



# 2015 ANNUAL REPORT

中国进出口银行2015年年度报告  
THE EXPORT-IMPORT BANK OF CHINA

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# 财务概要

## Financial Highlights

单位：人民币千元  
Unit: RMB One Thousand

| 全年度  | Annual           | 2015          |
|------|------------------|---------------|
| 营业收入 | Operating Income | 48,430,436.94 |
| 营业支出 | Operation Cost   | 44,520,715.13 |

| 年底   | Year-end        | 2015             |
|------|-----------------|------------------|
| 资产总额 | Total Asset     | 2,833,473,407.60 |
| 负债总额 | Total Liability | 2,524,005,049.37 |
| 贷款总额 | Total Loans     | 2,052,496,636.02 |
| 净利润  | Net Profit      | 5,142,943.08     |

# 中国进出口银行2015

进出口银行改革的内部总体设计已经完成，主要工作均取得实质性进展。我们确立了**以资本为核心的**经营管理思路。

The Bank's overall reform plan was drawn up and major progress was made in implementing it. We developed a capital based business management philosophy.

着力完善绩效考核管理机制，将促进发展、优化结构、提升效益、管控风险和强化管理五大要求统筹安排，树立资本节约意识，**提升价值创造能力**。

We improved the performance evaluation mechanism to boost development, improve structure, raise efficiency, control risks and strengthen management. This has enabled us to use capital efficiently and create more value.



## 中国进出口银行 2015成就

The export-import bank  
of China  
2015 achievement

### 领导寄语

2015年是进出口银行全面开启改革发展新征程的一年，也是进出口银行发展历程中值得铭记的一年。这一年，我们…

### Leadership message

The year 2015 was a remarkable one for the Export-Import Bank of China, a year in which our bank embarked on a new journey of all-round reform. In April 2015,...

支持实体经济发展，助力结构调整和转型升级

Supporting the development of the real economy and facilitating economic structural adjustment, transformation and upgrading



推动外贸优胜劣汰，培育国际竞争新优势

Promoting China's import and export optimization and increasing competitiveness of Chinese products and equipment in the international market



落实国家对外战略，服务对外经济合作大局

Implementing China's overseas development strategy and promoting its economic cooperation with other countries



凝心聚力  
推进改革

Vigorously  
advancing  
reform



中国进出口银行  
THE EXPORT-IMPORT BANK OF CHINA

### 我们是谁？

中国进出口银行成立于1994年，总部设在北京。截至2015年末，在国内设有25家营业性分支机构；在境外设有巴黎分行、东南非代表处、西北非代表处和圣彼得堡代表处；与境内外1408家银行的总分支机构建立了代理行关系，代理行网络覆盖全球160多个国家和地区。中国进出口银行的主要职责是为扩大我国机电产品、成套设备和高新技术产品进出口，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，提供金融服务，充分发挥在稳增长、调结构、支持外贸发展、实施“走出去”战略中的功能和作用，为国民经济持续健康发展作出贡献。

### Who are we?

Founded in 1994 and headquartered in Beijing, the Export-Import Bank of China has 25 domestic branches and four overseas institutions, namely, the Paris Branch, Representative Office for Southern and Eastern Africa, Representative Office for Northern and Western Africa, and St. Petersburg Representative Office. It has established correspondent banking relationship with 1,408 banks in over 160 countries and regions worldwide. The Bank's main mandate is to facilitate the export and import of Chinese mechanical and electronic products, complete sets of equipment and new and high-tech products, assist Chinese companies with comparative advantages in their offshore project contracting and outbound investment, and promote international economic cooperation and trade. It is dedicated to fully play its role in pursuing steady growth, conducting structural readjustment, supporting foreign trade and implementing the "going global" strategy, and make due contribution to the sustainable and sound development of the national economy.

11809亿元

RMB1,180.9 billion

全年签约各类贷款

The total amount of loans signed

研究提出资本约束下业务经营规划建议和运行机制方案，加快**加强国际合作**机制建设，提高资本使用效率。

Formulated plans for business development and operation mechanisms in conformity with capital requirements and accelerated the setting up of a meticulous management mechanism to ensure effective capital utilization.

积极落实国家重大战略部署，建立“一带一路”工作机制，搭建国际产能和装备制造合作平台，认真落实**“中国制造2025”**战略，着力支持制造业创新发展，力促“中国制造”向“中国智造”转型。

We set up working mechanisms to implement China's Belt and Road Initiative and platforms to boost international industrial capacity and equipment manufacturing cooperation. Following the Made in China 2025 Strategy, we gave strong support to innovation in the manufacturing industry so as to facilitate the shift from "Made in China" to "Created in China".

主动作为  
服务发展  
Taking  
initiative to  
meet China's  
development  
needs



加强管理  
提升水平  
Enhancing  
management  
performance

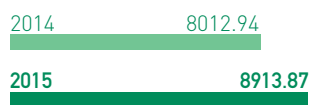


## 2015核心数据

### 对外贸易贷款余额发展示意图

#### Outstanding balance of foreign trade loans

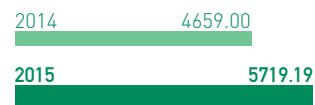
单位：亿元人民币  
Unit: RMB100 million



### 对外合作贷款余额发展示意图

#### Outstanding balance of international cooperation loans

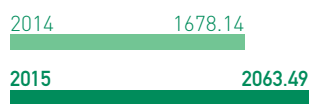
单位：亿元人民币  
Unit: RMB100 million



### 对外投资贷款余额发展示意图

#### Outstanding balance of overseas investment loans

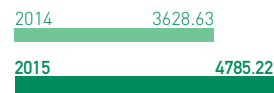
单位：亿元人民币  
Unit: RMB100 million



### 境内对外开放支持贷款余额发展示意图

#### Outstanding balance of loans for supporting greater openness

单位：亿元人民币  
Unit: RMB100 million



10774亿元

RMB1,077.4 billion

发放贷款

Total loan disbursement

10亿美元

USD1 billion

新签转贷协议金额

New on-lending loan agreements were signed with a total contract value of

## 董事长致辞

Message from the Chairman



胡晓炼 Hu Xiaolian  
董事长 Chairman

2015年是进出口银行全面开启改革发展新征程的一年，也是进出口银行发展历程中值得铭记的一年。2015年4月，国务院正式印发了《关于同意中国进出口银行改革实施总体方案的批复》，要求强化进出口银行政策性职能定位，提出要将进出口银行建设成为定位明确、业务清晰、功能突出、治理规范、内控严密、运营安全、服务良好、具备可持续发展能力的政策性银行，进出口银行改革迈出实质性步伐。根据改革方案精神，这一年，我们立足于可持续的长远构建，锐意推进改革，出台了一系列重大改革举措，为进一步推动国家对外战略实施，提升开放型经济发展水平，促进经济平稳健康发展，作出了积极贡献。

The year 2015 was a remarkable one for the Export-Import Bank of China, a year in which our bank embarked on a new journey of all-round reform. In April 2015, the State Council officially approved the Bank's overall reform plan to reinforce the Bank's role as a policy bank which has clear-cut market positioning, well-defined business portfolio, unique functions, good governance, strict internal control, safe operation, high quality service and sustainable development capability. This marked a substantive step in the Bank's reform process. In the course of the year, acting in accordance with the overall reform plan and focusing on long-term and sustainable development, we rolled out a series of major reform measures and delivered good business performance. The Bank thus contributed its share to implementing China's overseas development strategy, opening China's economy wider and ensuring its steady and healthy growth.

## 凝心聚力，推进改革

当前，中国经济正处于转型升级加速的关键期，进出口银行也处于亟待通过改革激发新活力的重要窗口期，业务发展面临实施“一带一路”、国际产能和装备制造合作等重大构想的战略机遇期。此时加快改革步伐，契合了进出口银行发展需要，可谓恰逢其时。

经过一年的努力工作，进出口银行改革的内部总体设计已经完成，主要工作均取得实质性进展。我们确立了以资本为核心的经营管理思路，研究提出资本约束下业务经营规划建议和运行机制方案，加快精细化资本管理机制建设，提高资本使用效率。着力完善绩效考核管理机制，将促进发展、优化结构、提升效益、管控风险和强化管理五大要求统筹安排，树立资本节约意识，提升价值创造能力。认真梳理全面风险管理各项工作，明确重点任务、实施路径和进度安排，为建立全面风险管理体系打下坚实基础。积极推进现代企业制度建设，加快董事会组建和章程修订，建立健全规范的法人治理结构。不断优化内部组织架构，进一步明确职责，完善流程，强化管理。切实推进“分账管理、分类核算”会计体系建设，探索建立适应形势、特点突出、内容全面的新版统计制度，多角度反映进出口银行经营成果。

五大要求  
统筹安排

促进发展  
优化结构  
提升效益  
管控风险  
强化管理



实施  
“走出去”  
战略



建立  
“一带一路”  
工作机制

## 主动作为，服务发展

新常态带来新任务，新常态要求新作为。作为国家政策性银行，进出口银行始终牢记自身的职责和使命，主动把握经济发展新趋势、新特征，积极作为，乘势而上，努力服务国家战略和经济工作大局，为国家发展开拓空间，创造机遇，培育新的增长点。

2015年，我们充分发挥在稳增长、调结构、支持外贸发展、实施“走出去”战略中的功能和作用，助力经济发展和转型升级，推动对外经济提质增效。切实加大信贷投放、降低融资成本、提高管理效率，不断提升金融服务水平，帮助企业破解融资难题。积极落实国家重大战略部署，建立“一带一路”工作机制，搭建国际产能和装备制造合作平台，认真落实“中国制造2025”战略，着力支持制造业创新发展，力促“中国制造”向“中国智造”转型。创新银政企合作共赢机制，统筹整合竞争优势，为推进重大项目提供可持续融资安排。加强对重点领域和薄弱环节的支持，积极推动农业“走出去”，着力支持绿色、循环和低碳经济发展，加大对服务贸易和文化产业等领域支持力度，以多种形式服务中小微企业。

## 加强管理，提升水平

不断夯实经营发展基础是打造现代金融企业的本质要求，也是强化进出口银行政策性职能作用的根本保证。我们不仅注重业务的扩大，更加注重提高专业化、精细化经营管理水平，注重弥补机构建设和人员素质短板，从而有效提升进出口银行发展潜力。

在持续促进业务发展的同时，我们着力强化依法合规经营，严格依法决策、依法经营、依法管理，健全内部控制体系，狠抓规章制度落实，规范各项业务操作，建立审查制度和后评价工作机制，持续优化制度体系建设。积极推动国内外分支机构建设，研究制定未来五年海外机构发展规划，提出海外机构建设的重点区域分布，稳步推进租赁子公司和投资子公司筹备工作。进一步加快市场化人力资源管理体制建设，科学设置岗位和配备人员，加大干部交流和业务培训力度，为各类人才提供适合自身特点和优势的发展通道，形成人尽其才、才尽其用的良好局面，为改革发展提供人才保障。

为者常成，行者常至。2016年是充满变革与希望的一年，也是进出口银行改革发展的攻坚之年，社会各界对于进出口银行在经济新常态下服务国家战略，更好地发挥政策性金融作用寄予殷切期望。我们将秉持“创新、协调、绿色、开放、共享”的发展理念，进一步增强发展活力，进一步完善发展机制，进一步提升发展能力，进一步扩大发展空间，在新起点上开拓进出口银行改革发展新局面，在新常态下推动经济社会发展迈上新台阶！

秉持  
“创新、  
协调、  
绿色、  
开放、  
共享”  
的发展理念



胡晓炼

中国进出口银行董事长

## Vigorously advancing reform

China has reached a critical juncture of accelerating the transformation and upgrading of its economy, and our bank also faces an important window of opportunity to create new business momentum through reform and a strategic opportunity presented by the implementation of the Belt and Road Initiative and international industrial capacity and equipment manufacturing cooperation. Speeding up reform at this critical juncture will greatly boost the business growth of the Bank.

The Bank's overall reform plan was drawn up and major progress was made in implementing it.

We developed a capital based business management philosophy and formulated plans for business development and operation mechanisms in conformity with capital requirements and accelerated the setting up of a meticulous management mechanism to ensure effective capital utilization.

We improved the performance evaluation mechanism to boost development, improve structure, raise efficiency, control risks and strengthen management. This has enabled us to use capital efficiently and create more value.

On the basis of conducting a thorough review of bank-wide risk management, we decided on risk prevention priorities and adopted due implementation approaches and work schedules, thereby laying a solid foundation for establishing a comprehensive risk management system.

We actively promoted the building of a modern corporate governance system by accelerating the setting up of the board of directors and the revision of the Bank's charter and by building a sound and well-regulated corporate governance structure.

We improved the Bank's organizational structure to clearly define responsibilities, improve business procedures and strengthen management.

We pressed ahead with the building of an accounting system that manages different accounts separately and calculates different accounts according to their classifications. We tried to explore a new statistical system that can meet the needs of business development, is comprehensive in coverage, and gives a full picture of the Bank's business performance.

## Taking initiative to meet China's development needs

China's economy has entered a new normal, requiring us to take up new tasks and make new accomplishments. The Bank, bearing in mind its mission and responsibility as a state-owned policy bank, has adapted itself to the new economic trend and conditions and taken initiative to facilitate the country's development strategy and economic development, open up new space and create new opportunities for China's development, and nurture new growth areas.

In 2015, the Bank fully leveraged its role in helping ensure China's steady growth, structural readjustment, and the growth of foreign trade. We implemented the "going global" strategy, and endeavored to facilitate China's development and economic transformation and upgrading and enhance the performance of China's foreign economic cooperation.

We took steps to increase loans, cut financing costs and enhance management performance, provide quality financial services, and help Chinese companies raise funds.

We set up working mechanisms to implement China's Belt and Road Initiative and platforms to boost international industrial capacity and equipment manufacturing cooperation.

Following the Made in China 2025 Strategy, we gave strong support to innovation in the manufacturing industry so as to facilitate the shift from "Made in China" to "Created in China".

We developed new mechanisms for win-win cooperation among the Bank, the government and companies to form synergy and enhance competitiveness in making sustainable financing arrangements for major projects.

We gave greater support to key areas and weak links in the economy, facilitated the overseas operation of Chinese agricultural companies, and supported the development of green, circular and low-carbon economy on a priority basis. We increased support to service trade and cultural industry, and provided a variety of customer focused services to medium, small and micro businesses.

## Enhancing management performance

A solid business foundation is crucial for the success of a modern financial institution, particularly for a state-owned policy bank like ours. We therefore attach great importance to both business expansion and professional training and rigorous operational management. We also strengthened the setting up of branches and representative offices and improved staff competence to boost the Bank's capacity for business development.

While continuing to promote business development, the Bank ensures full compliance with laws and regulations in decision making as well as in day-to-day operations and management. Last year, the Bank improved the internal control system, strengthened enforcement of rules and regulations, standardized all business procedures, and established a system of review and post-assessment mechanisms, thus upgrading its system of rules and regulations.

We set up more domestic and overseas branches and representative offices, and adopted a plan for setting up overseas offices in priority regions in the coming five years. The Bank also made preparations for setting up leasing and investment subsidiaries.

We sped up the building of a market based human resources management system and ensured that positions are set up and staffed as required. We launched more staff exchange and training programs and developed tailor-made career paths for bank staff to fully tap their potentials and ensure quality human capital for the Bank's reform and business development.

As a classical Chinese saying puts it, just as one who keeps forging ahead will reach his destination, one who persists in his efforts will achieve his goal. The year 2016 will be a year of change and hope, and a crucial year for the Bank's reform and business development. People have high expectation in the Bank, and we will endeavor to implement China's development strategy and better leverage our role as a policy bank under China's new normal economic conditions.

Guided by the vision of innovative, coordinated, green, open and shared development, we will accelerate the Bank's development momentum, improve its operating mechanisms, enhance development capacity and broaden space for business development. By doing so, the Bank will create more opportunities for reform and development and contribute more to China's economic and social development under the new normal economic conditions.

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## 行长致辞

Message from the President



刘连舸

副董事长、行长

Liu Liange

Vice Chairman and President

2015年，我们主动适应经济发展新常态，以落实改革为主线，以创新发展为主题，着力发挥政策性金融服务国家战略功能和逆周期调节作用，切实加强经营管理和风险管控，各项工作迈上新台阶。全年共批准表内贷款11016亿元，签约贷款11809亿元，发放贷款10774亿元。年末，表内贷款余额21482亿元，表外转贷余额146亿美元，表内外资产总额29352亿元。国际信用评级继续与中国主权评级一致。

In 2015, we in the Bank adapted to China's new normal economic conditions, advanced reform, pursued innovation-driven business development, and leveraged the role of policy financing in implementing China's national development strategy and making counter-cyclical adjustment. These efforts enabled us to strengthen risk management and control and deliver good business performance.

The Bank's approved on-balance-sheet loans totaled RMB1,101.6 billion, total contracted loans stood at RMB1,180.9 billion, and total loan disbursement reached RMB1,077.4 billion. As of the end of 2015, the Bank's outstanding on-balance-sheet loans amounted to RMB2,148.2 billion, its off-balance-sheet on-lending stood at USD14.6 billion, and its on-balance-sheet and off-balance-sheet assets totaled RMB2,935.2 billion. The Bank's international credit ratings remained the same as China's sovereign ratings.

## 落实国家对外战略，服务对外经济合作大局

紧紧围绕“一带一路”、国际产能和装备制造合作等重大战略部署，积极推进一批重大项目签约、落地取得新成效。加大对周边共同体建设支持力度，加强与周边国家互利合作，推动同周边国家互联互通和产能合作项目建设。切实推进非洲“三网一化”和中非产能合作，支持非洲基础设施和民生项目，改善非洲发展基础，加速非洲工业化进程。进一步拓展与中东欧、拉丁美洲、大洋洲等国家多领域务实合作。全面加强对中非、中东欧、中拉等国际投资合作基金的运作与管理，积极参与丝路基金投资运营，不断开拓对外金融合作新局面。

## 推动外贸优进优出，培育国际竞争新优势

大力支持成套设备、高新技术、“两自一高”等优势产品出口，重点支持装备制造产品及相关技术、服务和标准出口，积极扩大先进技术和关键设备等产品进口，推动外贸稳定增长和结构优化。着力支持服务贸易发展，促进技术服务、会展服务、仓储物流等新型服务业态发展。积极扶持企业“走出去”，带动过剩产能转移和海外项目并购与开发。大力推动船舶、航空业发展，帮助船舶企业抓订单、稳生产、脱困境、谋转型，加大对飞机制造企业自主创新、进口航材和技术、实施境外并购、出口国产飞机的支持力度，着力打造航空融资业务品牌。

## 支持实体经济发展，助力结构调整和转型升级

加快推进“中国制造”优化升级，支持企业开展自主创新和技术升级改造，提高资源利用效率和重大技术装备国产化水平，推动战略性新兴产业发展。大力推动区域经济协调发展，

非洲  
“三网一化”  
和中非  
产能合作



大力支持  
成套设备  
高新技术  
“两自一高”  
等优势产品出口

认真开展  
“两个加强、  
两个遏制”  
专项检查

支持各地对接“一带一路”、京津冀协同发展和长江经济带战略，推进东、中、西部开发开放、协调发展，支持援疆项目建设，扶持新疆边贸小微企业发展。加大对绿色、循环和低碳经济的金融支持力度，支持“三高”行业开展节能环保改造，推进新能源和可再生能源利用。加强银政与同业合作，推进小微企业转贷款业务创新，切实缓解小微企业融资难题。大力扶持文化产业发展，推动文化企业 and 产品“走出去”。积极推动人民币国际化，为中资企业跨境项目和境外经营发展提供人民币融资支持。

## 加强风险防范和化解，提升风险管控水平

全面加强风险排查，动态监控资产质量，下大力气化解不良贷款。切实加强国别和行业风险管理，全面、从严实施国别风险限额管理，国别风险评估和评级实现全覆盖，发挥行业风险评级、风险限额、授信政策、预警对业务发展的指导作用，严控过剩行业新增贷款。稳步推进全面风险管理体系建设，将投资业务纳入全面风险管理框架，持续强化贸易金融业务风险管控。进一步加强评级授信管理，改进项目评审，完善担保管理。认真开展“两个加强、两个遏制”专项检查和回头看，狠抓违规问题和风险隐患整改，强化风险稽核和内控合规管理，深入推进不良贷款责任认定。

## 完善经营管理机制，增强可持续发展能力

进一步加强资金营运管理，积极开拓政策性筹资渠道，加大资金运作力度，提高资金使用效率和效益。进一步改进资产负债管理，强化贷款定价监测、分析、指导和管理，完善内部资金转移定价机制，明确贷款利率及费率报价标准，适时调整存贷款定价策略。大力拓展贸易金融业务，推动转贷业务平稳发展，有效提升盈利能力。着重夯实内部管理，进一步完善制度体系建设，加强经济金融研究，加快筹建境内外分支机构，稳步推进信息化建设，不断促进专业化人才队伍建设，切实抓好中后台部门各项工作，积极推进进出口银行深化改革，加快改革总体进程。

过去一年的成绩来之不易，是全体进出口银行员工锐意进取、顽强拼搏的结果。在此，向全体员工表示衷心的感谢！向长期以来关心、支持进出口银行发展的各界朋友表示诚挚的谢意！

## 2016年展望

2016年是进出口银行全面落实改革、加快创新发展的关键一年。随着进出口银行改革的推进落实，制约我们业务发展和政策性功能发挥的一些体制机制障碍将得到解决，经营管理体系将更加完善，资本实力将明显增强，内外部发展环境将更加顺畅，政策性金融服务能力将显著提升。面对改革发展的新形势、新任务、新要求，我们将主动适应、系统谋划、精准发力、积极作为，充分发挥政策性金融功能和作用，把改革红利转化为发展业绩，开创改革发展的新局面，为服务国家战略和引领经济发展新常态作出新的更大贡献！



中国进出口银行行长

## Implementing China's overseas development strategy and promoting its economic cooperation with other countries

In the course of implementing the Belt and Road Initiative and carrying out international industrial capacity and equipment manufacturing cooperation and other major strategic plans, we signed agreements on and launched a number of important overseas projects.

