforts the Bank supported an accumulated total contract value of USD 12.3 billion in the export of mechanical and electronic products, complete sets of equipment, and

high and new-tech products. Responding to the country's general requirements for enlarged investment and for an active, effective and reasonable utilization of foreign funds, the Bank supported a large batch of key construction projects in transportation, energy and environmental protection through careful operation of the onlending business of foreign government loans. Besides, the Bank supported Chinese enterprises and those in recipient countries by actively materializing the

等于特拉长寿会标准是理律会
Problem Yang Zilin moving with
Victor Japany, Premier of Pren

Chinese Government Concessional Loan projects in their cooperation, which greatly facilitated the economic and trade cooperation between China and other developing countries.

In order to provide sufficient funds for the above operations, the Bank successfully issued financial debentures of RMB 14 billion in the domestic market. Meanwhile, it issued 5-year USD 200 million floating rate notes (FRN) in European and Asian markets. Also in 1999, the Bank set up the Representative Office for Southern and Eastern Africa in the Republic of South Africa. Strict management on all tiers and in all procedures,

enhanced internal control mechanism, and arduous efforts in preventing and mitigating financial risks—these enabled the Bank to ensure the further improvement in the quality of its credit assets.

All these achievements cannot be made without the great support and assistance from our partners and friends both in China and overseas. May I hereby, on behalf of The Export-Import Bank of China, express our sincere thanks to our colleagues, partners and friends. I hope we will continue to cooperate and exchange in the new century when we will join hands in bracing all the opportunities and challenges for a more prosperous future.

Looking ahead to the year 2000, we are aware of reform and growth commitments expected of us at the Bank. The Export-Import Bank of China, with its committed rank and file, is united and ready to seize opportunities and to meet challenges by revving up and bolstering overall management. We will further tap the market and improve our financial services while preventing risks and warranting credit asset quality. We will bring into full play the potentials empowered by state policies, and buttress our support to the export of mechanical and electronic products, complete sets of equipment, and high and new-tech products. In this regard, we can help Chinese enterprises enter and penetrate overseas markets. We will improve our overall administration, operation efficiency and financial services will improve our overall administration, operation efficiency and financial services will improve our overall administration, operation efficiency and formation contribute more substantially to China's sustained healthy growth of national economy by optimizing the composition of export commodities, by implementing market diversification strategy and by enhancing foreign trade through science and technology for greater export shares.

Yang Zilin Chairman and President



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线中游 副行长

Wei Mingduo Secretary of Discipline Inspection Committee

魏明铎

- 纪委书记

Qian Zhongtao Vice President

原鸣超 副行长 Gu Mingchao

Vice President

羊子林 董事长、行长 Yang Zilin

Chairman & President

朱德贵 副行长 Zbu Degui | Vice President 超文章 副行长 Zhao Wenzhang

Vice President

書金 The Board of Directors

董事长、行长 Chairmon/President

(信語資产管理委員会 Credit Assets Monagement Committee

項目评审委员会 Project Evaluation Committee

办公室 Executive Office

人事教育部 Personnel & Training Dept.

业务发展研究部 Business Development Research Dept.

综合计划部 General Planning Dept.

财会部 Accounting Dept.

国际业务部 International Dept.

信贷管理部 Credit Management Dept.

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卖方信贷一部 Seller's Credit Dept.l

要方信贷二部 Seller's Credit Dept.II

买方信贷部 Buyer's Credit Depr.

保險部 Insurance Dept,

对外优惠贷款部 Concessional Loon Dept

转货部 Onlending Dept.

电脑部 Computer Dept.

階核部 Auditing Dept.

监察室 Supervision Office

行政部 Administration Dept.

大连代表处 Dalian Rep.Office

青岛代表处 Qingdac Rep Office

西安代表处 Xi'an Rep. Office

南京代表处 Nanjing Rep.Office

上海代表处 Shanghai Rep.Office

成都代表处 Chengdu Rep.Office

武汉代表处 Wuhan Rep.Office 福州代表处 Fuzhou Rep.Office

广州代表处 Guangzhou Rep.Office

中西非代表处 Rep. Office for Central West Africa

东南非代表处 Rep. Office for Southern & Eastern Africa

主要业务综述 MAJOR BUSINESS ACTIVITIES

出口信贷业务 EXPORT CREDIT

1999年,我行的出口信贷业务稳 健发展,在全力支持扩大机电产品。 成套设备和高新技术产品出口,优化 出口商品结构,促进出口市场多元化 战略和科技兴贸战略的实施等方面、 发挥了积极的作用。

全年共批准出口卖方信贷项目 255个。批货金额303.2 亿元人民币。 1.3 亿美元。实际发放贷款268.2 亿元 人民币。同比增长4.%。年末贷款余 额441.9 亿元人民币和6204 万美元。 1999年的出口卖方信贷业务有以下特 意:

- ◆根据国务院的决定,我行从 1999年10月1日起开办高新技术产品 出口信贷业务。当年批准了3个非机 电产品类的高新技术产品出口项目,贷 款金额4亿元人民币。
- ◆ 办理了首笔支持中国企业到国 外理厂的境外加工贸易项目贷款。此 笔贷款对推动我国企业以投资贸易方 式进人国际市场, 培育新的出口增长 点、促进经济结构调整起到了积极的 作用。



単位: 心心大説所 IEMB 107 millioni 併口支方信貸実所发放 好数是展示意图 The Circuits 可 Export Seller's Credits

Dislaursement

◆对产业关联度大、带动作用强 的船舶出口加大了信贷支持力度、新 批贷款总额中的船舶出口贷款占 32%。何比增长17%。为我国船舶生产 企业摆膜亚洲金融危机以来的困难局 面发挥了重要作用。



顧鳴觀劇行长深人企业考察 Vice President Gu Mingchao trisiting a factory



◆我行各级领导和国内各代表处 经常深入到出口企业调查研究,现场 办公,不仅巩固和发展了良好的银企 合作关系,而且在拓展大客户、大项 目上收到了良好效果。1999年,新批 1 亿元人民币以上贷款项目数同比增 长了7%。

为适应国际市场的变化和国内客户的需求, 我行适时加大了拓展出11 买方信贷业务的力度。全年新批出口买方信贷项目9个, 批贷金额3.65亿美元。实现了开办此项业务以来的自次跨越性增长。签署出口买方信贷框架协议1个, 协议金额2000万美元。出具贷款意向书23份。

In 1999, The Export-Import Bank of China, while enjoying steady development in export credit business, played an active role in providing strong support to China's export of mechanical and electronic products, complete sets of equipment, and high and new-tech products, in optimizing the composition of export commodities, and in encouraging the implementation of the strategies to diversify export markets and to invigorate foreign trade through science and technology.

Throughout 1999, the Bank approved and financed 255 projects in export seller's credit worth RMB 30,32 billion and USD 130 million. The actual loan disbursement amounted to RMB 26.82 billion, 4.4% higher than that of 1998. The year-end credit outstanding was RMB 44.19 billion and USD 62.04 million. The 1999 export credit business was characterized by the following:

- shipbuilders to get out of the difficulties resulted from the Asian financial crisis.
- ◆ Executives from the head office and domestic representative offices made constant field tours to and investigations in export enterprises, where they solved problems on the spot. These visits and surveys not only cemented and developed good relations between banking and industrial sectors, but also netting favourable effects in winning over big clients and major projects. In 1999, the



♦ In 1999, the Bank handled its first overseas processing trade loan in aid of Chinese enterprises setting up operations abroad. The provision of this loan proved positive in assisting Chinese businesses to enter the world market via investment trade, in breeding new growth points, and in helping restructure the domestic economy.

· Designated by the State

Council, the Bank newly started its

seller's credit business for high and

new-tech products on October 1, 1999.

It approved in the same year three

non-mechanical/electronic high and

new-tech product export projects,

representing RMB 400 million.

◆ The Bank provided more credit support to the export of ships, as shipbuilding involves many sectors and hence commands more leading roles in generating economic growth. Credit and loans for the ship export took up 32% of the newly approved total, representing a 17% rise than those of 1998. This proved instrumental in helping Chinese



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number of the newly approved loan projects amounting over RMB 100 million each rose by 7% compared with that of 1998

Responding to world market changes and domestic client demands, the Bank timely expanded its services in providing export buyer's credit. In 1999 it approved nine buyer's credit projects totaling USD 365 million, realizing the first leap growth since the initiation of this service. In addition, the Bank signed a buyer's credit framework agreement of USD 20 million, and opened 25 letters of intent for providing loans.

出口信用保险和出口信贷担保 EXPORT CREDIT INSURANCE AND GUARANTEE

出口信用保险和出口信贷担保业 务重点承保向亚洲地区国家出口的或 套设备和承建的重大项目,承保地区 包括一些受亚洲金融总机冲击权大的 国家。这不仅支持了中国企业的发 展,同时也为亚洲经济的复苏贡献了 一份力量。 1999年、我行出口信用保險和出 口信贷组保金额共计3.01亿美元。与 上年基本持平。其中出具各类保单之6 份、承保金额2.97亿美元。中长期险 候额比上年增长12.5%。办理出口信 贷担保业务2笔、承保金额362万美 元。新承保的项目中,加大了对融资 量大、期限长的资本性货物出口的支 持力度,为我国企业充分发挥在机电 产业特别是成套设备、工程录包、高 技术行业方面的比较优势、升拓国际 市场,广泛吸引客户,增强竞争能力 提供了可靠的风险保施。

The main focus of export credit insurance and guarantee business last year rested on the export of whole sets of equipment and major projects in Asian markets. The covered markets included those severely hit by the financial crisis. With insurance service and guarantee provision, the Bank not only helped Chinese enterprises in their development but also made due contribution to the recovery of the resional economy.