We enhanced mutually beneficial cooperation with China's neighbors, with priority given to connectivity and industrial capacity cooperation projects in support of the building of a community of shared destiny between China and its neighbors.

We promoted the building of railways, highways and regional aviation networks in Africa, increased industrial capacity cooperation with African countries and financed more infrastructural projects and projects important to people's well-being to strengthen the foundation of Africa's development and accelerate its industrialization.

We enhanced practical cooperation with countries in Central and Eastern Europe, Latin America and Oceania in various fields.

We improved the management and operation of our international investment funds, including China-Africa Fund for Industrial Cooperation, China-CEE Investment Cooperation Fund, and China-LAC Cooperation Fund. We made investment in the Silk Road Fund and get involved in its operation. With these efforts, we continued to break new grounds in international financial cooperation.

## Promoting China's import and export optimization and increasing competitiveness of Chinese products and equipment in the international market

We gave strong support to exporting competitive Chinese products, including complete sets of equipment, new- and high-tech products and high value added products with proprietary intellectual property and proprietary brands. Priority was placed on exporting complete sets of equipment manufactured in China and related technologies, services and standards. We also facilitated import of more advanced technologies and key equipment to ensure the steady growth of China's foreign trade and improve the trade mix.

We endeavored to promote trade in services and develop new forms of service business, including technical services, exhibition services, warehousing and logistics.

We actively assisted Chinese enterprises in expanding overseas operation, conducting more overseas M&A transactions and undertaking more business projects.

We made major efforts to help boost the development of China's shipbuilding and aviation industries. We helped Chinese shipbuilding companies secure overseas orders, stabilize production, overcome market difficulties and explore new ways of business growth through upgrading. We intensified support to Chinese aircraft manufacturers to enhance their capability for making independent innovation, import aviation supplies and technologies, conduct overseas M&A transactions, and export Chinese made aircrafts. These efforts enhanced the Bank's position as a leading financing service provider for China's aviation industry.

### Supporting the development of the real economy and facilitating economic structural adjustment, transformation and upgrading

To improve the quality of Chinese made products, we supported Chinese enterprises in carrying out independent innovation and technological upgrading and transformation, using resources efficiently and enhancing the capacity to manufacture major technical equipment. We also provided financial support to boost the development of strategic emerging industries.

The Bank was involved in promoting coordinated development among different regions. We assisted local governments in aligning their development strategies with major national strategies, including the Belt and Road Initiative, the integrated development of Beijing, Tianjin and Hebei and the development of the Yangtze River Economic Belt. We also took steps to facilitate the further development and wider opening of China's eastern, central and western regions so as to realize their balanced development. We provided strong support to assistance projects undertaken in Xinjiang and to small and micro businesses engaged in border trade in the region.

We increased financing support to the development of green, circular and low-carbon economy, and to the upgrading of industries with high pollution, waste discharge and energy consumption to make them more energy efficient and environment friendly. We also helped promote the use of new and renewable energy.

We deepened cooperation with the government and other banks, and developed innovative on-lending products to ease the financing difficulties of small and micro businesses.

We actively supported the development of China's cultural industry and facilitated the overseas expansion of Chinese cultural companies and the export of Chinese cultural products.

We worked hard to speed up the internationalization of the Renminbi and provided Renminbi-denominated financing to support Chinese companies in carrying out overseas projects and conducting overseas operations.

## Preventing and defusing risks and strengthening risk management and control

We took a multi-pronged approach to identify potential risks, conducted regular monitoring on asset quality and made great efforts to reduce non-performing loans.

We took vigorous steps to strengthen control of country and industry risks by conducting all-round and rigorous management of country-specific risk quota and ensuring the full coverage of country-specific risk assessment and rating. We put in place industry risk rating, risk quota, credit line and alert systems and strictly controlled the provision of new loans to industries with overcapacity.

We steadily advanced the building of a comprehensive risk management system, placed investment in the risk management framework and strengthened risk control over trade financing.

We enhanced management of rating and credit lines, and improved project evaluation process and management of guarantees.

After the special campaign to strengthen internal control and external oversight to forestall illegal operations was conducted, we took follow-up steps to ensure that the purpose of the campaign was well served. Greater attention was paid to correcting violations of regulations and plugging risk loopholes, and tightening risk auditing as well as internal control and compliance. Those who were involved in issuing non-performing loans were held accountable.

## Improving mechanisms of business management to ensure the Bank's sustainable business growth

Funding operation and management was improved by exploring new channels of policy based fund raising and ensuring the efficiency and profitability of capital utilization.

Asset and liability management was improved by strengthening monitoring, evaluation, guidance and management of loan pricing, strengthening the internal mechanism for fund transfer pricing (FTP), setting well defined standards for interest rate and fee quotes, and adjusting as appropriate the strategy for deposit and loan pricing.

We increased the Bank's profitability by expanding trade financing and promoting the steady growth of on-lending business.

We adopted numerous measures to improve rules and regulations and strengthen internal management. Study of economic and financial trends was enhanced. We sped up preparations for setting up new overseas and domestic branches and representative offices, steadily advanced IT applications, raised staff competence, and improved the performance of middle and back desk departments. All these efforts helped accelerate the reform of the Bank.

All these achievements would not have been possible without the dedicated efforts of all the staff of the Bank, to whom I express my heartfelt thanks. I also extend my deep appreciation to all of those who have supported the development of the Bank over the years.

## Our goal for 2016

The year 2016 will be a crucial year for implementing overall reform and accelerating innovation-driven development of the Bank. The reform will enable us to remove institutional barriers that hinder the business growth and make the Bank better play its role as a policy bank.

The Bank's business management system will be further improved and its capital adequacy will be significantly boosted. We hope that the internal and external environment in which the Bank operates will become more favorable, and the Bank will provide more and even better policy based financing services.

Facing new trends and new tasks, we will pursue business expansion in a well planned, proactive and targeted way and fully leverage our role as a policy bank. We are confident that by taking the above mentioned steps, we will translate gains in bank reform into strong business growth, create more business opportunities through reform, better implement China's development strategy, and contribute more to China's development under the new normal economic conditions.

## 监事会

### Board of Supervisors

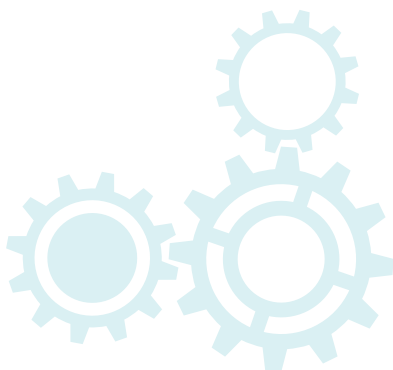


于学军

中国进出口银行监事会主席

Yu Xuejun

Chairman of the Board of Supervisors of the  
Export-Import Bank of China



中国进出口银行监事会由国务院根据《国有重点金融机构监事会暂行条例》委任派出，对国务院负责，并依据该《条例》的规定对中国进出口银行的财务状况和经营管理情况实施监督。监事会设主席一名，专职监事和工作人员若干名。

In accordance with the *Provisional Regulations on the Board of Supervisors of the Key State-Owned Financial Institutions*, Board of Supervisors of the Export-Import Bank of China is appointed by and reports to the State Council. Consisting of a chairman, several full-time supervisors and staff, the Board of Supervisors exercises supervision over financial and operational performance of the Bank pursuant to the Regulations.

Chairman of the Board of Supervisors of the Export-Import Bank of China: Mr. Yu Xuejun

## 高级管理层成员情况

### Top Executives



胡晓炼  
董事长  
Hu Xiaolian  
Chairman



刘连舸  
副董事长、行长  
Liu Liange  
Vice President



孙平  
副行长  
Sun Ping  
Vice President



张松涛  
纪委书记  
Zhang Songtao  
Secretary of Discipline  
Inspection Committee



袁兴永  
副行长  
Yuan Xingyong  
Vice President



黄良波  
副行长  
Huang Liangbo  
Vice President



谢平  
副行长  
Xie Ping  
Vice President



李健  
行长助理  
Li Jian  
Assistant President

## 员工情况

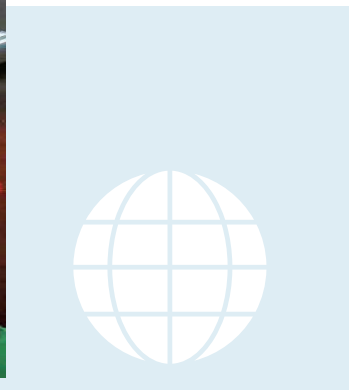
### Employees

截至2015年，本行共有2747名员工。

The Bank had 2,747 employees by the end of 2015.

|                       | 年龄档次   | Age          | 人数<br>(个)<br>Number | 比重<br>Proportion<br>(%) |
|-----------------------|--------|--------------|---------------------|-------------------------|
| 年龄<br>结构<br>By<br>Age | 30岁以下  | Below 30     | 992                 | 36.112%                 |
|                       | 31-35岁 | 31-35        | 783                 | 28.504%                 |
|                       | 36-40岁 | 36-40        | 411                 | 14.962%                 |
|                       | 41-45岁 | 41-45        | 239                 | 8.700%                  |
|                       | 46-50岁 | 46-50        | 154                 | 5.606%                  |
|                       | 51-54岁 | 51-54        | 111                 | 4.041%                  |
|                       | 55-59岁 | 55-59        | 56                  | 2.039%                  |
|                       | 60岁及以上 | 60 and above | 1                   | 0.036%                  |
|                       | 合计     | Total        | 2747                |                         |

|                                             | 文化水平        | Education                     | 人数<br>(个)<br>Number | 比重<br>Proportion<br>(%) |
|---------------------------------------------|-------------|-------------------------------|---------------------|-------------------------|
| 文化<br>结构<br>By<br>Educational<br>Background | 博士毕业        | PhD                           | 71                  | 2.585%                  |
|                                             | 硕士毕业        | Master                        | 1603                | 58.355%                 |
|                                             | 本科毕业        | Bachelor                      | 1044                | 38.005%                 |
|                                             | 专科毕业        | College                       | 26                  | 0.946%                  |
|                                             | 中专毕业        | Secondary<br>Technical School | 1                   | 0.036%                  |
|                                             | 高中毕业        | High School                   | 1                   | 0.036%                  |
|                                             | 初中毕业<br>及以下 | Middle School<br>and below    | 1                   | 0.036%                  |
|                                             | 合计          | Total                         | 2747                |                         |



# 组织机构

## Organizational Chart



## 组织机构

Organizational Chart

|                                                          |
|----------------------------------------------------------|
| 战略委员会 Strategy Committee                                 |
| 财务审核委员会 Financial Review Committee                       |
| 审计与监督委员会 Auditing and Supervising Committee              |
| 信贷审批委员会 Credit Evaluation and Approval Committee         |
| 风险与内控委员会 Risk Management and Internal Control Committee  |
| 资产负债管理委员会 Assets and Liabilities Management Committee    |
| 业务发展与创新委员会 Business Development and Innovation Committee |
| 信息技术委员会 Information Technology Committee                 |

### 营业性分支机构 Business Branches

|                            |
|----------------------------|
| 北京分行 Beijing Branch        |
| 上海分行 Shanghai Branch       |
| 深圳分行 Shenzhen Branch       |
| 江苏省分行 Jiangsu Branch       |
| 辽宁省分行 Liaoning Branch      |
| 四川省分行 Sichuan Branch       |
| 山东省分行 Shandong Branch      |
| 浙江省分行 Zhejiang Branch      |
| 湖南省分行 Hunan Branch         |
| 重庆分行 Chongqing Branch      |
| 陕西省分行 Shaanxi Branch       |
| 湖北省分行 Hubei Branch         |
| 黑龙江省分行 Heilongjiang Branch |
| 广东省分行 Guangdong Branch     |
| 云南省分行 Yunnan Branch        |
| 宁波分行 Ningbo Branch         |
| 福建省分行 Fujian Branch        |
| 安徽省分行 Anhui Branch         |
| 新疆维吾尔自治区分行 Xinjiang Branch |
| 厦门分行 Xiamen Branch         |
| 天津分行 Tianjin Branch        |
| 江西省分行 Jiangxi Branch       |
| 海南省分行 Hainan Branch        |
| 吉林省分行 Jilin Branch         |
| 巴黎分行 Paris Branch          |
| 喀什分行 Kashi Branch          |

### 代表处 Representative Offices

|                                                              |
|--------------------------------------------------------------|
| 东南非代表处 Representative Office for Southern and Eastern Africa |
| 圣彼得堡代表处 St. Petersburg Representative Office                 |
| 西北非代表处 Representative Office for Western and Northern Africa |

## 主要职责

### Mission



中国进出口银行成立于1994年，总部设在北京。截至2015年末，在国内设有25家营业性分支机构；在境外设有巴黎分行、东南非代表处、西北非代表处和圣彼得堡代表处；与境内外1408家银行的总分支机构建立了代理行关系，代理行网络覆盖全球160多个国家和地区。

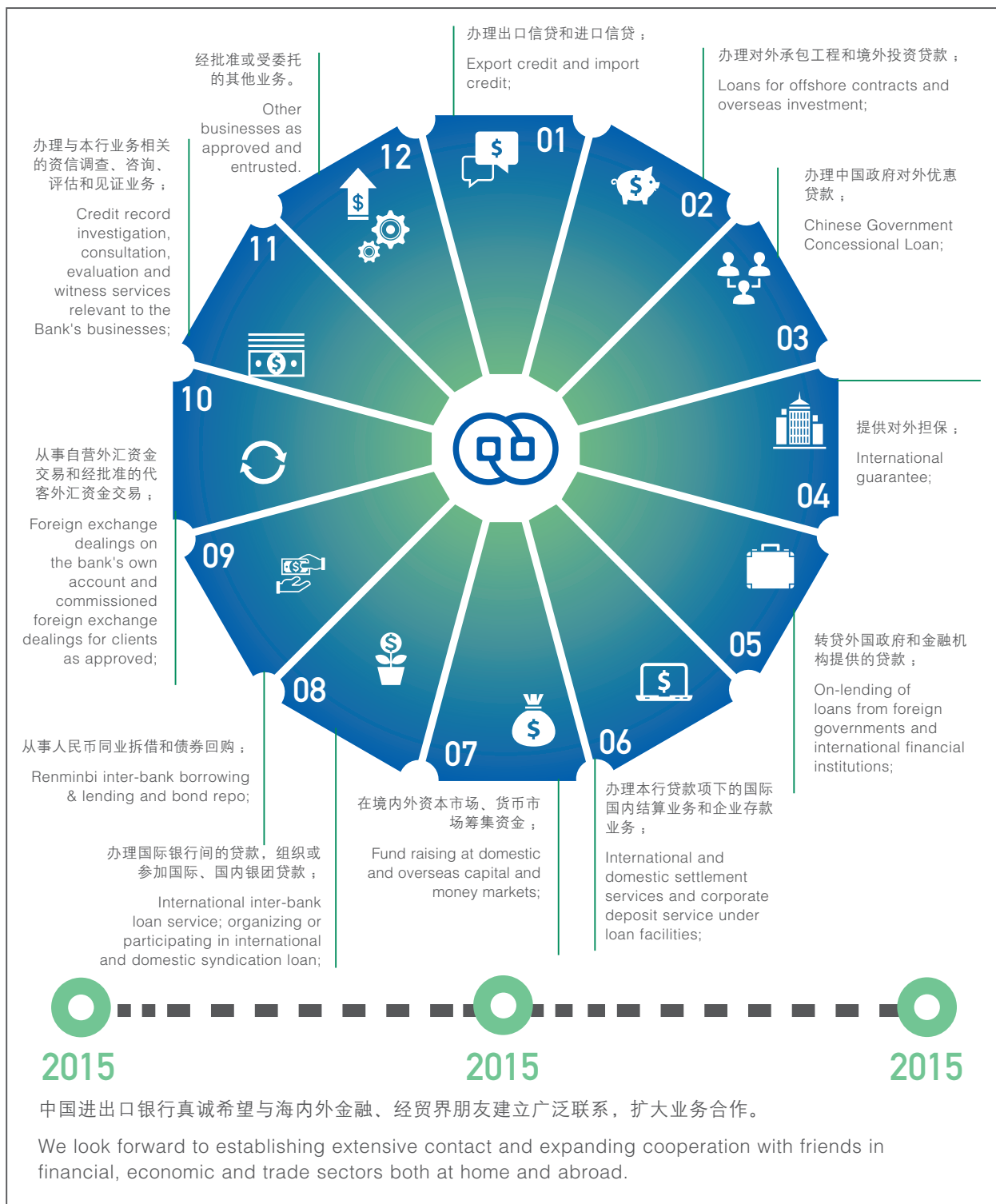
中国进出口银行的主要职责是为扩大我国机电产品、成套设备和高新技术产品进出口，推动有比较优势的企业开展对外承包工程和境外投资，促进对外关系发展和国际经贸合作，提供金融服务，充分发挥在稳增长、调结构、支持外贸发展、实施“走出去”战略中的功能和作用，为国民经济持续健康发展作出贡献。

Founded in 1994 and headquartered in Beijing, the Export-Import Bank of China has 25 domestic branches and four overseas institutions, namely, the Paris Branch, Representative Office for Southern and Eastern Africa, Representative Office for Northern and Western Africa, and St. Petersburg Representative Office. It has established correspondent banking relationship with 1,408 banks in over 160 countries and regions worldwide.

The Bank's main mandate is to facilitate the export and import of Chinese mechanical and electronic products, complete sets of equipment and new-and high-tech products, assist Chinese companies with comparative advantages in their offshore project contracting and outbound investment, and promote international economic cooperation and trade. It is dedicated to fully play its role in pursuing steady growth, conducting structural readjustment, supporting foreign trade and implementing the "going global" strategy, and make due contribution to the sustainable and sound development of the national economy.

# 业务范围

## Business Scope



## 业务综述

### Operational Highlights



2015年，中国进出口银行坚持稳中求进工作总基调，主动适应经济发展新常态，以落实改革为主线，以创新发展为主题，协同推进改革与发展，着力发挥政策性金融服务国家战略的功能和逆周期调节作用，着力防范和化解金融风险，有力推动了国家对外战略实施，有力促进了经济持续健康发展，有力维护和拓展了国家发展利益。

过去一年，进出口银行业务发展继续保持良好态势。全年签约各类贷款11809亿元，发放贷款10774亿元；新签转贷协议金额10亿美元。年末，表内外资产总额达到29352亿元。全年共支持了3912亿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2005亿美元的技术装备和资源类产品进口。

In 2015, the Bank closely followed the strategy of seeking progress while maintaining stability. It adapted to China's new normal economic conditions, advanced reform, pursued innovation-driven business development, and endeavored to accelerate development through reform. The Bank fully leveraged its role of policy financing in implementing China's national development strategy and making counter-cyclical adjustment. It also redoubled efforts to prevent and defuse financial risks. These efforts enabled the Bank to contribute more to the implementation of China's overseas development strategy, to the sustainable and sound development of China's economy, and to the protection and expansion of China's national interests.

In 2015, the Bank maintained the momentum of steady growth in business scale. The total amount of loans signed reached RMB1,180.9 billion, with disbursement standing at RMB1,077.4 billion. New on-lending loan agreements were signed with a total contract value of USD1 billion. The year-end on-balance-sheet and off-balance-sheet assets was RMB2,935.2 billion. These credits have supported the export of mechanical and electronic equipment, high-tech products, offshore contract projects and outbound investment amounting to USD391.2 billion in total, and the import of technical equipments and resource products with a total amount of USD200.5 billion.

全年共支持了 **3912** 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



## 对外贸易贷款

### Foreign Trade Loans

对外贸易贷款是指进出口银行向客户提供的，用于支持客户在我国境内与境外国家或地区（含港澳台地区）之间，从事商品、劳务和技术的交换活动的贷款，包括出口贸易贷款和进口贸易贷款。年末贷款余额8913.87亿元，比年初增加900.94亿元。

Foreign trade loans, which include export trade loans and import trade loans, are provided to the Bank's clients to support trade of merchandize, labor and technology between China and foreign countries or regions (including Hong Kong, Macao and Taiwan). At year-end, the outstanding balance of foreign trade loans stood at RMB891.387 billion, up by RMB90.094 billion year on year.

 **8913.87** 亿元  
年末贷款余额

单位：亿元，%  
Unit: USD 100 Million

| 项目<br>Loan Facility                    | 余额<br>Outstanding<br>Balance | 比年初<br>Annual increase/<br>decrease (amount) | 增幅(%)<br>Annual increase/<br>decrease (percentage) |
|----------------------------------------|------------------------------|----------------------------------------------|----------------------------------------------------|
| 货物贸易贷款<br>Trade in Goods Loans         | 8,634.45                     | 877.78                                       | 11.32                                              |
| 出口货物贷款<br>Loans for Export of Goods    | 3,486.20                     | 274.42                                       | 8.54                                               |
| 出口卖方信贷<br>Export Sellers' Credit       | 2,382.52                     | 277.13                                       | 13.16                                              |
| 出口买方信贷<br>Export Buyers' Credit        | 667.80                       | 67.39                                        | 11.22                                              |
| 贸易融资<br>Trade Finance                  | 435.88                       | -70.09                                       | -13.85                                             |
| 进口货物贷款<br>Loans for Import of Goods    | 5,148.25                     | 603.36                                       | 13.28                                              |
| 服务贸易贷款<br>Trade in Services Loans      | 279.42                       | 23.15                                        | 9.03                                               |
| 出口服务贷款<br>Loans for Export of Services | 196.26                       | 17.85                                        | 10.01                                              |
| 出口卖方信贷<br>Export Sellers' Credit       | 40.71                        | 15.29                                        | 60.13                                              |
| 出口买方信贷<br>Export Buyers' Credit        | 3.49                         | 1.02                                         | 41.29                                              |
| 贸易融资<br>Trade Finance                  | 152.06                       | 1.55                                         | 1.03                                               |
| 进口服务贷款<br>Loans for Import of Services | 83.17                        | 5.30                                         | 6.81                                               |
| 对外贸易贷款<br>Foreign Trade Loans          | 8,913.87                     | 900.94                                       | 11.24                                              |



2063.49 亿元

年末贷款余额

## 对外投资贷款 Overseas Investment Loans

对外投资贷款是指进出口银行向境内外合法注册登记的中资（含中资控股）企业提供的，用于客户境外（含港澳台地区）投资的贷款。年末贷款余额2063.49亿元，比年初增加385.35亿元。

Overseas investment loans are provided to Chinese funded companies that are registered overseas to support their overseas investment (including in Hong Kong, Macao and Taiwan). At year-end, the outstanding balance of overseas investment loans was RMB206.349 billion, a year-on-year increase of RMB38.535.

单位：亿元，%  
Unit: USD 100 Million

| 项目<br>Loan Facility                                                                | 余额<br>Outstanding<br>Balance | 比年初<br>Annual increase/<br>decrease (amount) | 增幅(%)<br>Annual increase/<br>decrease (percentage) |
|------------------------------------------------------------------------------------|------------------------------|----------------------------------------------|----------------------------------------------------|
| 前期费用贷款<br>Loans for Upfront Fee                                                    | —                            | —                                            | —                                                  |
| 境外资源开发贷款<br>Loans for the Exploitation of Overseas<br>Resources                    | 646.07                       | 22.04                                        | 3.53                                               |
| 境外加工贸易贷款<br>Loans for Overseas Processing Trade                                    | 9.29                         | -18.06                                       | -66.04                                             |
| 境外股权投资贷款<br>Loans for Overseas Equity Investment                                   | 1,008.36                     | 172.57                                       | 20.65                                              |
| 其他境外投资贷款<br>Loans for Other Overseas Investment                                    | 219.55                       | 63.88                                        | 41.04                                              |
| 境外中资企业发展贷款<br>Loans for Development of Chinese<br>Enterprises in Foreign Countries | 152.56                       | 152.46                                       | 152,458.59                                         |
| 股东贷款<br>Loans for Shareholders                                                     | 27.66                        | -0.55                                        | -1.94                                              |
| 其他对外投资贷款<br>Other Outbound Investment Loans                                        | —                            | -7.00                                        | -100.00                                            |
| 对外投资贷款<br>Overseas Investment Loans                                                | 2,063.49                     | 385.35                                       | 22.96                                              |

## 对外合作贷款 International Cooperation Loans

对外合作贷款是指进出口银行向客户提供的，用于我国与境外国家或地区政府、金融机构或主权担保企业开展合作，以及支持我国企业承包境外建设工程项目的贷款。年末贷款余额5719.19亿元，比年初增加1060.18亿元。

International cooperation loans are provided to clients to support their cooperation with foreign countries, financial institutions and companies with sovereign guarantee. The loans are also provided to Chinese companies for conducting overseas contracting projects. The 2015 year-end outstanding balance of international cooperation loans was RMB571.919 billion, a year-on-year increase of RMB106.018 billion.



5719.19 亿元

年末贷款余额

单位：亿元，%  
Unit: USD 100 Million

| 项目<br>Loan Facility                                          | 余额<br>Outstanding<br>Balance | 比年初<br>Annual increase/<br>decrease (amount) | 增幅(%)<br>Annual increase/<br>decrease (percentage) |
|--------------------------------------------------------------|------------------------------|----------------------------------------------|----------------------------------------------------|
| 对外承包工程贷款<br>Loans for Overseas Contracting                   | 4,776.22                     | 904.07                                       | 23.35                                              |
| 国际主权合作贷款<br>Loans for International Sovereign<br>Cooperation | 423.68                       | 25.34                                        | 6.36                                               |
| 金融机构合作贷款<br>Loans for Financial Institution<br>Cooperation   | 424.74                       | 117.94                                       | 38.44                                              |
| 转贷款<br>On-lending                                            | 52.98                        | 16.37                                        | 44.71                                              |
| 其他贷款<br>Other Loans                                          | 41.57                        | -3.54                                        | -7.84                                              |
| 对外合作贷款<br>Loans for International Cooperation                | 5,719.19                     | 1,060.18                                     | 22.76                                              |

## 境内对外开放支持贷款 Loans for supporting greater openness

境内对外开放支持贷款是指进出口银行向境内客户提供的，用于支持我国经济发展，支持境内企业提高对外开放程度、提升进出口能力且不属于上述三类对外贷款的贷款。年末贷款余额4785.22亿元，比年初增加1156.59亿元。

For loans that fall outside the range of the aforementioned three types, the Bank also provides loans to domestic clients to support national economic development, boost the openness of their businesses, and improve their export and import capacity. By the end of 2015, the outstanding balance of loans for supporting greater openness was RMB478.522 billion, a year-on-year increase of RMB115.659 billion.

单位：亿元，%

Unit: USD 100 Million

| 项目<br>Loan Facility                                                  | 余额<br>Outstanding Balance | 比年初<br>Annual increase/<br>decrease (amount) | 增幅(%)<br>Annual increase/<br>decrease (percentage) |
|----------------------------------------------------------------------|---------------------------|----------------------------------------------|----------------------------------------------------|
| 转型升级贷款<br>Loans for Transformation and Upgrading                     | 2,360.34                  | 538.17                                       | 29.53                                              |
| 节能环保贷款<br>Loans for Energy Conservation and Environmental Protection | 104.48                    | 53.48                                        | 104.86                                             |
| 农业产业化发展贷款<br>Loans for Agricultural Industrialization                | 149.97                    | 75.62                                        | 101.70                                             |
| 基础设施贷款<br>Loans for Infrastructure                                   | 1,652.11                  | 330.23                                       | 24.98                                              |
| 旅游和文化产业贷款<br>Loans for Tourism and Cultural Industry                 |                           |                                              |                                                    |
| 产业转移贷款<br>Loans for Industrial Relocation                            |                           |                                              |                                                    |
| 其他<br>Other Loans                                                    | 518.32                    | 159.10                                       | 44.29                                              |
| 境内对外开放支持贷款<br>Loans for Supporting Greater Openness                  | 4,785.22                  | 1,156.59                                     | 31.87                                              |

## 优惠贷款 Concessional Loan and Preferential Export Buyer's Credit

2015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，进出口银行“两优”贷款业务全面快速发展，保持了贷款规模的较快增速，实现了资产质量的明显提升，为进一步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奠定了坚实基础。

全面推进落实“一带一路”、中巴经济走廊、孟中印缅经济走廊、非洲“三网一化”和产能合作等国家重大发展战略的融资工作，助力中国企业“走出去”，积极改善发展中国家投资环境，服务当地民生，提升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 worked to ensure rapid development of the two concessional facilities with an impressive increase in asset quality, thus making contribution to the strategic cooperative partnerships between China and other developing countries based on mutual trust, mutual benefit and common development.

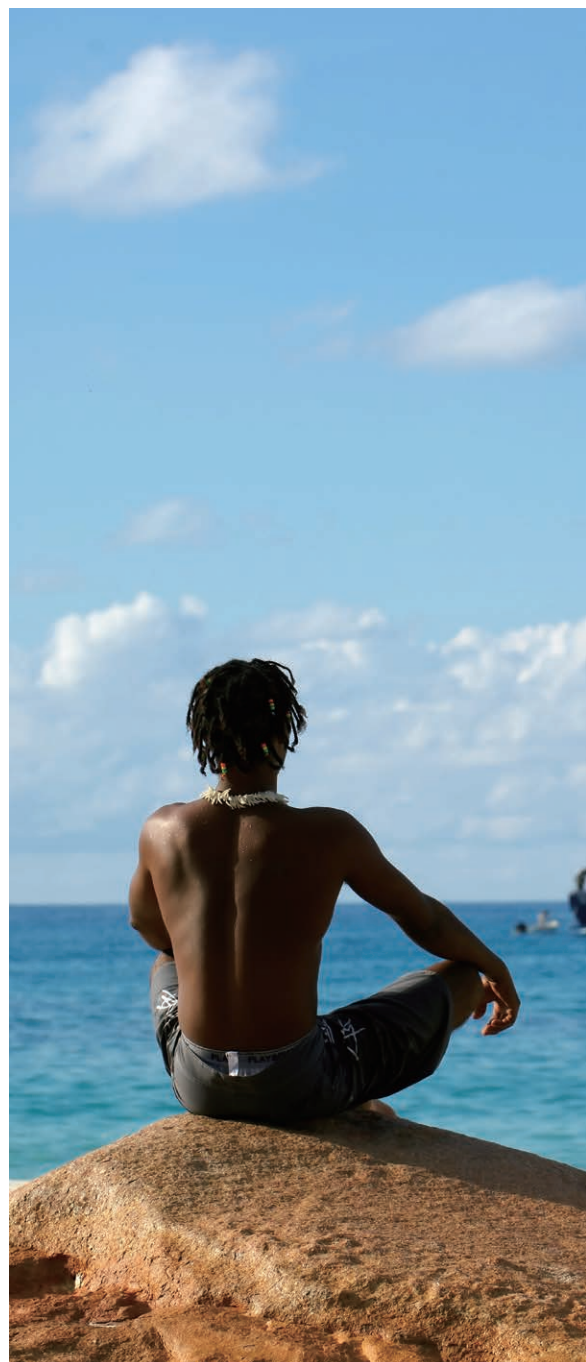
The Bank provided financial services to facilitate China's major strategic plans, including the Belt and Road Initiative, China-Pakistan Economic Corridor, Bangladesh-China-India-Myanmar Economic Corridor, the building of railway, highway and regional aviation networks and industrialization in Africa, and industrial capacity cooperation. In addition, the Bank assisted Chinese enterprises in expanding overseas operation and helped improve investment environment of other developing countries and improve local people's livelihood.



全面推进落实 “一带一路”

中巴  
孟中印缅  
经济走廊

非洲 “三网一化”



48份

新签转贷协议

10.41亿美元

协议金额



## 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

2015年，进出口银行新签转贷协议48份，协议金额10.41亿美元，继续保持主要转贷行的地位。

按照国家“合理、有效”利用外资的总方针，着力支持基础设施、医疗卫生、教育、农业、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；大力发展国际商贷转贷业务，利用低成本资金支持国家政策鼓励的先进技术和关键设备等进口。

2015年，转贷业务大力支持教育、医疗等民生项目，加速推动来宾职业学院购置教学设备项目、云南省保山中医药高等专科学校建设项目实施；通过引进以色列先进的医疗设备，支持江西省赣州市人民医院项目等项目；继续推动节能减排及新能源贷款业务的实施，稳步扩大绿色信贷规模；积极利用中长期国际商业贷款，用于支持钢铁产业升级和生物医药高新技术领域。

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、美国进出口银行、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、欧佩克基金和国际商业转贷，共24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。



In 2015, 48 new on-lending agreements were signed with a total contract value of USD1.041 billion. The year-end loan balance totaled USD16.365 billion. The Bank remained a leading on-lender.

According to the government's guiding principle of making good use of foreign funds, the Bank gave strong support to priority projects in infrastructure, medical care, education, agriculture 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. The Bank also expanded its commercial loan on-lending business to use low-cost funds for importing advanced technologies and key equipments.

In 2015, the Bank on-lent loans to support projects in public health and education sectors. Projects included the procurement of education equipments by Laibin Vocational School in Guangxi Autonomous Region, and the construction of Baoshan College of Traditional Chinese Medicine in Yunnan Province. The Bank also supported the People's Hospital of Ganzhou, Jiangxi Province in procuring advanced medical equipments from Israel. In addition, the Bank further promoted its energy efficiency and new energy business to expand its green credit portfolio. Mid-to-long term international commercial loans were used to encourage the upgrading of the iron and steel industry and the growth of high-tech bio-medical industry.

By the end of 2015, the Bank had on-lent loans provided by 24 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, United Kingdom, Belgium, the US Export-Import Bank, the World Bank, the Asian Development Bank, the Nordic Investment Bank, the Nordic Development Fund, the European Investment Bank, and OPEC Fund for International Development. Projects were carried out in 36 provinces, autonomous regions, municipalities and cities specifically designated in the state plan.



## 贸易金融业务 Trade Finance

2015年，进出口银行贸易金融业务保持良好发展势头，共办理国际结算、保函、贸易融资业务1657.33亿美元，在稳定外贸、促进跨境投资、推动人民币国际化、助力中小企业成长、支持开放型经济发展等方面发挥了重要作用。

在支持方向上，进出口银行贸易金融业务坚持有所为、有所不为的原则。一方面，在巩固一般机电、成套设备、高新技术产品出口的基础上，加大对自主品牌、自主知识产权、高附加值产品出口及稀缺资源、关键零部件产品进口的支持力度，推动转变外贸发展方式，加快培育外贸竞争新优势。另一方面，积极落实“一带一路”战略，与信贷业务相互配合，支持境外重大投资收购、工程承包项目，促进国际产能和装备制造合作，为“走出去”企业提供优质的金融服务。

在经营管理上，进出口银行贸易金融业务主动适应经济发展新常态的要求，推动建立全方位、流程化的风险防控机制，加大贸易背景真实性审查力度，强化对物流、资金流、信息流的监控，定期实施风险排查，进一步提升了风险管理水平和服务实体经济的能力。

In 2015, the Bank's trade finance business maintained a strong momentum of growth. Throughout the year, the Bank conducted USD165.733 billion of international settlement, letter of guarantee and trade finance transactions, thus played an important role in stabilizing foreign trade, promoting cross-border investment, advancing RMB internationalization, growing SMEs and opening the economy wider.

In conducting trade finance business, the Bank concentrated its efforts only on key and priority fields. On the one hand, while extending support to the export of mechanical and electronic products, complete sets of equipment, and new- and high-tech products, the Bank reinforced its support to the export of high value added products with proprietary intellectual property and proprietary brands and the import of scarce resources and key components. As a result, the Bank helped transform the pattern and raise the competitiveness of China's foreign trade. On the other hand, the Bank actively implemented the Belt and Road Initiative by coordinating loans with trade finance business to support key cross-border investment, M&A transactions and project contracting, promote international industrial capacity and equipment manufacturing cooperation, and provide quality financial service to assist Chinese enterprises in expanding overseas operation.

In conducting trade finance business, the Bank actively adapted to China's new normal economic conditions. With the aim to establish comprehensive and procedure-oriented risk prevention and control mechanism, the Bank placed emphasis on background checks for each transaction, monitoring of logistics, cash flow and information flow, and regular risk examination. In a nutshell, the Bank built stronger capacity to manage risks in its trade finance business and acquired stronger ability to serve the real economy.



## 保函业务

### Letter of Guarantee

全年共办理保函业务127.74亿美元，年末担保责任余额336.19亿美元。保函是进出口银行一项重要政策性金融业务，通过为企业提供信用增级、风险缓释服务，促进贸易、投资活动开展，撬动更多的商业资金流向外向型实体经济。除保函业务外，进出口银行还办理了信用证保兑、买方保理、非出资性风险参与等信用支持类业务，进一步丰富了服务手段。

In 2015, the Bank issued letters of guarantee with a total value of USD12.774 billion. The year-end outstanding guarantee liability was USD33.619 billion. As an important policy-based business of the Bank, letters of guarantee attracted more commercial funds to the export-oriented real economy by providing credit enhancement and risk mitigation services and promoting trade and investment. Apart from letters of guarantee, the Bank also enriched its product line by introducing such credit enhancement services as confirmed letter of credit, buyer's factoring and unfunded risk participation.

## 国际结算业务

### International Settlement

全年共办理国际结算(含结售汇)业务1087.16亿美元。其中，全年办理结售汇业务268.55亿美元，办理信用证业务209.12亿美元。

Throughout the year, the Bank carried out international settlement transaction (including the sale and purchase of foreign exchange) worth USD108.716 billion. It sold and purchased USD26.855 of foreign exchange and issued letters of credit worth USD20.912 billion.

## 贸易融资业务

### Trade Finance

全年共办理贸易融资业务442.43亿美元。进出口银行贸易融资产品较为齐全，包括出口押汇、打包贷款、出口商业发票贴现、信保融资、进口押汇、提货担保、进口代付、汇出汇款融资、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、出资性风险参与等各类品种，以供应链为依托，为企业提供覆盖订单、备货、结算、销售等各环节的融资服务，充分发挥政策性银行职能作用。

In 2015, the Bank handled trade finance transactions worth USD44.243 billion. The Bank has a complete trade finance portfolio, such as export bill purchase, packing loan, discount of export commercial invoice, insurance finance, inward bill advance, delivery against bank guarantee, import refinance, outward remittance finance, domestic factoring, domestic enterprise refinancing, international factoring, forfeiting, interbank refinancing and funded risk participation. Based on supply chains, all these products are designed to fully leverage the Bank's role as a policy bank to provide financing services to enterprises when carrying out business activities such as placing orders, preparing inventory, and conducting settlement and sales.



## 金融市场业务 Capital Market Operations

### 资金筹措 Fund Raising

2015年，进出口银行面对复杂的市场环境，加强研究分析力度，灵活设计债券发行策略，继续面向零售市场发行柜台债券，拓宽资金来源渠道。全年在境内银行间市场发行人民币金融债券金额共计5780亿元，较2014年增长15%，获得2015年度中国债券市场“优秀发行人”称号。

2015年，进出口银行积极开拓境外筹资渠道，通过境外平台公司(SPV)设立贷款支持中期票据计划（简称“MTN”），成功发行首期两笔共计10亿美元的中期票据。此外，在全国银行间债券市场成功发行有史以来单笔规模最大的美元债券，金额为13.6亿美元。

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

2015年，境内人民币流动性较为充裕，进出口银行加强货币市场研究，有效利用各交易平台联动优势，提高资金运作收益。全年债券交易额为13.6万亿元，同比增长35%。通过跨资产、跨币种的资产配置交易，实现收益的稳步增长。

在人民币对美元汇率贬值压力加大的背景下，中国进出口银行加强营销力度，协助客户进行有效的风险管理，保证了结售汇业务的平稳开展。

In 2015, in the face of the complicated market environment, the Bank strengthened market research and analysis and made flexible fund raising plans. It continued to issue over-the-counter bonds in the retail market to further expand funding channels. In the course of the year, the Bank issued 578 billion RMB of financial bonds in domestic inter-bank market, up by 15% year-on-year. The Bank was thus awarded the "Issuer of the Year" of the Chinese bond market.

The Bank also actively expanded its overseas fund raising channels by using special purpose vehicles (SPVs) to provide loans to back up mid-term notes (MTN). In 2015, the Bank successfully launched two issues of MTNs with a total of USD1 billion. In addition, the Bank successfully issued the largest USD bond in the domestic inter-bank bond market with a total value of USD1.36 billion.

In 2015, thanks to sufficient RMB liquidity in the domestic market, the Bank received higher returns on fund operation through reinforced monetary market research and efficient and coordinated use of various transaction platforms. The annual bond transactions registered RMB13.6 trillion, an increase of 35% year-on-year. The Bank also achieved steady yield growth by conducting cross-asset and cross-currency transactions.

Under the increasing pressure of RMB depreciation against the US dollar, the Bank made more efforts on marketing and assisted its clients in effectively managing risks. These efforts ensured the steady growth of the sale and purchase of foreign exchange.

120 亿元

交易金额120亿元人民币，  
有效帮助企业规避了利率、  
汇率风险

50 家

企业客户提供  
服务

746 亿元

实现较大幅度增长

57 期

全年完成主承  
销债券

## 代客债务风险管理

### Debt Obligation Risk Management Service for Clients

2015年，进出口银行继续拓展代客资金业务，通过远期、期权、利率掉期、货币掉期金融交易工具协助客户管理和规避本外币利率、汇率风险。为客户提供个性化定制化的产品，努力推动人民币双向利率管理。全年为50家企业客户提供服务，交易金额120亿元人民币，有效帮助企业规避了利率、汇率风险。

In 2015, the Bank further expanded its business in providing clients with services on debt obligation risk management. Through such instruments as forward contracts, options, interest rate swaps, currency swaps, the Bank helped its clients to manage and defuse interest rate risks and exchange rate risks. In the meantime, the Bank worked to develop a two-way RMB interest rate management system to provide clients with tailor-made services. Throughout the year, 50 corporate clients used the Bank's services with a total amount of RMB12 billion.

## 承销业务

### Bond Underwriting

2015年度债券承销业务继续贯彻落实中央“降低实体融资成本、切实解决中小企业融资难”的政策指引，满足实体经济的融资需求，进一步密切了银企合作，切实帮助企业调整融资结构，拓宽企业的融资渠道，降低了融资成本，有效支持了实体经济的发展。全年完成主承销债券57期，金额746亿元，实现较大幅度增长。

In 2015, to implement the Chinese government's policy of lowering the financing costs for the real economy and resolving the financing difficulties of SMEs, the Bank carried out closer cooperation with its corporate clients and helped these companies adjust financing structure, expand financing channels and reduce financing cost, and therefore effectively supported the growth of the real economy. Throughout the year, the Bank underwrote 57 issues of debt financing instruments for corporate clients with a total amount of RMB74.6 billion, representing a significant increase over the previous year.

国际信用评级  
International Credit Rating

中国进出口银行目前拥有3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.

Aa3  
穆迪投资者服务  
公司评级

AA-  
标准普尔公司评级

A+  
惠誉信用评级有限  
公司评级



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

292<sup>个</sup>

累计与商务部合作  
征集服务贸易重点项目

39<sup>个</sup>

支持商务部推荐的  
重点项目

224<sup>亿元</sup>

批贷金额

290.86<sup>亿元</sup>

批贷金额

72%

网银客户签约率

2015年，中国进出口银行创新业务签约贷款5051.43亿元，新增贷款余额1759.93亿元，新增贷款直接带动货物进出口总额2363.73亿美元和服务进出口总额266.34亿美元。快速发展的同时，创新业务依然保持了较好的资产质量，在推动进出口和“走出去”、促进金融服务实体经济等方面发挥积极作用。

### 一、创新业务更加精细化、专业化

修订进口信贷、服务贸易贷款和转型升级贷款等三大核心创新业务以及节能环保贷款、PPP项目融资指引、境外中资企业发展贷款等业务制度，进一步明确业务支持重点和方向，增强适用性和操作性。其中，PPP项目融资产品在《银行家》杂志与中国社会科学院金融研究所联合组织的“中国金融创新奖”评比中获得了“2015年十佳金融产品创新奖”，并在中国国际金融展中获得“金鼎奖—年度金融服务奖”。

### 二、重点领域的金融创新

与商务部合作，制定《中国进出口银行关于加快培育外贸竞争新优势的工作方案》，签署《支持国家级经济技术开发区转型升级创新发展战略合作协议》，积极支持国家级经济技术开发区及区内企业发展；深化服务贸易银政合作，累计与商务部合作征集服务贸易重点项目292个，支持商务部推荐的重点项目39个，批贷金额224亿元。

与工业和信息化部在装备制造领域的合作迈上新台阶，截至2015年末，融资支持44个重点项目，批贷金额290.86亿元。成功支持了昆明机床数控重型精密机床制造机铸造基地第一阶段建设项目、南车资阳机车澳大利亚机车和巴基斯坦机车出口项目等一批意义重大、效益良好、示范效应较强的重点项目，更好地树立进出口银行在支持重大技术装备发展领域的服务品牌。

### 三、网银业务稳步上升，金融电子化服务水平和能力不断提升

截至2015年末，中国进出口银行网上银行累计签约客户1681家，同比增长61%，网上银行客户签约率72%，达到同业平均水平；2015年共办理网上银行业务17523笔，金额约1687亿元人民币，同比分别增长76%、154%，转账业务笔数替代率达40%。2015年，进出口银行网上银行因其系统安全性、操作便捷性、产品易用性相继荣获人民银行颁发的“2014年度银行科技发展奖三等奖”和中国金融认证中心颁发的“2015年度中国最佳网络创新奖”。



In 2015, the Bank's innovation-driven business registered a total contract value of RMB505.143 billion, with outstanding loans rising by RMB175.993 billion. These new loans supported USD236.373 billion of trade in goods and USD26.634 billion of trade in services. While maintaining rapid growth, the Bank managed to ensure good asset quality for its innovation-driven business, thus playing a positive role in facilitating trade, supporting Chinese enterprises in going global, and providing better financial services to the real economy.

### Efforts were made to make the Bank's innovation-driven business more rigorous and professional.

The Bank revised its regulations on three major innovation-driven businesses, namely, import credit, service trade loans and industrial transformation and upgrading loans, as well as those on energy conservation and environment protection loans, Public-Private Partnership (PPP) project financing guidelines, and overseas Chinese enterprises development loans. As a result, business priorities were further identified and regulations were made more adaptive and easier to operate. It is particularly worth mentioning that the Bank's PPP project financing model won the award of the Top Ten Innovative Financial Products of 2015 in the China Financial Innovation Contest co-organized by the Banker's Magazine and the Institute of Finance and Banking of the Chinese Academy of Social Sciences and it was also awarded the Golden Tripod Award for Excellence in Financial Services of the Year at the China International Financial Exhibition.

### Financial innovation in key sectors delivered good results.

The Bank worked with the Ministry of Commerce of China (MOFCOM) to launch the *Work Plan to Help Sharpen Competitive Edge of Foreign Trade* and signed with MOFCOM the *Strategic Cooperation Agreement on Supporting Transformation,*

*Upgrading and Innovation-driven Development of State-Level Economic and Technological Development Zones* to render active support to such zones and the companies located within the zones. The Bank also deepened cooperation with the government to boost trade in services by partnering with MOFCOM to pool 292 key pipeline projects and support 39 key projects recommended by MOFCOM with a total approved loan amount of RMB22.4 billion.

Fresh progress was made in cooperation in equipment manufacturing with the Ministry of Industry and Information Technology. By the end of 2015, the Bank supported 44 key projects with total approved loan amount of RMB29.086 billion. Such projects included the building of heavy precision numerically-controlled machine tool casting base (phase I) of Kunming Machine Tool, and locomotive export of CRRC Ziyang Co., Ltd. to Australia and Pakistan. These key projects had good economic returns and exerted great influence in further building the Bank's brand in the key technological equipment manufacturing sector.

### Steady progress was achieved in online banking business to provide better services.

By the end of 2015, a total of 1,681 clients signed up for the Bank's online business, up by 61% year-on-year. With a signing rate of 72%, the Bank was on par with its peers in the financial sector. Throughout the year, the Bank processed 17,523 online businesses, with a total value of RMB168.7 billion, up by 76% and 154% respectively, and 40% of new fund transfer transactions were done online. Due to the high security, easy accessibility and user friendliness of the online banking system, the Bank won the Third Prize for Excellence in Banking Technology Development of 2014 awarded by the People's Bank of China and the Top Internet Innovator Award of 2015 by the China Financial Certification Center.

## 重大项目 Major Projects





## 几内亚卡雷塔水电站项目 Kaleta Hydropower Project in Guinea

几内亚卡雷塔水电站项目是中国与几内亚合作的重大项目，项目的实施有效缓解了几内亚电力严重短缺的问题，促进了当地经济和社会发展，进一步巩固了中几传统友好关系。2015年5月，几内亚中央银行发行面值20000几内亚法郎新版纸币，卡雷塔水电站项目的工程形象成为该货币的背景图案。

The Kaleta Hydropower Project is the largest project in China-Guinea cooperation. It has effectively alleviated the severe power shortages in Guinea, promoted local economic and social development, and further consolidated the traditional friendship between China and Guinea. In May 2015, the Central Bank of Guinea released a new 20,000-GNF banknote, with the image of the Kaleta Hydropower Project on the back.



## 埃塞俄比亚阿达玛风电项目 Adama Wind Power Project in Ethiopia

埃塞俄比亚阿达玛风电项目是中国企业在海外实施的第一个风电总承包项目，并且全部使用中国设备和采用中国相关设计和施工标准，对推动中国风电标准“走出去”具有非常重要的历史意义。项目的实施改善了埃塞俄比亚电网的电源结构，缓解了当地电力供应紧张的状况，并促进了就业、经济发展和社会稳定，受到埃塞俄比亚政府高度好评。

The Adama Wind Power Project is the first overseas wind power project that a Chinese company serves as a general contractor. The project is of great significance for China's wind power standards to be applied overseas as it uses Chinese equipments, design and construction standards. It has helped improve the source structure of power grids, alleviate power shortages, create more jobs, and promote the economic development and social stability in Ethiopia. It is therefore highly commended by the Ethiopian government.



### 巴基斯坦卡西姆港燃煤应急电站项目 Port Qasim Coal-fired Power Project in Pakistan

巴基斯坦卡西姆港燃煤应急电站项目是“中巴经济走廊”的重要项目，项目排在14个优先实施项目的首位。项目的成功实施有助于进一步加深中巴两国的经济合作，对“一带一路”政策的落实具有重要意义。

The Port Qasim Coal-fired Power Project in Pakistan is a key project under CPEC (China-Pakistan Economic Corridor) and is on top of the list of 14 priority projects. This project will further deepen economic cooperation between China and Pakistan and advance the implementation of the Belt and Road Initiative.



### 孟加拉国希拉甘杰220MW联合循环电站项目

#### Sirajganj 220MW Combined Cycle Power Plant in Bangladesh

孟加拉希拉甘杰220MW联合循环电站项目是落实“一带一路”战略重点项目。该项目的顺利实施，将有力缓解孟加拉国长期电力短缺的弊端，增强孟加拉国自身的“造血”功能，同时促进中国技术、标准“走出去”和国际产能合作。

The Sirajganj 220MW Combined Cycle Power Plant is a major project under the Belt and Road Initiative. Its successful implementation will help alleviate Bangladesh's power shortages, improve its self-development capacity, export Chinese technologies and standards and boost international industrial capacity cooperation.

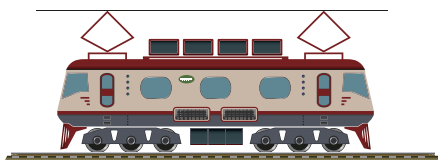


## 白俄罗斯电力机车出口和铁路电气化改造项目

### Electric Locomotive and Railway Electrification Project in Belarus

白俄罗斯是丝绸之路经济带向欧洲延伸的重要节点，白俄罗斯引进中国制造高端智能化电力机车和铁路电气化改造项目的成功推进具有典型的示范意义，不仅有利于深化中白经贸与金融合作，推动中国铁路装备和服务“走出去”进入欧洲市场，同时项目运营后将进一步提高白俄罗斯铁路运能，有效拉动当地就业，促进经济可持续发展。

Belarus is an important juncture from which the Silk Road Economic Belt reaches out to Europe. China's export of high-end intelligent electric locomotives to Belarus and the successful implementation of the Railway Electrification Project will be exemplary because they will not only deepen China-Belarus economic and financial cooperation and trade and enable China's railway equipment and services to explore the European market, but also help increase the transportation capacity of railway networks, create more jobs and facilitate the sustainable growth of the Belarus economy.



## 乌兹别克斯坦纳沃伊PVC、烧碱、甲醇生产综合体项目

### Navoiyazot PVC, Caustic Soda and Methanol Production Base in Uzbekistan

乌兹别克斯坦纳沃伊PVC、烧碱、甲醇生产综合体项目是含设计、工程和施工的EPC交钥匙工程项目。项目建成后将成为乌兹别克斯坦乃至整个中亚地区第一条PVC生产线，是该国进口替代战略的重要支撑项目，经济效益和社会效益显著；同时，实施该项目有利于带动我国相关产品出口，推动国际产能合作。

This is an EPC project comprising of engineering, procurement, construction and turn-key. Upon completion, Uzbekistan and Central Asia will have their first ever PVC production line, which will be an important project for their import substitution strategy and deliver high economic and social returns. Moreover, the project will not only bring significant economic and social benefits to Uzbekistan, but also boost industrial capacity cooperation between China and Uzbekistan.



### 中国进出口银行与中国商用飞机有限责任公司签署500亿元人民币融资框架协议

RMB500 billion Financing Framework Agreement between China Eximbank and the Commercial Aircraft Corporation of China Ltd. (COMAC)

中国进出口银行与中国商用飞机有限责任公司（以下简称“中国商飞”）签署500亿元人民币融资框架协议，支持中国商飞国产民机研发、制造及销售环节的资金需求。此次融资框架协议的签署，是中国进出口银行加大对中国商飞支持力度、进一步推动“大飞机”战略实施的重要举措。

The Bank and COMAC signed a RMB500 billion Financing Framework Agreement with the aim to satisfy the financing needs of COMAC in its R&D, manufacturing and sale of Chinese made civil aircrafts. The signing of the agreement indicates the Bank's stronger support to COMAC and to the implementation of China's large aircraft strategy.

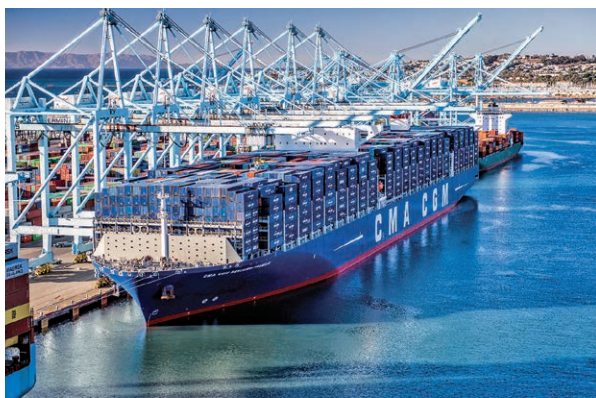


### 中国船舶重工国际贸易有限公司医疗船项目

A Hospital Ship Built by China Shipbuilding & Offshore International Co., Ltd.

中国船舶重工国际贸易有限公司医疗船项目是全球首艘大型民用医疗船，也是我国建造出口的首艘符合国际新规范的大型客船。其先进的设计理念，受到了世界各国的广泛关注。该项目的实施，对我国船厂产品结构调整具有重大意义，也将为我国未来建造类似的功能船以及豪华邮轮提供宝贵的技术经验，为提升中国船舶企业国际声誉和核心竞争力发挥了重要作用。

The Hospital Ship built by China Shipbuilding & Offshore International Co., Ltd. was the world's first large hospital ship for civil use, and it was also the first large passenger vessel built with international standards and exported by China. The ship received widespread attention because of its advanced design. This project has helped Chinese shipyards to adjust their product structure and accumulate expertise and experience for building similar specialty ships and cruise ships, thus playing an important role in enhancing the international reputation and core competitiveness of Chinese shipbuilders.



### 中国船舶（香港）航运租赁有限公司3艘 18000箱集装箱船项目

#### Three 18000-TEU Container Vessels Built by China State Shipbuilding Corporation (HK) Shipping

中国船舶（香港）航运租赁有限公司18000箱船舶是我国企业首次自主研发、设计并建造的全球最大箱位级集装箱船，一举打破国外船企在该领域的垄断局面。该项目的成功实施，是中国进出口银行落实国家政策、支持中国船舶制造业发展、推动中国企业“走出去”、加强中外合作的又一例证。

The 18000-TEU Container Vessels built by China State Shipbuilding Corporation (HK) Shipping were the world's largest TEU container vessels. Their R&D, design and construction were all carried out independently in China, breaking the monopoly of foreign shipbuilders in the field. The successful implementation of the project was another example to showcase the Bank's commitment to implementing national policies, supporting China's shipbuilding industry, assisting Chinese enterprises in expanding overseas operations and strengthening cooperation with other countries.



### 中兴能源有限公司巴基斯坦旁遮普省 900兆瓦光伏地面电站项目

#### 900MW Photovoltaic Power Station in Punjab, Pakistan

中兴能源有限公司巴基斯坦旁遮普省900兆瓦光伏地面电站项目建成后将是当前世界上单体规模最大的太阳能光伏电站，同时也是巴基斯坦政府在实施独立电站投资特许经营制度36年来首个太阳能光伏电站项目，被巴基斯坦媒体称为“驱走黑暗，带来光明”的光明工程。

Upon completion, the 900MW Photovoltaic power station in Punjab, Pakistan will be the largest photovoltaic power station in the world. It is also the first photovoltaic power station in 36 years since the Pakistani government introduced the system of Independent Power Producer (IPP). The project is considered by Pakistani media as one that can "dispel darkness and bring light".

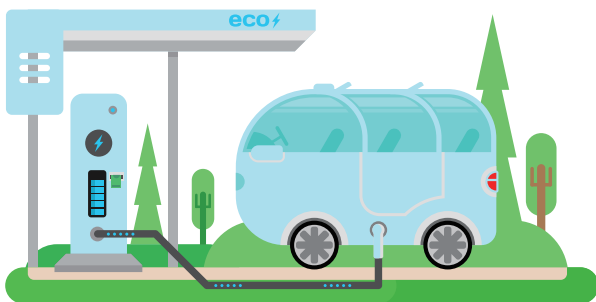


### 金龙联合汽车工业（苏州）有限公司新能源客车项目

New Energy Vehicles Built by King Long United Automotive Industry (Su Zhou) Co., Ltd.

金龙联合汽车工业（苏州）有限公司新能源客车项目的建设将进一步提升我国新能源客车制造水平和能力，有力推动新能源客车的普及和应用，也将进一步提升我国新能源客车的海外市场竞争力，有效提升出口规模和档次。

The new energy vehicle project of King Long United Automotive Industry (Su Zhou) Co., Ltd will improve the company's capacity to manufacture new energy vehicles and increase the penetration of new energy vehicles in China. It will also raise King Long's international competitiveness and increase the number and level of its exports.

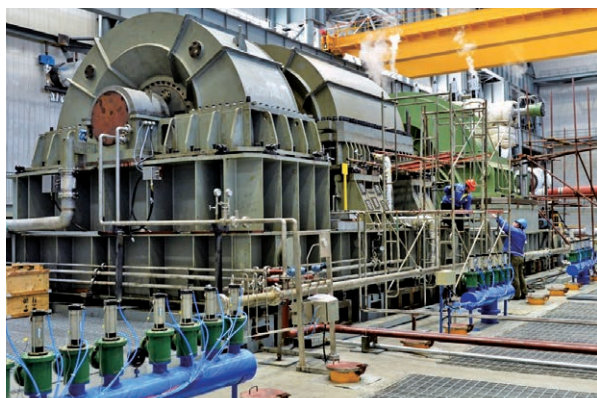


### 株洲南车时代电气股份有限公司收购英国SMD公司深海机器人项目

Acquisition of SMD Company of Britain by Zhu Zhou CRRC Times Electric Co., Ltd.

英国SMD公司是具有国际领先水平的工作级深海机器人和海底工程机械制造商，主要产品是适应深海极端恶劣环境的工作级机器人、挖沟铺缆设备。收购项目的实施，有利于中国企业获得海洋工程装备制造制造业高端技术和市场，将其核心技术向深海机器人及其他深海高端装备领域延伸，填补目前国内深海装备产业多项空白。

SMD Company is a world leading manufacturer of deep-sea robot and subsea engineering machinery. Its major products are deep-sea robots and equipments for subsea trenches and cables. This acquisition enables Chinese companies to acquire more advanced technologies and greater market access to marine engineering equipments and expand its core technologies to deep-sea robots and other high-end subsea equipments, filling the vacuum in China's deep-sea equipment industry.



### 沈鼓集团营口新建大型透平压缩机组制造和试验基地项目

#### Shenyang Blower Works Group's Large-scale Turbine Compressor Set Manufacturing and Testing Base in Yingkou, Liaoning Province

沈鼓集团营口新建大型透平压缩机组制造和试验基地项目的顺利实施，标志着我国在超大型空分装置关键设备配套方面跻身世界前列。同时，这也意味着我国高端装备制造业重大技术装备国产化又实现一个零的突破，又一个“大国重器”诞生，树立起我国重大技术装备国产化新的里程碑。

The successful implementation of this project shows that China is leading the world in building key parts of ultra-large air separation units. It also marks another breakthrough in the domestication of major technological equipment in China's high-end equipment manufacturing industry and the emergence of another "pillar of a great nation".



### 大连万达集团股份有限公司收购瑞士盈方项目

#### Acquisition of Swiss Company Infront Sports & Media by Wanda Group

瑞士盈方是世界第二大体育内容版权营销和媒体公司，该收购项目是中国进出口银行落实国家产业政策，促进中国企业“走出去”发展的重要举措，实现了中国企业在体育文化领域“走出去”的新突破，优化了中国企业产业板块的海外布局，具有较大的社会影响力。

Swiss Infront Sports & Media is the world's second largest sport marketing company. This acquisition is one of the Bank's important steps to implement national industrial policies and assist Chinese enterprises in expanding overseas operations. It also indicates that Chinese enterprises have made breakthroughs in expanding overseas business in the sports and cultural sector. This project is therefore of great significance.

## 风险管理

### Risk Management



**推进全面风险管理体系建设。**出台了进一步加强全面风险管理体系建设的工作意见，推进了风险计量等工作。将投资业务纳入全面风险管理框架，持续强化福费廷、保理等贸易金融业务风险管控，专门制定了民营企业贷款尽职调查指南，利用同业机构的境外网络等优势开展了境外项目贷后管理委托代理。

**切实加强国别和行业风险管理。**将国别风险控制关口前移，全面、从严实施国别风险限额管理，国别风险评估和评级实现全覆盖。发挥行业风险评级、风险限额、授信政策、预警对业务发展的指导作用，助力产业转型升级，严控过剩行业新增贷款，五大产能严重过剩行业特别是钢铁行业贷款集中度持续下降。

**进一步加强评级授信管理，扩大评级授信范围。**进一步改进项目评审，推广利用经济效益评价模型和“外脑”资源，摸索形成了国别风险判断原则和监理、商务合同审查标准。进一步完善担保管理，对境外担保作了明确规定，开展了抵（质）押品排查，规范了押品价值评估、投保等关键环节管理。

**认真开展“两个加强、两个遏制”专项检查及回头看。**狠抓了违规问题和风险隐患整改，对经营管理薄弱环节进行了加强，特别是加大了境外贷款合规性检查、专项稽核和后评价工作力度。深入推进不良贷款责任认定，进一步加强了内控合规和操作风险管理。强化风险稽核，对多家分行、东南非代表处、债券承销、反洗钱等机构和条线进行了稽核。

加强  
国别和行业  
风险管理



In 2015, the Bank further promoted the establishment of a comprehensive risk management system by formulating guidelines on strengthening the risk management system and introducing risk assessment measures. It also placed investment in the risk management framework and strengthened risk control over trade financing businesses including forfeiting and factoring. The Bank formulated guidelines on conducting due diligence on loans to private companies and took advantage of the overseas networks of its correspondent banks to conduct agency post-lending management.

The Bank took vigorous steps to strengthen the management of country and industry risks. Country-specific risk management responsibilities were delegated to front desk departments, all-round and rigorous management of country-specific risk quota was conducted and full coverage of country-specific risk assessment and rating was ensured. Industry risk rating, risk quota, credit line and alert systems were put in place to guide business development and promote industrial transformation and upgrading, and the provision of new loans to industries with overcapacity were strictly controlled. As a result, the percentage of loans to the five industries with severe overcapacity, iron and steel industry in particular, kept declining steadily.

The Bank enhanced management of rating and credit lines to cover more clients. In order to improve project evaluation measures, the Bank spread the application of economic performance evaluation models and brought in external brains. By doing so, principles for assessing country risks and standards for project supervision and business contract review were formulated. The Bank improved management of guarantees, raised clear requirements for overseas guarantees, reviewed mortgages and pledges, and reinforced management of key links such as the value evaluation and insurance of collaterals.

After the special campaign to strengthen internal control and external oversight to forestall illegal operations was conducted, the Bank took follow-up steps to ensure that the purpose of the campaign was well served. Greater attention was paid to correcting violations of regulations and plugging risk loopholes. Weak links in business management were strengthened, particularly those in the compliance check, auditing and post-project evaluation of overseas loans. Those who were involved in issuing non-performing loans were held accountable, thus consolidating internal control and compliance and the management of operational risks. Risk checks were conducted in both institutions and businesses, including the Bank's branches, the Representative Office for Southern and Eastern Africa, bond underwriting and anti-money laundering.



## 国际合作

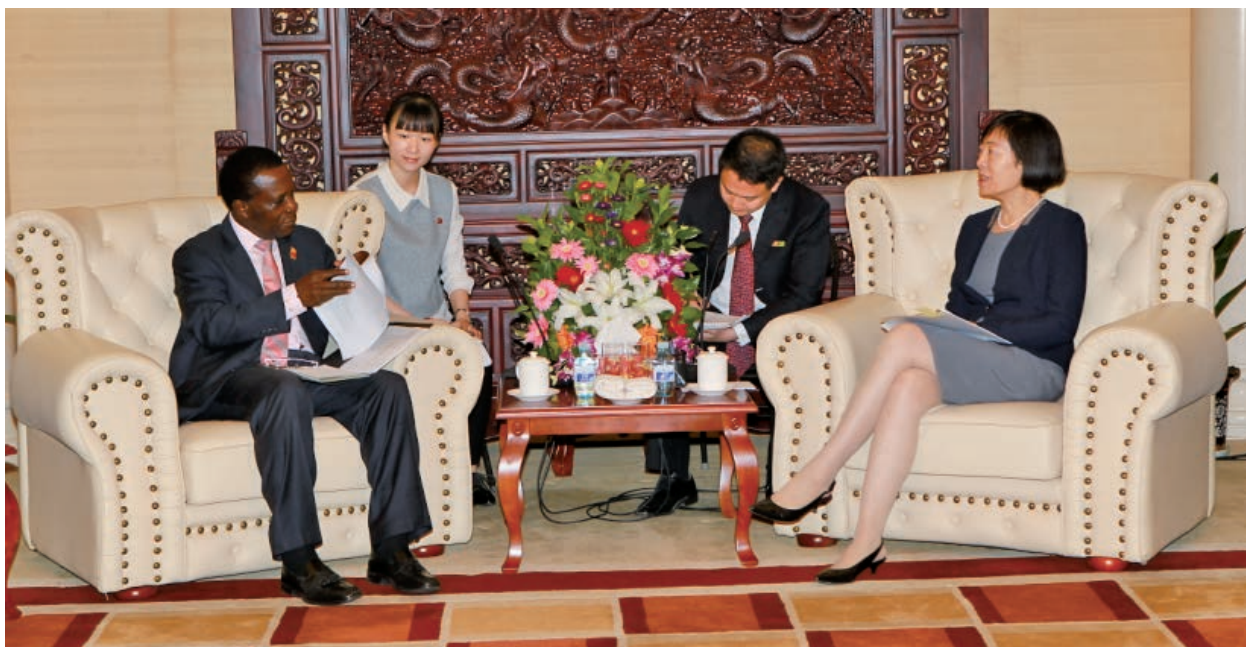
### International Cooperation

2015年，进出口银行积极发挥政策性金融职能作用，紧密围绕落实国家“一带一路”、国际产能和装备制造合作等重大对外战略，推动落实了一大批重点对外合作项目，进一步深化和扩大了对外交往与合作。

In 2015, the Bank continued to leverage its policy finance functions. A large number of key overseas projects were implemented to facilitate the implementation of the Belt and Road Initiative, international industrial capacity and equipment manufacturing cooperation and other important strategic plans. All the moves helped deepen and expand China's foreign exchanges and cooperation.

## 对外交往

### International Exchanges



2015年9月，胡晓炼董事长在进出口银行会见格林纳达总理

## 高层会见

### High-Level Meetings

2015年，中国进出口银行领导出席国家领导人外事活动及会见外宾220余场次，并与有关国家政府部门及相关机构签署贷款协议，积极配合推动了我国与其他国家的互利合作。

In 2015, the Bank's top executives participated in major diplomatic activities hosted by senior Chinese government leaders and met with VIP foreign visitors on more than 220 occasions. On some of these occasions, the Bank signed a number of loan agreements with relevant foreign government departments, thus contributing its share to promoting China's mutually beneficial cooperation with other countries.

In September 2015, Chairman Hu Xiaolian met with the Prime Minister of Grenada Dr. The Rt. Hon. Keith Mitchell.

## 重要外事

### Key Events

#### 配合国家领导人访问巴基斯坦

##### Visit to Pakistan

2015年4月，胡晓炼董事长率团访问巴基斯坦，在中巴两国领导人的见证下，与巴方签署了一批互联互通和能源类项目的合作协议，有关项目的实施对缓解巴电力紧缺和改善基础设施状况、促进区域互联互通、推进中巴经济走廊建设具有重要意义。

In April 2015, Chairman Hu Xiaolian led a delegation to visit Pakistan. Madam Hu signed a number of cooperation agreements on connectivity and energy with the Pakistani partners in the presence of the presidents of China and Pakistan. The implementation of related projects will ease power shortages in Pakistan, improve local infrastructure, promote regional connectivity and advance the building of China-Pakistan Economic Corridor.

#### 配合国家领导人访问俄罗斯和白俄罗斯

##### Visit to Russia and Belarus

2015年5月，胡晓炼董事长率团访问俄罗斯和白俄罗斯，在中俄、中白元首见证下签署能源、互联互通及工业制造领域协议共9项，金额逾11亿美元，并出席了中白地方经贸合作论坛。有关项目的实施将直接促进当地经济发展，有力地支持了我与有关国家产能合作，对于我“一带一路”建设顺利推进及与沿线国家发展战略的对接具有重要意义。

In May 2015, Chairman Hu Xiaolian led a delegation to visit Russia and Belarus. In the presence of the heads of state of China, Russia and Belarus, Madam Hu signed nine agreements on energy, connectivity and manufacturing, totaling over USD1.1 billion. She also attended the China-Belarus Local Economic and Trade Cooperation Forum. The implementation of related projects will promote local economic development, give strong support to international industrial capacity cooperation, and facilitate the implementation of the Belt and Road Initiative and the aligning of the Initiative with the development strategies of counties along the routes of the Belt and Road.



## 配合国家领导人访问津巴布韦和南非 Visit to Zimbabwe and South Africa

2015年12月，胡晓炼董事长率团访问津巴布韦和南非，在中津、中南两国领导人见证下签署了能源、互联互通、金融合作等领域有关协议；在中非合作论坛约翰内斯堡峰会期间与肯尼亚、塞内加尔和加蓬政府签署了基础设施建设领域的若干合作协议。上述协议总金额达196.8亿元人民币，对于促进非洲经济社会发展具有重大意义，并将通过提供更全面多样的金融服务，扩大中非产能合作，加强中非基础设施互联互通与中非金融合作，提升有关合作水平。

In December 2015, Chairman Hu Xiaolian led a delegation to visit Zimbabwe and South Africa and signed agreements on energy, connectivity and financial cooperation in the presence of the heads of state of China, Zimbabwe and South Africa. On the sidelines of the Johannesburg Summit of the Forum on China-Africa Cooperation, Madam Hu signed a number of cooperation agreements on infrastructure with government representatives of Kenya, Senegal and Gabon. With a total value of RMB19.68 billion, the abovementioned agreements will be of great significance for promoting Africa's economic and social development. Through these projects, the Bank will be able to provide more diversified services to expand and improve China-Africa cooperation on industrial capacity, infrastructure connectivity and finance.

## 出席第七轮中美战略与经济对话 Attending the Seventh China-US Strategic and Economic Dialogues

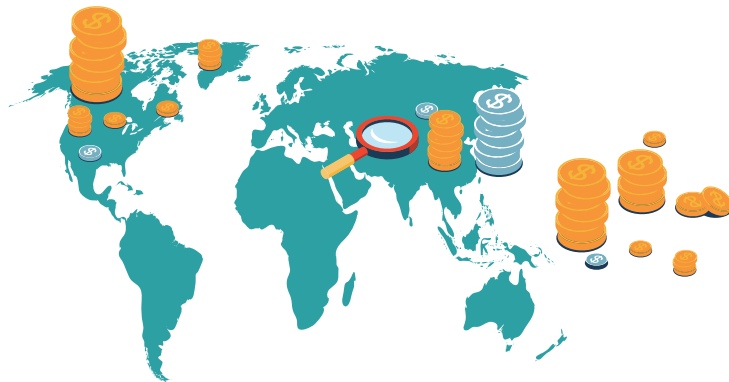
2015年6月，胡晓炼董事长率团出访美国和巴西，参加第七轮中美战略与经济对话活动和第四次中国－巴西高层协调与合作委员会会议，并于对话期间与美能源部、泛美开发银行等机构探讨项目合作。

In June 2015, Chairman Hu Xiaolian led a delegation to visit the United States and Brazil. While in the United States, Madam Hu attended the Seventh China-US Strategic and Economic Dialogues and discussed cooperation opportunities with the US Department of Energy and the Inter-American Development Bank. She also attended the Fourth Session of the China-Brazil High-Level Coordination and Cooperation Commission Meeting in Brasilia.

### 协议总金额



促进非洲经济社会  
发展具有重大  
意义



## 出席南南合作可持续发展高级别论坛

### Attending the High-Level Forum on South-South Cooperation for Sustainable Development

2015年4月，应南南可持续发展指导委员会和南南合作国际组织邀请，刘连舸行长赴香港特别行政区出席南南合作可持续发展高级别论坛，并与会代表进行了交流。

In April 2015, at the invitation of the Steering Committee on South-South Cooperation for Sustainable Development and the International Organization for South-South Cooperation, Mr. Liu Liange, Vice Chairman and President of the Bank attended the High-Level Forum on South-South Cooperation for Sustainable Development in Hong Kong and exchanged views with other meeting participants.



## 出席进出口银行西北非代表处开业仪式

### Attending the opening ceremony of the Bank's Representative Office for Northern and Western Africa

2015年5月，刘连舸行长在摩洛哥出席了进出口银行西北非代表处的开业仪式，与我驻摩大使、摩经济与财政大臣级代表在仪式上致辞并共同为代表处揭牌。进出口银行西北非代表处是我国金融机构在摩设立的首家分支机构，代表处的正式落户彰显了进出口银行对于扩大与摩合作、助推中非互利友好合作的决心。

In May 2015, President Liu Liange attended the opening ceremony of the Bank's Representative Office for Northern and Western Africa in Rabat, Morocco. Chinese Ambassador to Morocco, ministerial-level official from Morocco's Ministry of Economy and Finance and President Liu delivered speeches and unveiled at the opening ceremony and unveiled the license plate of the office.

The Bank's Representative Office for Northern and Western Africa is the first resident office of a Chinese financial institution in Morocco. Its opening demonstrates the Bank's determination to expand cooperation with Morocco and enhance China-Africa friendly and mutually beneficial cooperation.

## 多边合作 Multilateral Cooperation

2015年，中国进出口银行继续深化与多边机构和国际组织的合作。6月，与联合国工业发展组织签署了《谅解备忘录》。11月，与PTA银行签署了《谅解备忘录》。9月，进出口银行增持非洲进出口银行C类股份2529股，在该行持股总计5151股。2015全年，进出口银行出席了泛美开发银行、亚洲开发银行、非洲开发银行、东南非贸易与发展银行等多边金融机构的年会。

In 2015, the Bank continued to deepen cooperation with multilateral financial institutions and international organizations. In June and November, the Bank signed an MOU with the United Nations Industrial Development Organization and with PTA Bank respectively. In September, the Bank bought 2,529 more C-class shares of the African Export-Import Bank, with the total shares reaching 5,151. In the course of 2015, representatives of the Bank attended the annual meetings of the Inter-American Development Bank, the Asian Development Bank, the African Development Bank, the Eastern and Southern African Trade and Development Bank and other multilateral financial institutions.

## 代理行网络 Correspondent Banking Network

中国进出口银行进一步扩展代理行网络，全年共与53家国内外银行的总分支机构建立了代理行关系。截至2015年年末，进出口银行共与1408家银行的总分支机构建立了代理行关系，代理行网络覆盖全球160多个国家和地区。与境内外代理行的各方面合作不断加深。

The Bank continued to expand its correspondent banking network. By establishing correspondent banking relations with head offices and branches of 53 domestic and foreign banks, the Bank had 1,408 correspondent banks in over 160 countries and regions by the end of 2015. Business cooperation with correspondent banks kept deepening in all aspects.

截至2015年年末，

与 **1408** 家银行  
的总分支机构建立了代理行关系，

代理行网络覆盖

全球 **160** 多个国家和地区



## 社会责任

### Social Responsibility

2015年，中国进出口银行秉持金融服务社会发展理念，积极履行社会责任，开展扶贫济困活动，关心支持社会公益事业，在节能环保、三农、扶贫、小微企业等领域实施了多个项目，努力推动经济可持续、社会可持续和环境可持续的有机统一。

In 2015, the Bank actively fulfilled its social responsibility by carrying out poverty reduction and public benefit programs. A number of projects were implemented in areas covering energy conservation, environmental protection, agriculture, rural areas, the rural population, poverty alleviation, and small and micro businesses, to ensure sustainability not only in economic and social development but also in environmental conservation.

## 社会公益事业

### Carrying out activities for public benefit

2015年，中国进出口银行援建甘肃岷县的医疗卫生站工程稳步推进。捐赠资金50万元用于改善贫困山区的基础卫生条件。推进农村电子商务平台建设，向岷县捐赠电脑372台，支持每个偏远乡村建立一个电脑室。组织40名青年优秀志愿者赴岷县开展了2批次支教活动，走访慰问困难学生家庭。此外，继续积极支持岷县中草药特色产业发展，帮助岷县引进投资者，做大做强中草药产业。

Steady progress was made in building clinics in Minxian County with the Bank's assistance. The Bank donated RMB500,000 to improve public health service in poor mountainous areas. It also donated 372 computers to Minxian County to make sure that every remote village was able to have a computer lab to facilitate the setting up of e-business platforms in the countryside. The Bank sent 40 young volunteers in two groups to serve as volunteer teachers in Minxian County. Besides teaching, they often visited and helped the families of students in need. In addition, investors were brought in to develop processing of traditional Chinese herbal medicine in the county.



积极承担社会责任、开展援疆工作。中国进出口银行2015年向新疆阿克苏乌什县依麻木乡国语小学捐赠70台电脑和5台专业教学一体机。邀请50名新疆塔城地区少数民族师生来京开展第二期融情夏令营活动，宣扬社会主义核心价值观，促进各民族青少年文化交流，增进民族团结，获得社会各界的高度评价。

向新疆阿克苏乌什县依麻木乡国语小学捐赠



70 台电脑

5 专业教学一体机

邀请新疆塔城地区少数民族师生来京开展第二期融情夏令营活动

50 名

The Bank provided assistance to Xinjiang Uygur Autonomous Region to fulfill its social responsibility. It donated 70 computers and 5 multi-media teaching and learning machines to a primary school in Yimamu Village, Wushi County, Aksu City. Fifty teachers and students from ethnic minority groups in Tacheng, Xinjiang were invited to Beijing for the second summer camp organized by the Bank. The summer camp activities were very well received because they helped strengthen cultural exchanges among youngsters of different ethnic backgrounds and consolidate ethnic unity.



## 节能环保

### Lending support to energy conservation and environmental protection

大力支持绿色、循环和低碳经济发展，支持了钢铁等一批高耗能、高排放企业回收利用工业废物等技改项目和秸秆、污水等处理利用项目，支持了风电、光伏、新能源汽车等一批清洁能源开发应用项目。



The Bank made great efforts to support green, circular and low-carbon economy. It supported enterprises with high energy consumption and high waste discharge, including steel producers, in carrying out technological transformation to recycle industrial waste and utilize crop straw and treat waste water. The Bank also financed a number of clean energy projects in wind power, photovoltaic power and new energy automobiles.



## 金融扶贫 Deepening financing based cooperation on poverty reduction

积极加强与国务院扶贫办合作。充分发挥自身在外经贸领域的独特优势，深入贫困地区发掘区域特色和产业潜力，积极探索多元化扶贫道路，依托地方特色帮助贫困地区人民脱贫增收。截至2015年末，累计在全国28个省（区）、14个集中连片特困地区支持了两百多个金融扶贫项目，其中，支持国务院扶贫办推荐的金融扶贫重点项目143个，批贷金额近134亿元，贷款余额83亿元，带动数十万农户脱贫，探索出一条因地制宜支持扶贫开发的有效途径。

批贷金额近 **134** 亿元

The Bank increased cooperation with the State Council Leading Group on Poverty Alleviation. It fully leveraged its unique advantages in foreign economic cooperation and trade and reached out to poverty-stricken areas to tap their distinctive development potentials, explore diversified approaches to reduce poverty and help people in distressed areas to walk out of poverty and increase income by making the most of local advantages and strengths.

By the end of 2015, the Bank had launched more than 200 financing based cooperation projects on poverty alleviation in 28 provinces and regions and 14 contiguous poverty stricken areas. Among these projects, 143 were key poverty relief projects recommended by the State Council Leading Group on Poverty Alleviation. The Bank approved nearly RMB13.4 billion of loans to these projects and the outstanding balance amounted to RMB8.3 billion. As a result, hundreds of thousands of rural households got rid of poverty.



## 支持三农

### Providing assistance to agriculture, rural areas and the rural population

重点支持农业科技引进及研发、现代种业、农机装备制造、设施农业、农产品精深加工等现代农业项目、农产品出口基地及物流基地建设项目和农业境外投资合作项目等。截至2015年12月，中国进出口银行涉农贷款余额2114.06亿元，占全行表内贷款余额的9.84%，其中农业“走出去”项目贷款余额1369.4亿元，项目覆盖57个国家和地区。



The Bank gave priority to modern agricultural projects, including the import and R&D of agricultural science and technology, modern seed industry, farming machinery manufacturing, facility agriculture and fine processing of agricultural products. It also placed priority on other key areas, including the construction of agricultural product export and logistics base and overseas investment cooperation projects in agriculture. By the end of December 2015, the outstanding balance of the Bank's agriculture-related loans was RMB211.406 billion, taking up 9.84% of the Bank's total on-balance-sheet outstanding loans. The outstanding balance of loans for the "going global" agricultural projects reached RMB136.94 billion, covering 57 countries and regions worldwide.



## 小微企业

### Assisting the development of small and micro businesses

积极缓解小微企业融资难题，加强与地方政府和金融同业合作，扩大了对小微企业的融资支持力度和覆盖面；兼顾风险、效益和社会责任，推进了小微企业转贷款业务创新。

The Bank worked actively to ease the financing difficulties of small and micro businesses. It enhanced cooperation with local governments and other financial institutions to provide stronger and more extensive support to small and micro businesses. The Bank, bearing in mind the importance of striking a balance among risk, profitability and responsibility, stepped up innovation in developing on-lending products for small and micro businesses to ease their financing difficulties.



# 审计报告

## Auditor's Report



信永中和会计师事务所

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certified public accountants

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## 审计报告

XYZH/2015BJA9021

### 中国进出口银行：

我们审计了后附的中国进出口银行财务报表，包括2015年12月31日的合并及银行资产负债表，2015年度的合并及银行利润表、合并及银行现金流量表、合并及银行所有者权益变动表以及财务报表附注。

### 一、管理层对财务报表的责任

编制和公允列报财务报表是中国进出口银行管理层的责任，这种责任包括：(1)按照企业会计准则的规定编制财务报表，并使其实现公允反映；(2)设计、执行和维护必要的内部控制，以使财务报表不存在由于舞弊或错误导致的重大错报。

### 二、注册会计师的责任

我们的责任是在执行审计工作的基础上对财务报表发表审计意见。我们按照中国注册会计师审计准则的规定执行了审计工作。中国注册会计师审计准则要求我们遵守职业道德守则，计划和执行审计工作以对财务报表是否不存在重大错报获取合理保证。

审计工作涉及实施审计程序，以获取有关财务报表金额和披露的审计证据。选择的审计程序取决于注册会计师的判断，包括对由于舞弊或错误导致的财务报表重大错报风险的评估。在进行风险评估时，注册会计师考虑与财务报表编制和公允列报相关的内部控制，以设计恰当的审计程序，但目的并非对内部控制的有效性发表意见。审计工作还包括评价管理层选用会计政策的恰当性和作出会计估计的合理性，以及评价财务报表的总体列报。

我们相信，我们获取的审计证据是充分、适当的，为发表审计意见提供了基础。

### 三、 审计意见

我们认为，中国进出口银行财务报表在所有重大方面按照企业会计准则的规定编制，公允反映了中国进出口银行2015年12月31日的合并及银行财务状况以及2015年度的合并及银行经营成果和现金流量。



中国 北京

中国注册会计师：

罗川



中国注册会计师：

崔颖颖



二〇一六年四月二十一日



信永中和会计师事务所

ShineWing  
certified public accountants

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## AUDITOR'S REPORT

XYZH/2015BJA9021

### The Export-Import Bank of China:

We have audited the accompanying consolidated financial statements of the Export-Import Bank of China ('the Bank'), which comprise the consolidated balance sheet and consolidated statement of changes in owners' equity as at 31 December 2015, and the consolidated income statement, the consolidated cash flow statement for the year then ended 2015, and the notes to the consolidated financial statements.

### Management's Responsibility for the Consolidated Financial Statements

The Bank's management is responsible for the preparation and fair presentation of these consolidated financial statements. This responsibility includes: (1) preparing these consolidated financial statements in accordance with Accounting Standards for Business Enterprises issued by the Ministry of Finance of the People's Republic of China, and fairly presenting them; (2) designing, implementing and maintaining internal control which is necessary to enable that the consolidated financial statements are free from material misstatement, whether due to fraud or error.

## Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with China's Auditing Standards for the Certified Public Accountants. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Bank's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Bank's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

## Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Bank as at 31 December 2015, and the consolidated financial performance and the consolidated cash flows of the Bank for the year then ended 2015, in accordance with the requirements of the Accounting Standards for Business Enterprises issued by the Ministry of Finance of the People's Republic of China.

ShineWing Certified Public Accountants LLP

Registered in the People's Republic of China

# 财务报表

## Financial Statements

### 合并及银行资产负债表

#### 2015年12月31日

编制单位：中国进出口银行

单位：人民币千元

| 项目                     | 中国进出口银行合并报表      |                  | 中国进出口银行          |                  |
|------------------------|------------------|------------------|------------------|------------------|
|                        | 2015年12月31日      | 2014年12月31日      | 2015年12月31日      | 2014年12月31日      |
| 资产：                    |                  |                  |                  |                  |
| 现金及银行存款                | 283,294.19       | 695,171.37       | 211,746.65       | 447,426.89       |
| 存放中央银行款项               | 201,889,100.35   | 11,299,944.07    | 201,889,100.35   | 11,299,944.07    |
| 贵金属                    | —                | —                | —                | —                |
| 存放联行款项                 | —                | —                | —                | —                |
| 存放同业款项                 | 295,335,284.29   | 404,442,388.76   | 295,260,249.68   | 404,442,388.76   |
| 拆出资金                   | 32,132,720.90    | 46,096,651.25    | 32,132,720.90    | 46,096,651.25    |
| 以公允价值计量且其变动计入当期损益的金融资产 | 4,269,130.41     | 2,208,739.89     | 2,765,491.75     | 1,649,826.39     |
| 衍生金融资产                 | 1,929,502.48     | 1,094,159.16     | 1,929,502.48     | 1,094,159.16     |
| 买入返售金融资产               | 44,263,366.00    | 13,087,293.00    | 44,263,366.00    | 13,087,293.00    |
| 应收款项类金融资产              | 599,001.74       | 249,000.00       | 549,001.55       | 249,000.00       |
| 应收利息                   | 13,773,819.65    | 14,535,454.47    | 13,764,691.25    | 14,535,454.47    |
| 其他应收款                  | 1,954,472.21     | 1,372,888.62     | 1,912,857.69     | 1,100,532.49     |
| 发放贷款和垫款                | 2,052,496,636.02 | 1,741,727,478.60 | 2,055,235,314.58 | 1,744,528,665.16 |
| 可供出售金融资产               | 79,740,359.71    | 55,841,907.19    | 79,740,047.16    | 55,840,323.55    |
| 持有至到期投资                | 79,019,681.55    | 58,369,372.28    | 79,019,681.55    | 58,369,372.28    |
| 长期股权投资                 | 5,069,268.92     | 4,848,366.47     | 3,957,310.57     | 3,664,653.95     |
| 投资性房地产                 | 67,967.79        | 68,715.18        | 67,967.79        | 68,715.18        |
| 固定资产                   | 3,412,682.65     | 3,147,020.98     | 2,754,658.50     | 2,471,725.91     |
| 在建工程                   | 827,281.22       | 1,000,252.17     | 827,281.22       | 1,000,252.17     |
| 固定资产清理                 | 62.91            | 53.41            | 62.91            | 53.41            |
| 无形资产                   | 193,435.64       | 201,949.26       | 193,435.64       | 201,949.26       |
| 商誉                     | —                | —                | —                | —                |
| 长期待摊费用                 | 20,542.92        | 22,430.05        | 20,542.92        | 22,430.05        |
| 抵债资产                   | 20,158.52        | 19,641.72        | 20,158.52        | 19,641.72        |
| 递延所得税资产                | 15,466,135.27    | 7,127,007.03     | 15,466,135.27    | 7,127,007.03     |
| 其他资产                   | 709,502.28       | 309,433.87       | 709,502.28       | 309,433.87       |
| 资产总计                   | 2,833,473,407.60 | 2,367,765,318.78 | 2,832,690,827.20 | 2,367,626,899.99 |

编制单位：中国进出口银行

单位：人民币千元

| 项目                     | 中国进出口银行合并报表      |                  | 中国进出口银行          |                  |
|------------------------|------------------|------------------|------------------|------------------|
|                        | 2015年12月31日      | 2014年12月31日      | 2015年12月31日      | 2014年12月31日      |
| 负债：                    |                  |                  |                  |                  |
| 向中央银行借款                | 7,889,000.00     | 20,000,000.00    | 7,889,000.00     | 20,000,000.00    |
| 联行存放款项                 | -                | -                | -                | -                |
| 同业及其他金融机构存放款项          | 381,225,657.08   | 534,383,345.73   | 381,225,657.08   | 534,383,345.73   |
| 拆入资金                   | 75,235,898.13    | 34,608,374.13    | 75,235,898.13    | 34,608,374.13    |
| 以公允价值计量且其变动计入当期损益的金融负债 | -                | -                | -                | -                |
| 衍生金融负债                 | 1,684,074.02     | 838,145.36       | 1,684,074.02     | 838,145.36       |
| 卖出回购金融资产款              | 4,259,180.00     | -                | 4,259,180.00     | -                |
| 吸收存款                   | 81,526,584.84    | 76,426,726.19    | 81,526,584.84    | 76,426,726.19    |
| 应付职工薪酬                 | 22,414.12        | 1,118.16         | 22,414.12        | 1,118.16         |
| 应交税费                   | 8,147,857.37     | 2,687,122.25     | 8,135,620.28     | 2,684,403.49     |
| 应付利息                   | 2,695,194.86     | 3,130,856.33     | 2,680,591.45     | 3,130,856.33     |
| 其他应付款                  | 2,132,792.05     | 1,855,497.07     | 2,103,989.52     | 1,853,393.29     |
| 预计负债                   | 2,652,182.29     | 1,677,384.03     | 2,652,182.29     | 1,677,384.03     |
| 应付债券                   | 1,940,488,798.54 | 1,646,953,957.62 | 1,940,488,798.54 | 1,646,953,957.62 |
| 递延所得税负债                | 642,934.53       | 283,636.51       | 642,934.53       | 283,636.51       |
| 其他负债                   | 15,402,481.54    | 16,647,033.49    | 15,402,481.54    | 16,647,033.49    |
| 负债合计                   | 2,524,005,049.37 | 2,339,493,196.87 | 2,523,949,406.35 | 2,339,488,374.33 |
| 所有者权益：                 | -                | -                | -                | -                |
| 实收资本                   | 150,000,000.00   | 5,000,000.00     | 150,000,000.00   | 5,000,000.00     |
| 国家资本                   | 150,000,000.00   | 5,000,000.00     | 150,000,000.00   | 5,000,000.00     |
| 集体资本                   | -                | -                | -                | -                |
| 法人资本                   | -                | -                | -                | -                |
| 其中：国有法人资本              | -                | -                | -                | -                |
| 个人资本                   | -                | -                | -                | -                |
| 外商资本                   | -                | -                | -                | -                |
| 资本公积                   | 141,505,509.56   | 7,789.34         | 141,505,509.56   | 7,789.34         |
| 减：库存股                  | -                | -                | -                | -                |
| 其他综合收益                 | 648,586.52       | 42,508.15        | 620,130.08       | 36,311.66        |
| 盈余公积                   | 1,713,257.68     | 2,458,571.68     | 1,713,257.68     | 2,458,571.68     |
| 一般风险准备                 | 14,344,758.24    | 19,779,078.86    | 14,344,758.24    | 19,779,078.86    |
| 未分配利润                  | 1,134,155.38     | 935,576.16       | 557,765.30       | 856,774.12       |
| 归属于母公司所有者权益合计          | 309,346,267.38   | 28,223,524.19    | 308,741,420.86   | 28,138,525.66    |
| 少数股东权益                 | 122,090.84       | 48,597.71        | -                | -                |
| 所有者权益合计                | 309,468,358.22   | 28,272,121.91    | 308,741,420.86   | 28,138,525.66    |
| 负债和所有者权益总计             | 2,833,473,407.60 | 2,367,765,318.78 | 2,832,690,827.20 | 2,367,626,899.99 |

## Consolidated and The Bank Balance Sheet

2015/12/31

The Export-Import Bank of China

Unit: In thousands of RMB

| Items                                                  | Consolidated            |                         | The Bank                |                         |
|--------------------------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
|                                                        | 2015/12/31              | 2014/12/31              | 2015/12/31              | 2014/12/31              |
| <b>Assets:</b>                                         |                         |                         |                         |                         |
| Cash and bank deposits                                 | 283,294.19              | 695,171.37              | 211,746.65              | 447,426.89              |
| Deposit in the central bank                            | 201,889,100.35          | 11,299,944.07           | 201,889,100.35          | 11,299,944.07           |
| Precious Metal                                         | —                       | —                       | —                       | —                       |
| Deposits in correspondent banks                        | —                       | —                       | —                       | —                       |
| Placements with banks and other financial institutions | 295,335,284.29          | 404,442,388.76          | 295,260,249.68          | 404,442,388.76          |
| Interbank lendings                                     | 32,132,720.90           | 46,096,651.25           | 32,132,720.90           | 46,096,651.25           |
| Financial assets at fair value through profit and loss | 4,269,130.41            | 2,208,739.89            | 2,765,491.75            | 1,649,826.39            |
| Derivative financial assets                            | 1,929,502.48            | 1,094,159.16            | 1,929,502.48            | 1,094,159.16            |
| Security purchased under resale agreements             | 44,263,366.00           | 13,087,293.00           | 44,263,366.00           | 13,087,293.00           |
| Accounts receivable                                    | 599,001.74              | 249,000.00              | 549,001.55              | 249,000.00              |
| Accrued interest                                       | 13,773,819.65           | 14,535,454.47           | 13,764,691.25           | 14,535,454.47           |
| Other receivables                                      | 1,954,472.21            | 1,372,888.62            | 1,912,857.69            | 1,100,532.49            |
| Loans and advances                                     | 2,052,496,636.02        | 1,741,727,478.60        | 2,055,235,314.58        | 1,744,528,665.16        |
| Financial assets available-for-sale                    | 79,740,359.71           | 55,841,907.19           | 79,740,047.16           | 55,840,323.55           |
| Held-to-maturity investments                           | 79,019,681.55           | 58,369,372.28           | 79,019,681.55           | 58,369,372.28           |
| Long-term Equity Investment                            | 5,069,268.92            | 4,848,366.47            | 3,957,310.57            | 3,664,653.95            |
| Investment property                                    | 67,967.79               | 68,715.18               | 67,967.79               | 68,715.18               |
| Fixed assets                                           | 3,412,682.65            | 3,147,020.98            | 2,754,658.50            | 2,471,725.91            |
| Construction In Progress                               | 827,281.22              | 1,000,252.17            | 827,281.22              | 1,000,252.17            |
| Disposal of Fixed Assets                               | 62.91                   | 53.41                   | 62.91                   | 53.41                   |
| Intangible assets                                      | 193,435.64              | 201,949.26              | 193,435.64              | 201,949.26              |
| Goodwill                                               | —                       | —                       | —                       | —                       |
| Long-term unamortized expenses                         | 20,542.92               | 22,430.05               | 20,542.92               | 22,430.05               |
| Distraigned assets                                     | 20,158.52               | 19,641.72               | 20,158.52               | 19,641.72               |
| Deferred tax assets                                    | 15,466,135.27           | 7,127,007.03            | 15,466,135.27           | 7,127,007.03            |
| Other assets                                           | 709,502.28              | 309,433.87              | 709,502.28              | 309,433.87              |
| <b>Total assets</b>                                    | <b>2,833,473,407.60</b> | <b>2,367,765,318.78</b> | <b>2,832,690,827.20</b> | <b>2,367,626,899.99</b> |

| The Export-Import Bank of China                         |                         | Unit: In thousands of RMB |                         |                         |
|---------------------------------------------------------|-------------------------|---------------------------|-------------------------|-------------------------|
| Items                                                   | Consolidated            |                           | The Bank                |                         |
|                                                         | 2015/12/31              | 2014/12/31                | 2015/12/31              | 2014/12/31              |
| <b>Liabilities:</b>                                     |                         |                           |                         |                         |
| Borrowings from central bank                            | 7,889,000.00            | 20,000,000.00             | 7,889,000.00            | 20,000,000.00           |
| Deposit from correspondent banks                        | —                       | —                         | —                       | —                       |
| Due to banks and other financial institutions           | 381,225,657.08          | 534,383,345.73            | 381,225,657.08          | 534,383,345.73          |
| Interbank borrowings                                    | 75,235,898.13           | 34,608,374.13             | 75,235,898.13           | 34,608,374.13           |
| Financial liabilities held-for-trading                  | —                       | —                         | —                       | —                       |
| Derivative financial liabilities                        | 1,684,074.02            | 838,145.36                | 1,684,074.02            | 838,145.36              |
| Security sold under repurchase agreement                | 4,259,180.00            | —                         | 4,259,180.00            | —                       |
| Due to customers                                        | 81,526,584.84           | 76,426,726.19             | 81,526,584.84           | 76,426,726.19           |
| Payroll payable                                         | 22,414.12               | 1,118.16                  | 22,414.12               | 1,118.16                |
| Taxes Payable                                           | 8,147,857.37            | 2,687,122.25              | 8,135,620.28            | 2,684,403.49            |
| Interest payable                                        | 2,695,194.86            | 3,130,856.33              | 2,680,591.45            | 3,130,856.33            |
| Other payables                                          | 2,132,792.05            | 1,855,497.07              | 2,103,989.52            | 1,853,393.29            |
| Estimated liabilities                                   | 2,652,182.29            | 1,677,384.03              | 2,652,182.29            | 1,677,384.03            |
| Bonds payable                                           | 1,940,488,798.54        | 1,646,953,957.62          | 1,940,488,798.54        | 1,646,953,957.62        |
| Deferred tax liabilities                                | 642,934.53              | 283,636.51                | 642,934.53              | 283,636.51              |
| Other liabilities                                       | 15,402,481.54           | 16,647,033.49             | 15,402,481.54           | 16,647,033.49           |
| <b>Total liabilities</b>                                | <b>2,524,005,049.37</b> | <b>2,339,493,196.87</b>   | <b>2,523,949,406.35</b> | <b>2,339,488,374.33</b> |
| <b>Owner's equity:</b>                                  | <b>—</b>                | <b>—</b>                  | <b>—</b>                | <b>—</b>                |
| Paid-in capital                                         | 150,000,000.00          | 5,000,000.00              | 150,000,000.00          | 5,000,000.00            |
| National capital                                        | 150,000,000.00          | 5,000,000.00              | 150,000,000.00          | 5,000,000.00            |
| Collective capital                                      | —                       | —                         | —                       | —                       |
| Corporate capital                                       | —                       | —                         | —                       | —                       |
| National corporate capital                              | —                       | —                         | —                       | —                       |
| Individual capital                                      | —                       | —                         | —                       | —                       |
| Foreign capital                                         | —                       | —                         | —                       | —                       |
| Capital reserves                                        | 141,505,509.56          | 7,789.34                  | 141,505,509.56          | 7,789.34                |
| Less: Treasury stock                                    | —                       | —                         | —                       | —                       |
| Other Comprehensive Income                              | 648,586.52              | 42,508.15                 | 620,130.08              | 36,311.66               |
| Surplus reserves                                        | 1,713,257.68            | 2,458,571.68              | 1,713,257.68            | 2,458,571.68            |
| General risk reserves                                   | 14,344,758.24           | 19,779,078.86             | 14,344,758.24           | 19,779,078.86           |
| Undistributed profit                                    | 1,134,155.38            | 935,576.16                | 557,765.30              | 856,774.12              |
| Total Owners' Equity Attributable to the Parent Company | 309,346,267.38          | 28,223,524.19             | 308,741,420.86          | 28,138,525.66           |
| Minority Shareholder's Equity                           | 122,090.84              | 48,597.71                 | —                       | —                       |
| Total Owners' Equity                                    | 309,468,358.22          | 28,272,121.91             | 308,741,420.86          | 28,138,525.66           |
| <b>Total Liabilities and Owners' Equity</b>             | <b>2,833,473,407.60</b> | <b>2,367,765,318.78</b>   | <b>2,832,690,827.20</b> | <b>2,367,626,899.99</b> |

## 合并及银行利润表 2015年度

编制单位：中国进出口银行

单位：人民币千元

| 项目                       | 中国进出口银行合并报表   |               | 中国进出口银行       |               |
|--------------------------|---------------|---------------|---------------|---------------|
|                          | 2015年度        | 2014年度        | 2015年度        | 2014年度        |
| 一、营业收入                   | 48,430,436.94 | 22,864,953.75 | 47,817,273.72 | 22,997,627.26 |
| (一) 利息净收入                | 11,834,548.67 | 14,755,063.68 | 11,671,759.95 | 14,654,006.79 |
| 利息收入                     | 93,964,810.37 | 85,425,254.45 | 93,724,902.39 | 85,324,197.56 |
| 利息支出                     | 82,130,261.70 | 70,670,190.77 | 82,053,142.44 | 70,670,190.77 |
| (二) 手续费及佣金净收入            | 4,153,560.40  | 3,888,589.34  | 4,153,561.17  | 3,888,591.61  |
| 手续费及佣金收入                 | 4,587,022.72  | 4,161,331.97  | 4,587,022.72  | 4,161,331.97  |
| 手续费及佣金支出                 | 433,462.32    | 272,742.64    | 433,461.56    | 272,740.36    |
| (三) 投资收益 (损失以“-”号填列)     | 6,477,394.90  | 4,044,756.60  | 6,027,959.95  | 4,197,503.86  |
| 其中：对联营企业和合营企业的投资收益       | 397,620.52    | 178,245.28    | 145,841.17    | 258,892.39    |
| (四) 公允价值变动收益 (损失以“-”号填列) | -27,054.67    | -1,021,912.47 | -27,054.67    | -937,699.12   |
| (五) 其他收入                 | 25,991,987.63 | 1,198,456.60  | 25,991,047.32 | 1,195,224.13  |
| 汇兑收益 (损失以“-”号填列)         | 25,971,894.76 | 1,176,542.34  | 25,970,954.45 | 1,176,547.20  |
| 其他业务收入                   | 20,092.87     | 21,914.26     | 20,092.87     | 18,676.93     |
| 二、营业支出                   | 44,520,715.13 | 20,302,021.28 | 44,422,723.33 | 20,200,807.96 |
| (一) 营业税金及附加              | 5,239,085.21  | 4,370,850.04  | 5,227,747.90  | 4,370,850.04  |
| (二) 业务及管理费               | 2,602,749.54  | 2,256,304.97  | 2,507,409.89  | 2,148,182.03  |
| (三) 资产减值损失或呆账损失          | 36,657,261.05 | 13,662,016.82 | 36,665,946.20 | 13,668,926.45 |
| (四) 其他业务成本               | 21,619.34     | 12,849.44     | 21,619.34     | 12,849.44     |
| 三、营业利润 (亏损以“-”号填列)       | 3,909,721.81  | 2,562,932.47  | 3,394,550.40  | 2,796,819.29  |
| 加：营业外收入                  | 2,687,469.47  | 3,037,242.08  | 2,687,469.47  | 3,037,242.08  |
| 减：营业外支出                  | 7,569.55      | 12,664.74     | 7,569.55      | 12,664.74     |
| 四、利润总额 (亏损以“-”号填列)       | 6,589,621.72  | 5,587,509.80  | 6,074,450.31  | 5,821,396.62  |
| 减：所得税费用                  | 1,446,678.64  | 1,554,535.63  | 1,441,873.54  | 1,552,833.47  |
| 五、净利润 (亏损以“-”号填列)        | 5,142,943.08  | 4,032,974.17  | 4,632,576.77  | 4,268,563.16  |
| 归属于母公司所有者的净利润            | 5,130,164.81  | 4,038,410.11  | -             | -             |
| 少数股东损益                   | 12,778.27     | -5,435.94     | -             | -             |

| 项目                                | 中国进出口银行合并报表  |              | 中国进出口银行      |              |
|-----------------------------------|--------------|--------------|--------------|--------------|
|                                   | 2015年度       | 2014年度       | 2015年度       | 2014年度       |
| 六、其他综合收益的税后净额                     | 606,124.15   | 351,086.59   | 583,818.42   | 350,324.65   |
| 归属于母公司股东的其他综合收益的税后净额              | 606,078.38   | 351,108.43   | 583,818.42   | 350,324.65   |
| (一)以后不能重分类进损益的其他综合收益              | 3,202.20     | 2,967.30     | 3,202.20     | 2,967.30     |
| 1、权益法下在被投资单位不能重分类进损益的其他综合收益中享有的份额 | 3,202.20     | 2,967.30     | 3,202.20     | 2,967.30     |
| (二)以后将重分类进损益的其他综合收益               | 602,876.18   | 348,141.13   | 580,616.22   | 347,357.35   |
| 1、可供出售金融资产公允价值变动损益                | 577,336.64   | 343,677.80   | 577,336.64   | 344,229.26   |
| 2、外币财务报表折算差额                      | 25,539.53    | 4,463.32     | 3,279.58     | 3,128.10     |
| 归属于少数股东的其他综合收益的税后净额               | 45.77        | -21.84       | -            | -            |
| 七、综合收益总额                          | 5,749,067.24 | 4,384,060.76 | 5,216,395.19 | 4,618,887.81 |
| (一)归属于母公司所有者的综合收益总额               | 5,736,243.19 | 4,389,518.54 | -            | -            |
| (二)归属于少数股东的综合收益总额                 | 12,824.05    | -5,457.78    | -            | -            |

## Consolidated and The Bank Income Statement

### For the year 2015

The Export-Import Bank of China

Unit: In thousands of RMB

| Items                                                           | Consolidated         |                      | The Bank             |                      |
|-----------------------------------------------------------------|----------------------|----------------------|----------------------|----------------------|
|                                                                 | 2015                 | 2014                 | 2015                 | 2014                 |
| <b>I. Operating Income</b>                                      | <b>48,430,436.94</b> | <b>22,864,953.75</b> | <b>47,817,273.72</b> | <b>22,997,627.26</b> |
| (1) Net interest income                                         | 11,834,548.67        | 14,755,063.68        | 11,671,759.95        | 14,654,006.79        |
| Interest revenue                                                | 93,964,810.37        | 85,425,254.45        | 93,724,902.39        | 85,324,197.56        |
| Interest expenditure                                            | 82,130,261.70        | 70,670,190.77        | 82,053,142.44        | 70,670,190.77        |
| (2) Net fees and commission income                              | 4,153,560.40         | 3,888,589.34         | 4,153,561.17         | 3,888,591.61         |
| Fees and commission income                                      | 4,587,022.72         | 4,161,331.97         | 4,587,022.72         | 4,161,331.97         |
| Fees and commission expenditure                                 | 433,462.32           | 272,742.64           | 433,461.56           | 272,740.36           |
| (3) Investment income (loss marked "-")                         | 6,477,394.90         | 4,044,756.60         | 6,027,959.95         | 4,197,503.86         |
| Including: investment income from associates and joint ventures | 397,620.52           | 178,245.28           | 145,841.17           | 258,892.39           |
| (4) Profit/loss from fair value movement (loss marked "-")      | -27,054.67           | -1,021,912.47        | -27,054.67           | -937,699.12          |
| (5) Other income                                                | 25,991,987.63        | 1,198,456.60         | 25,991,047.32        | 1,195,224.13         |
| Exchange gains (loss marked "-")                                | 25,971,894.76        | 1,176,542.34         | 25,970,954.45        | 1,176,547.20         |
| Other operating revenue                                         | 20,092.87            | 21,914.26            | 20,092.87            | 18,676.93            |
| <b>II. Operating Cost</b>                                       | <b>44,520,715.13</b> | <b>20,302,021.28</b> | <b>44,422,723.33</b> | <b>20,200,807.96</b> |
| (1) Business tax and other levies                               | 5,239,085.21         | 4,370,850.04         | 5,227,747.90         | 4,370,850.04         |
| (2) Operating and administrative expense                        | 2,602,749.54         | 2,256,304.97         | 2,507,409.89         | 2,148,182.03         |
| (3) Impairment losses on assets                                 | 36,657,261.05        | 13,662,016.82        | 36,665,946.20        | 13,668,926.45        |
| (4) Other operating cost                                        | 21,619.34            | 12,849.44            | 21,619.34            | 12,849.44            |
| <b>III. Operating Profit (loss marked "-")</b>                  | <b>3,909,721.81</b>  | <b>2,562,932.47</b>  | <b>3,394,550.40</b>  | <b>2,796,819.29</b>  |
| Add: Non-operating income                                       | 2,687,469.47         | 3,037,242.08         | 2,687,469.47         | 3,037,242.08         |
| Less: Non-operating expense                                     | 7,569.55             | 12,664.74            | 7,569.55             | 12,664.74            |
| <b>IV. Total Profit (loss marked "-")</b>                       | <b>6,589,621.72</b>  | <b>5,587,509.80</b>  | <b>6,074,450.31</b>  | <b>5,821,396.62</b>  |
| Less: Income Tax Expense                                        | 1,446,678.64         | 1,554,535.63         | 1,441,873.54         | 1,552,833.47         |
| <b>V. Net Profit (loss marked "-")</b>                          | <b>5,142,943.08</b>  | <b>4,032,974.17</b>  | <b>4,632,576.77</b>  | <b>4,268,563.16</b>  |
| Net profit attributable to the owners of parent company         | 5,130,164.81         | 4,038,410.11         | -                    | -                    |
| Minority Interests                                              | 12,778.27            | -5,435.94            | -                    | -                    |

| Items                                                                                                            | Consolidated |              | The Bank     |              |
|------------------------------------------------------------------------------------------------------------------|--------------|--------------|--------------|--------------|
|                                                                                                                  | 2015         | 2014         | 2015         | 2014         |
| VI. Other comprehensive income (expense) for the year, net of tax                                                | 606,124.15   | 351,086.59   | 583,818.42   | 350,324.65   |
| Other comprehensive income (expense) for the year attribute to owners of the Bank                                | 606,078.38   | 351,108.43   | 583,818.42   | 350,324.65   |
| 1. Other comprehensive income (expense) for the year that may not be reclassified subsequently to profit or loss | 3,202.20     | 2,967.30     | 3,202.20     | 2,967.30     |
| (1) Share of other comprehensive income of associates that may not be classified subsequently to profit or loss  | 3,202.20     | 2,967.30     | 3,202.20     | 2,967.30     |
| 2. Other comprehensive income (expense) for the year that may be reclassified subsequently to profit or loss     | 602,876.18   | 348,141.13   | 580,616.22   | 347,357.35   |
| (1) Net fair value changes of available-for-sale financial assets during the year                                | 577,336.64   | 343,677.80   | 577,336.64   | 344,229.26   |
| (2) Exchange differences arising on translating foreign operations                                               | 25,539.53    | 4,463.32     | 3,279.58     | 3,128.10     |
| Other comprehensive income (expense) for the year attribute to non-controlling interests                         | 45.77        | -21.84       | —            | —            |
| VII. Total comprehensive income (expense) for the year                                                           | 5,749,067.24 | 4,384,060.76 | 5,216,395.19 | 4,618,887.81 |
| Total comprehensive income (expense) for the year attribute to owners of the Bank                                | 5,736,243.19 | 4,389,518.54 | —            | —            |
| Total comprehensive income (expense) for the year attribute to non-controlling interests                         | 12,824.05    | -5,457.78    | —            | —            |

## 合并及银行现金流量表 2015年度

编制单位：中国进出口银行

单位：人民币千元

| 项目                      | 中国进出口银行合并报表      |                 | 中国进出口银行          |                 |
|-------------------------|------------------|-----------------|------------------|-----------------|
|                         | 2015年度           | 2014年度          | 2015年度           | 2014年度          |
| <b>一、经营活动产生的现金流量：</b>   |                  |                 |                  |                 |
| 客户存款和同业存放款项净增加额         | 106,482,862.75   | 204,329,092.40  | 106,482,862.75   | 204,329,092.40  |
| 向中央银行借款净增加额             | -12,111,000.00   | 20,000,000.00   | -12,111,000.00   | 20,000,000.00   |
| 向其他金融机构拆入资金净增加额         | 38,088,718.87    | -11,809,688.91  | 38,088,718.87    | -11,809,688.91  |
| 收取利息、手续费及佣金的现金          | 97,889,837.52    | 84,687,624.47   | 97,859,465.98    | 84,586,568.71   |
| 收到其他与经营活动有关的现金          | 5,665,594.90     | 15,481,310.19   | 4,393,560.67     | 15,473,869.11   |
| 经营活动现金流入小计              | 236,016,014.05   | 312,688,338.16  | 234,713,608.28   | 312,579,841.32  |
| 客户贷款及垫款净增加额             | 298,593,336.58   | 303,764,161.63  | 298,372,594.35   | 305,249,133.42  |
| 存放中央银行和同业款项净增加额         | -105,240,854.76  | 182,755,763.83  | -105,240,854.76  | 182,755,763.83  |
| 支付利息、手续费及佣金的现金          | 34,337,983.26    | 7,075,796.36    | 34,337,983.26    | 7,075,796.36    |
| 支付给职工以及为职工支付的现金         | 972,615.14       | 845,955.51      | 972,615.14       | 845,955.51      |
| 支付的各项税费                 | 9,553,784.34     | 7,365,597.86    | 9,548,675.37     | 7,362,516.03    |
| 支付其他与经营活动有关的现金          | 3,514,607.36     | 1,996,347.05    | 2,309,154.50     | 1,637,667.93    |
| 经营活动现金流出小计              | 241,731,471.92   | 503,803,622.24  | 240,300,167.87   | 504,926,833.06  |
| 经营活动产生的现金流量净额           | -5,715,457.87    | -191,115,284.08 | -5,586,559.59    | -192,346,991.75 |
| <b>二、投资活动产生的现金流量：</b>   |                  |                 |                  |                 |
| 收回投资收到的现金               | 1,964,881,080.40 | 4,132,030.63    | 1,964,742,648.54 | 4,132,030.63    |
| 取得投资收益收到的现金             | 6,131,890.40     | 3,394,951.87    | 5,687,915.19     | 3,394,951.87    |
| 收到其他与投资活动有关的现金          | 1.96             | 38,434.68       | -                | 38,433.54       |
| 投资活动现金流入小计              | 1,971,012,972.77 | 7,565,417.18    | 1,970,430,563.73 | 7,565,416.04    |
| 投资支付的现金                 | 1,997,729,345.04 | 41,476,558.08   | 1,997,034,115.53 | 40,438,203.24   |
| 购建固定资产、无形资产和其他长期资产支付的现金 | 647,799.98       | 249,121.64      | 647,799.98       | 248,104.82      |
| 支付其他与投资活动有关的现金          | -                | 90,645.16       | -                | -               |
| 投资活动现金流出小计              | 1,998,377,145.02 | 41,816,324.88   | 1,997,681,915.51 | 40,686,308.06   |
| 投资活动产生的现金流量净额           | -27,364,172.25   | -34,250,907.71  | -27,251,351.78   | -33,120,892.02  |

| 项目                  | 中国进出口银行合并报表    |                | 中国进出口银行        |                |
|---------------------|----------------|----------------|----------------|----------------|
|                     | 2015年度         | 2014年度         | 2015年度         | 2014年度         |
| 三、筹资活动产生的现金流量：      |                |                |                |                |
| 吸收投资收到的现金           | 58,919.16      | 58,965.45      | —              | —              |
| 其中：子公司吸收少数股东投资收到的现金 | —              | —              | —              | —              |
| 发行债券收到的现金           | 612,822,096.08 | 516,339,231.93 | 612,822,096.08 | 516,339,231.93 |
| 收到其他与筹资活动有关的现金      | —              | —              | —              | —              |
| 筹资活动现金流入小计          | 612,881,015.23 | 516,398,197.38 | 612,822,096.08 | 516,339,231.93 |
| 偿还债务支付的现金           | 331,249,484.64 | 248,332,935.02 | 331,249,484.64 | 248,332,935.02 |
| 分配股利、利润或偿付利息支付的现金   | 62,689,423.11  | 62,827,472.31  | 62,689,423.11  | 62,827,472.31  |
| 其中：子公司支付给少数股东的股利、利润 | —              | —              | —              | —              |
| 支付其他与筹资活动有关的现金      | —              | —              | —              | —              |
| 筹资活动现金流出小计          | 393,938,907.76 | 311,160,407.33 | 393,938,907.76 | 311,160,407.33 |
| 筹资活动产生的现金流量净额       | 218,942,107.48 | 205,237,790.05 | 218,883,188.32 | 205,178,824.60 |
| 四、汇率变动对现金及现金等价物的影响  | 19,244,572.01  | 1,299,448.67   | 19,234,986.13  | 1,298,823.30   |
| 五、现金及现金等价物净增加额      | 205,107,049.37 | -18,828,953.06 | 205,280,263.08 | -18,990,235.86 |
| 加：年初现金及现金等价物余额      | 82,519,126.64  | 101,348,079.70 | 82,271,382.16  | 101,261,618.02 |
| 六、年末现金及现金等价物余额      | 287,626,176.01 | 82,519,126.64  | 287,551,645.24 | 82,271,382.16  |

## Consolidated and The Bank Cash Flow Statement

### For the year 2015

The Export-Import Bank of China

Unit: In thousands of RMB

| Items                                                                                                 | Consolidated     |                 | The Bank         |                 |
|-------------------------------------------------------------------------------------------------------|------------------|-----------------|------------------|-----------------|
|                                                                                                       | 2015             | 2014            | 2015             | 2014            |
| <b>I. Cash Flow From Operating Activities:</b>                                                        |                  |                 |                  |                 |
| Net Increases due from Customers and Balances with Banks                                              | 106,482,862.75   | 204,329,092.40  | 106,482,862.75   | 204,329,092.40  |
| Net Increase due from Central Bank                                                                    | -12,111,000.00   | 20,000,000.00   | -12,111,000.00   | 20,000,000.00   |
| Net Increase in Placements with Other Financial Institutions                                          | 38,088,718.87    | -11,809,688.91  | 38,088,718.87    | -11,809,688.91  |
| Cash Flow-in from Interests, Fees, and Commission Paid                                                | 97,889,837.52    | 84,687,624.47   | 97,859,465.98    | 84,586,568.71   |
| Other Cash Inflows from Operating Activities                                                          | 5,665,594.90     | 15,481,310.19   | 4,393,560.67     | 15,473,869.11   |
| Subtotal Cash Flow-in From Operating Activities                                                       | 236,016,014.05   | 312,688,338.16  | 234,713,608.28   | 312,579,841.32  |
| Net Increase in Loans and Advances to Customers                                                       | 298,593,336.58   | 303,764,161.63  | 298,372,594.35   | 305,249,133.42  |
| Net Increase in Deposits in Central Bank and Banks                                                    | -105,240,854.76  | 182,755,763.83  | -105,240,854.76  | 182,755,763.83  |
| Cash Flow-out from Interests, Fees, and Commission Paid                                               | 34,337,983.26    | 7,075,796.36    | 34,337,983.26    | 7,075,796.36    |
| Payments to and for Employees                                                                         | 972,615.14       | 845,955.51      | 972,615.14       | 845,955.51      |
| Tax and Fee Paid                                                                                      | 9,553,784.34     | 7,365,597.86    | 9,548,675.37     | 7,362,516.03    |
| Other Cash Outflows from Operating Activities                                                         | 3,514,607.36     | 1,996,347.05    | 2,309,154.50     | 1,637,667.93    |
| Subtotal Cash Flow-out From Operating Activities                                                      | 241,731,471.92   | 503,803,622.24  | 240,300,167.87   | 504,926,833.06  |
| Net Cash Flow From Operating Activities                                                               | -5,715,457.87    | -191,115,284.08 | -5,586,559.59    | -192,346,991.75 |
| <b>II. Cash Flow From Investing Activities:</b>                                                       |                  |                 |                  |                 |
| Cash Received from Disposal of Investment                                                             | 1,964,881,080.40 | 4,132,030.63    | 1,964,742,648.54 | 4,132,030.63    |
| Income received from Investment                                                                       | 6,131,890.40     | 3,394,951.87    | 5,687,915.19     | 3,394,951.87    |
| Other Cash Inflows from Investing Activities                                                          | 1.96             | 38,434.68       | —                | 38,433.54       |
| Subtotal Cash Flow-in From Investing Activities                                                       | 1,971,012,972.77 | 7,565,417.18    | 1,970,430,563.73 | 7,565,416.04    |
| Cash Paid for Investment                                                                              | 1,997,729,345.04 | 41,476,558.08   | 1,997,034,115.53 | 40,438,203.24   |
| Proceeds from Purchase and Construction of Fixed Assets, Intangible Assets and Other Long-term Assets | 647,799.98       | 249,121.64      | 647,799.98       | 248,104.82      |
| Other Cash Outflows from Investing Activities                                                         | —                | 90,645.16       | —                | —               |
| Subtotal Cash Flow-out From Investing Activities                                                      | 1,998,377,145.02 | 41,816,324.88   | 1,997,681,915.51 | 40,686,308.06   |
| Net Cash Flow From Investing Activities                                                               | -27,364,172.25   | -34,250,907.71  | -27,251,351.78   | -33,120,892.02  |

| Items                                                                       | Consolidated   |                | The Bank       |                |
|-----------------------------------------------------------------------------|----------------|----------------|----------------|----------------|
|                                                                             | 2015           | 2014           | 2015           | 2014           |
| III. Cash Flow From Financing Activities:                                   | —              | —              | —              | —              |
| Cash Received by Investors                                                  | 58,919.16      | 58,965.45      | —              | —              |
| Cash Received from Minority Investment in Subsidiaries                      | —              | —              | —              | —              |
| Cash Received from Issuance of Bonds                                        | 612,822,096.08 | 516,339,231.93 | 612,822,096.08 | 516,339,231.93 |
| Other Cash Inflows from Financing Activities                                | —              | —              | —              | —              |
| Subtotal Cash Flow-in From Financing Activities                             | 612,881,015.23 | 516,398,197.38 | 612,822,096.08 | 516,339,231.93 |
| Repayments for Debts Issues                                                 | 331,249,484.64 | 248,332,935.02 | 331,249,484.64 | 248,332,935.02 |
| Cash Payments for Interest Expenses and Distribution of Dividends or Profit | 62,689,423.11  | 62,827,472.31  | 62,689,423.11  | 62,827,472.31  |
| Dividend Payments to Minority Equity Holders in Subsidiaries                | —              | —              | —              | —              |
| Other Cash Outflows from Financing Activities                               | —              | —              | —              | —              |
| Subtotal Cash Flow-out From Financing Activities                            | 393,938,907.76 | 311,160,407.33 | 393,938,907.76 | 311,160,407.33 |
| Net Cash Flow From Financing Activities                                     | 218,942,107.48 | 205,237,790.05 | 218,883,188.32 | 205,178,824.60 |
| IV. Effect of exchange rate change on cash and cash equivalent              | 19,244,572.01  | 1,299,448.67   | 19,234,986.13  | 1,298,823.30   |
| V. Net Increase Cash and Cash Equivalent                                    | 205,107,049.37 | -18,828,953.06 | 205,280,263.08 | -18,990,235.86 |
| Add: the Beginning Balance of Cash and Cash Equivalent                      | 82,519,126.64  | 101,348,079.70 | 82,271,382.16  | 101,261,618.02 |
| VI. The Ending Balance of Cash and Cash Equivalent                          | 287,626,176.01 | 82,519,126.64  | 287,551,645.24 | 82,271,382.16  |

## 合并所有者权益变动表 2015年度

编制单位：中国进出口银行

### 项目

|                       | 实收资本           | 资本公积           | 减：库存股 |
|-----------------------|----------------|----------------|-------|
| 一、上年年末余额              | 5,000,000.00   | 7,789.34       | —     |
| 加：会计政策变更              | —              | —              | —     |
| 前期差错更正                | —              | —              | —     |
| 同一控制下企业合并             | —              | —              | —     |
| 其他                    | —              | —              | —     |
| 二、本年年初余额              | 5,000,000.00   | 7,789.34       | —     |
| 三、本年增减变动金额（减少以“-”号填列） | 145,000,000.00 | 141,497,720.22 | —     |
| （一）综合收益总额             | —              | —              | —     |
| （二）股东投入和减少资本          | 133,888,779.78 | 141,497,720.22 | —     |
| 1. 股东投入普通股            | 133,888,779.78 | 141,497,720.22 | —     |
| 2. 其他权益工具持有者投入资本      | —              | —              | —     |
| 3. 股份支付计入股东权益的金额      | —              | —              | —     |
| 4. 其他                 | —              | —              | —     |
| （三）利润分配               | —              | —              | —     |
| 1. 提取盈余公积             | —              | —              | —     |
| 2. 提取一般风险准备           | —              | —              | —     |
| 3. 对所有者（或股东）的分配       | —              | —              | —     |
| 4. 其他                 | —              | —              | —     |
| （四）股东权益内部结转           | 11,111,220.22  | —              | —     |
| 1. 资本公积转增股本           | —              | —              | —     |
| 2. 盈余公积转增股本           | 1,208,571.68   | —              | —     |
| 3. 盈余公积弥补亏损           | —              | —              | —     |
| 4. 其他                 | 9,902,648.54   | —              | —     |
| （五）其他                 | —              | —              | —     |
| 四、本年年末余额              | 150,000,000.00 | 141,505,509.56 | —     |

单位：人民币千元

| 本年金额        |               |               |               |            |                |  |
|-------------|---------------|---------------|---------------|------------|----------------|--|
| 归属于母公司所有者权益 |               |               |               |            |                |  |
| 其他综合收益      | 盈余公积          | 一般风险准备        | 未分配利润         | 少数股东权益     | 所有者权益合计        |  |
| 42,508.15   | 2,458,571.68  | 19,779,078.86 | 935,576.16    | 48,597.71  | 28,272,121.91  |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| 42,508.15   | 2,458,571.68  | 19,779,078.86 | 935,576.16    | 48,597.71  | 28,272,121.91  |  |
| 606,078.38  | -745,314.00   | -5,434,320.62 | 198,579.21    | 73,493.13  | 281,196,236.32 |  |
| 606,078.38  | -             | -             | 5,130,164.81  | 12,824.05  | 5,749,067.24   |  |
| -           | -             | -             | -             | 60,669.08  | 275,447,169.08 |  |
| -           | -             | -             | -             | 60,669.08  | 275,447,169.08 |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | 463,257.68    | -             | -463,257.68   | -          | -              |  |
| -           | 463,257.68    | -             | -463,257.68   | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -1,208,571.68 | -5,434,320.62 | -4,468,327.92 | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -1,208,571.68 | -             | -             | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| -           | -             | -5,434,320.62 | -4,468,327.92 | -          | -              |  |
| -           | -             | -             | -             | -          | -              |  |
| 648,586.52  | 1,713,257.68  | 14,344,758.24 | 1,134,155.38  | 122,090.84 | 309,468,358.22 |  |

## Consolidated Statement of Change in Shareholder's Equity

### For the year 2015

The Export-Import Bank of China

| Items                                                            | Paid-in Capital | Capital Reserves | Less: Treasury Stock |
|------------------------------------------------------------------|-----------------|------------------|----------------------|
| I. Balance at the End of 2014                                    | 5,000,000.00    | 7,789.34         | —                    |
| Add: change in accounting policy                                 | —               | —                | —                    |
| Corrections of Prior Period Errors                               | —               | —                | —                    |
| Combination under Common Control                                 | —               | —                | —                    |
| Other                                                            | —               | —                | —                    |
| II. Balance at the Beginning of Year                             | 5,000,000.00    | 7,789.34         | —                    |
| III. Change Through Year 2015 ("—" for losses)                   | 145,000,000.00  | 141,497,720.22   | —                    |
| 1. Total comprehensive income                                    | —               | —                | —                    |
| 2. Capital Paid and Reduced by Owners                            | 133,888,779.78  | 141,497,720.22   | —                    |
| (1) Capital Paid by Owners of common stock                       | 133,888,779.78  | 141,497,720.22   | —                    |
| (2) Capital Paid by Owners of Other Equities                     | —               | —                | —                    |
| (3) Amounts of Share-based Payments Recognized in Owners' Equity | —               | —                | —                    |
| (4) Others                                                       | —               | —                | —                    |
| 3. Dividends                                                     | —               | —                | —                    |
| (1) Appropriation of Statutory Surplus Reserves                  | —               | —                | —                    |
| (2) Appropriation to General Risk Provisions                     | —               | —                | —                    |
| (3) Dividends to Holders                                         | —               | —                | —                    |
| (4) Others                                                       | —               | —                | —                    |
| 4. Internal Carry-over of Shareholders' Equity                   | 11,111,220.22   | —                | —                    |
| (1) Capitalized Capital Reserves                                 | —               | —                | —                    |
| (2) Capitalized Surplus Reserves                                 | 1,208,571.68    | —                | —                    |
| (3) Surplus Reserves for Making up Losses                        | —               | —                | —                    |
| (4) Others                                                       | 9,902,648.54    | —                | —                    |
| 5. Others                                                        | —               | —                | —                    |
| IV. Balance at the End of 2015                                   | 150,000,000.00  | 141,505,509.56   | —                    |

Unit: In thousands of RMB

| Current year                                            |                       |                      |               |                    |                      |  |
|---------------------------------------------------------|-----------------------|----------------------|---------------|--------------------|----------------------|--|
| Total Owners' Equity Attributable to the Parent Company |                       |                      |               |                    |                      |  |
| Surplus Reserves                                        | General Risk Reserves | Undistributed Profit | Others        | Minority Interests | Total Owners' Equity |  |
| 42,508.15                                               | 2,458,571.68          | 19,779,078.86        | 935,576.16    | 48,597.71          | 28,272,121.91        |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| 42,508.15                                               | 2,458,571.68          | 19,779,078.86        | 935,576.16    | 48,597.71          | 28,272,121.91        |  |
| 606,078.38                                              | -745,314.00           | -5,434,320.62        | 198,579.21    | 73,493.13          | 281,196,236.32       |  |
| 606,078.38                                              | -                     | -                    | 5,130,164.81  | 12,824.05          | 5,749,067.24         |  |
| -                                                       | -                     | -                    | -             | 60,669.08          | 275,447,169.08       |  |
| -                                                       | -                     | -                    | -             | 60,669.08          | 275,447,169.08       |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | 463,257.68            | -                    | -463,257.68   | -                  | -                    |  |
| -                                                       | 463,257.68            | -                    | -463,257.68   | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -1,208,571.68         | -5,434,320.62        | -4,468,327.92 | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -1,208,571.68         | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| -                                                       | -                     | -5,434,320.62        | -4,468,327.92 | -                  | -                    |  |
| -                                                       | -                     | -                    | -             | -                  | -                    |  |
| 648,586.52                                              | 1,713,257.68          | 14,344,758.24        | 1,134,155.38  | 122,090.84         | 309,468,358.22       |  |

## 合并所有者权益变动表（续） 2015年度

编制单位：中国进出口银行

项目

|                       | 实收资本         | 资本公积      | 减：库存股 |
|-----------------------|--------------|-----------|-------|
| 一、上年年末余额              | 5,000,000.00 | 9,999.09  | —     |
| 加：会计政策变更              | —            | —         | —     |
| 前期差错更正                | —            | —         | —     |
| 同一控制下企业合并             | —            | —         | —     |
| 其他                    | —            | —         | —     |
| 二、本年初余额               | 5,000,000.00 | 9,999.09  | —     |
| 三、本年增减变动金额（减少以“-”号填列） | —            | -2,209.75 | —     |
| （一）综合收益总额             | —            | —         | —     |
| （二）股东投入和减少资本          | —            | —         | —     |
| 1. 股东投入普通股            | —            | —         | —     |
| 2. 其他权益工具持有者投入资本      | —            | —         | —     |
| 3. 股份支付计入股东权益的金额      | —            | —         | —     |
| 4. 其他                 | —            | —         | —     |
| （三）利润分配               | —            | —         | —     |
| 1. 提取盈余公积             | —            | —         | —     |
| 2. 提取一般风险准备           | —            | —         | —     |
| 3. 对所有者（或股东）的分配       | —            | —         | —     |
| 4. 其他                 | —            | —         | —     |
| （四）股东权益内部结转           | —            | —         | —     |
| 1. 资本公积转增股本           | —            | —         | —     |
| 2. 盈余公积转增股本           | —            | —         | —     |
| 3. 盈余公积弥补亏损           | —            | —         | —     |
| 4. 其他                 | —            | —         | —     |
| （五）其他                 | —            | -2,209.75 | —     |
| 四、本年年末余额              | 5,000,000.00 | 7,789.34  | —     |

单位：人民币千元

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## Consolidated Statement of Change in Shareholder's Equity (continued)

### For the year 2015

The Export-Import Bank of China

| Items                                                            | Paid-in Capital | Capital Reserves | Less: Treasury Stock |
|------------------------------------------------------------------|-----------------|------------------|----------------------|
| I. Balance at the End of 2013                                    | 5,000,000.00    | 9,999.09         | —                    |
| Add: change in accounting policy                                 | —               | —                | —                    |
| Corrections of Prior Period Errors                               | —               | —                | —                    |
| Combination under Common Control                                 | —               | —                | —                    |
| Other                                                            | —               | —                | —                    |
| II. Balance at the Beginning of Year                             | 5,000,000.00    | 9,999.09         | —                    |
| III. Change Through Year 2014 ("—" for losses)                   | —               | -2,209.75        | —                    |
| 1. Total comprehensive income                                    | —               | —                | —                    |
| 2. Capital Paid and Reduced by Owners                            | —               | —                | —                    |
| (1) Capital Paid by Owners of common stock                       | —               | —                | —                    |
| (2) Capital Paid by Owners of Other Equities                     | —               | —                | —                    |
| (3) Amounts of Share-based Payments Recognized in Owners' Equity | —               | —                | —                    |
| (4) Others                                                       | —               | —                | —                    |
| 3. Dividends                                                     | —               | —                | —                    |
| (1) Appropriation of Statutory Surplus Reserves                  | —               | —                | —                    |
| (2) Appropriation to General Risk Provisions                     | —               | —                | —                    |
| (3) Dividends to Holders                                         | —               | —                | —                    |
| (4) Others                                                       | —               | —                | —                    |
| 4. Internal Carry-over of Shareholders' Equity                   | —               | —                | —                    |
| (1) Capitalized Capital Reserves                                 | —               | —                | —                    |
| (2) Capitalized Surplus Reserves                                 | —               | —                | —                    |
| (3) Surplus Reserves for Making up Losses                        | —               | —                | —                    |
| (4) Others                                                       | —               | —                | —                    |
| 5. Others                                                        | —               | -2,209.75        | —                    |
| IV. Balance at the End of 2014                                   | 5,000,000.00    | 7,789.34         | —                    |

Unit: In thousands of RMB

| Last year                                               |                       |                      |               |                    |                      |
|---------------------------------------------------------|-----------------------|----------------------|---------------|--------------------|----------------------|
| Total Owners' Equity Attributable to the Parent Company |                       |                      |               |                    |                      |
| Surplus Reserves                                        | General Risk Reserves | Undistributed Profit | Others        | Minority Interests | Total Owners' Equity |
| -308,600.28                                             | 2,031,715.36          | 16,167,525.06        | 935,576.17    | -362.72            | 23,835,852.68        |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -308,600.28                                             | 2,031,715.36          | 16,167,525.06        | 935,576.17    | -362.72            | 23,835,852.68        |
| 351,108.43                                              | 426,856.32            | 3,611,553.80         | -0.01         | 48,960.44          | 4,436,269.23         |
| 351,108.43                                              | -                     | -                    | 4,038,410.11  | -5,457.78          | 4,384,060.76         |
| -                                                       | -                     | -                    | -             | 58,957.59          | 58,957.59            |
| -                                                       | -                     | -                    | -             | 58,957.59          | 58,957.59            |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | 426,856.32            | 3,611,553.80         | -4,038,410.12 | -                  | -                    |
| -                                                       | 426,856.32            | -                    | -426,856.32   | -                  | -                    |
| -                                                       | -                     | 3,611,553.80         | -3,611,553.80 | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -                  | -                    |
| -                                                       | -                     | -                    | -             | -4,539.37          | -6,749.12            |
| 42,508.15                                               | 2,458,571.68          | 19,779,078.86        | 935,576.16    | 48,597.71          | 28,272,121.91        |

## 银行所有者权益变动表 2015年度

编制单位：中国进出口银行

| 项目                    | 实收资本           | 资本公积           | 减：库存股 |
|-----------------------|----------------|----------------|-------|
| 一、上年年末余额              | 5,000,000.00   | 7,789.34       | —     |
| 加：会计政策变更              | —              | —              | —     |
| 前期差错更正                | —              | —              | —     |
| 同一控制下企业合并             | —              | —              | —     |
| 其他                    | —              | —              | —     |
| 二、本年初余额               | 5,000,000.00   | 7,789.34       | —     |
| 三、本年增减变动金额（减少以“-”号填列） | 145,000,000.00 | 141,497,720.22 | —     |
| （一）综合收益总额             | —              | —              | —     |
| （二）股东投入和减少资本          | 133,888,779.78 | 141,497,720.22 | —     |
| 1. 股东投入普通股            | 133,888,779.78 | 141,497,720.22 | —     |
| 2. 其他权益工具持有者投入资本      | —              | —              | —     |
| 3. 股份支付计入股东权益的金额      | —              | —              | —     |
| 4. 其他                 | —              | —              | —     |
| （三）利润分配               | —              | —              | —     |
| 1. 提取盈余公积             | —              | —              | —     |
| 2. 提取一般风险准备           | —              | —              | —     |
| 3. 对所有者（或股东）的分配       | —              | —              | —     |
| 4. 其他                 | —              | —              | —     |
| （四）股东权益内部结转           | 11,111,220.22  | —              | —     |
| 1. 资本公积转增股本           | —              | —              | —     |
| 2. 盈余公积转增股本           | 1,208,571.68   | —              | —     |
| 3. 盈余公积弥补亏损           | —              | —              | —     |
| 4. 其他                 | 9,902,648.54   | —              | —     |
| （五）其他                 | —              | —              | —     |
| 四、本年年末余额              | 150,000,000.00 | 141,505,509.56 | —     |

单位：人民币千元

| 本年金额 | 其他综合收益     | 盈余公积          | 一般风险准备        | 未分配利润         | 所有者权益合计        |
|------|------------|---------------|---------------|---------------|----------------|
|      | 36,311.66  | 2,458,571.68  | 19,779,078.86 | 856,774.12    | 28,138,525.66  |
|      | -          | -             | -             | -             | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | -             | -             | -             | -              |
|      | 36,311.66  | 2,458,571.68  | 19,779,078.86 | 856,774.12    | 28,138,525.66  |
|      | 583,818.42 | -745,314.00   | -5,434,320.62 | -299,008.82   | 280,602,895.19 |
|      | 583,818.42 | -             | -             | 4,632,576.77  | 5,216,395.19   |
|      | -          | -             | -             | -             | 275,386,500.00 |
|      | -          | -             | -             | -             | 275,386,500.00 |
|      | -          | -             | -             | -             | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | 463,257.68    | -             | -463,257.68   | -              |
|      | -          | 463,257.68    | -             | -463,257.68   | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | -1,208,571.68 | -5,434,320.62 | -4,468,327.92 | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | -1,208,571.68 | -             | -             | -              |
|      | -          | -             | -             | -             | -              |
|      | -          | -             | -5,434,320.62 | -4,468,327.92 | -              |
|      | -          | -             | -             | -             | -              |
|      | 620,130.08 | 1,713,257.68  | 14,344,758.24 | 557,765.30    | 308,741,420.86 |

## Changes for Owners' Equity of The Bank For the year 2015

The Export-Import Bank of China

| Items                                                            | Paid-in Capital | Capital Reserves | Less: Treasury Stock |
|------------------------------------------------------------------|-----------------|------------------|----------------------|
| I. Balance at the End of 2014                                    | 5,000,000.00    | 7,789.34         | —                    |
| Add: change in accounting policy                                 | —               | —                | —                    |
| Corrections of Prior Period Errors                               | —               | —                | —                    |
| Combination under Common Control                                 | —               | —                | —                    |
| Other                                                            | —               | —                | —                    |
| II. Balance at the Beginning of Year                             | 5,000,000.00    | 7,789.34         | —                    |
| III. Change Through Year 2015 ("—" for losses)                   | 145,000,000.00  | 141,497,720.22   | —                    |
| 1. Total comprehensive income                                    | —               | —                | —                    |
| 2. Capital Paid and Reduced by Owners                            | 133,888,779.78  | 141,497,720.22   | —                    |
| (1) Capital Paid by Owners of common stock                       | 133,888,779.78  | 141,497,720.22   | —                    |
| (2) Capital Paid by Owners of Other Equities                     | —               | —                | —                    |
| (3) Amounts of Share-based Payments Recognized in Owners' Equity | —               | —                | —                    |
| (4) Others                                                       | —               | —                | —                    |
| 3. Dividends                                                     | —               | —                | —                    |
| (1) Appropriation of Statutory Surplus Reserves                  | —               | —                | —                    |
| (2) Appropriation to General Risk Provisions                     | —               | —                | —                    |
| (3) Dividends to Holders                                         | —               | —                | —                    |
| (4) Others                                                       | —               | —                | —                    |
| 4. Internal Carry-over of Shareholders' Equity                   | 11,111,220.22   | —                | —                    |
| (1) Capitalized Capital Reserves                                 | —               | —                | —                    |
| (2) Capitalized Surplus Reserves                                 | 1,208,571.68    | —                | —                    |
| (3) Surplus Reserves for Making up Losses                        | —               | —                | —                    |
| (4) Others                                                       | 9,902,648.54    | —                | —                    |
| 5. Others                                                        | —               | —                | —                    |
| IV. Balance at the End of 2015                                   | 150,000,000.00  | 141,505,509.56   | —                    |

Unit: In thousands of RMB

| Current year | Surplus Reserves | General Risk Reserves | Undistributed Profit | Others        | Total Owners' Equity |
|--------------|------------------|-----------------------|----------------------|---------------|----------------------|
|              | 36,311.66        | 2,458,571.68          | 19,779,078.86        | 856,774.12    | 28,138,525.66        |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | 36,311.66        | 2,458,571.68          | 19,779,078.86        | 856,774.12    | 28,138,525.66        |
|              | 583,818.42       | -745,314.00           | -5,434,320.62        | -299,008.82   | 280,602,895.19       |
|              | 583,818.42       | —                     | —                    | 4,632,576.77  | 5,216,395.19         |
|              | —                | —                     | —                    | —             | 275,386,500.00       |
|              | —                | —                     | —                    | —             | 275,386,500.00       |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | 463,257.68            | —                    | -463,257.68   | —                    |
|              | —                | 463,257.68            | —                    | -463,257.68   | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | -1,208,571.68         | -5,434,320.62        | -4,468,327.92 | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | -1,208,571.68         | —                    | —             | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | —                | —                     | -5,434,320.62        | -4,468,327.92 | —                    |
|              | —                | —                     | —                    | —             | —                    |
|              | 620,130.08       | 1,713,257.68          | 14,344,758.24        | 557,765.30    | 308,741,420.86       |

## 银行所有者权益变动表（续） 2015年度

编制单位：中国进出口银行

| 项目                    | 实收资本         | 资本公积      | 减：库存股 |
|-----------------------|--------------|-----------|-------|
| 一、上年年末余额              | 5,000,000.00 | 9,999.09  | —     |
| 加：会计政策变更              | —            | —         | —     |
| 前期差错更正                | —            | —         | —     |
| 同一控制下企业合并             | —            | —         | —     |
| 其他                    | —            | —         | —     |
| 二、本年年初余额              | 5,000,000.00 | 9,999.09  | —     |
| 三、本年增减变动金额（减少以“-”号填列） | —            | -2,209.75 | —     |
| （一）综合收益总额             | —            | —         | —     |
| （二）股东投入和减少资本          | —            | —         | —     |
| 1. 股东投入普通股            | —            | —         | —     |
| 2. 其他权益工具持有者投入资本      | —            | —         | —     |
| 3. 股份支付计入股东权益的金额      | —            | —         | —     |
| 4. 其他                 | —            | —         | —     |
| （三）利润分配               | —            | —         | —     |
| 1. 提取盈余公积             | —            | —         | —     |
| 2. 提取一般风险准备           | —            | —         | —     |
| 3. 对所有者（或股东）的分配       | —            | —         | —     |
| 4. 其他                 | —            | —         | —     |
| （四）股东权益内部结转           | —            | —         | —     |
| 1. 资本公积转增股本           | —            | —         | —     |
| 2. 盈余公积转增股本           | —            | —         | —     |
| 3. 盈余公积弥补亏损           | —            | —         | —     |
| 4. 其他                 | —            | —         | —     |
| （五）其他                 | —            | -2,209.75 | —     |
| 四、本年年末余额              | 5,000,000.00 | 7,789.34  | —     |

单位：人民币千元

| 上年金额 | 其他综合收益      | 盈余公积         | 一般风险准备        | 未分配利润         | 所有者权益合计       |
|------|-------------|--------------|---------------|---------------|---------------|
|      | -314,012.99 | 2,031,715.36 | 16,167,525.06 | 626,621.08    | 23,521,847.60 |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -314,012.99 | 2,031,715.36 | 16,167,525.06 | 626,621.08    | 23,521,847.60 |
|      | 350,324.65  | 426,856.32   | 3,611,553.80  | 230,153.04    | 4,616,678.06  |
|      | 350,324.65  | -            | -             | 4,268,563.16  | 4,618,887.81  |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | 426,856.32   | 3,611,553.80  | -4,038,410.12 | -             |
|      | -           | 426,856.32   | -             | -426,856.32   | -             |
|      | -           | -            | 3,611,553.80  | -3,611,553.80 | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -             |
|      | -           | -            | -             | -             | -2,209.75     |
|      | 36,311.66   | 2,458,571.68 | 19,779,078.86 | 856,774.12    | 28,138,525.66 |

## Changes for Owners' Equity of The Bank (continued) For the year 2015

The Export-Import Bank of China

| Items                                                           | Paid-in Capital | Capital Reserves | Less: Treasury Stock |
|-----------------------------------------------------------------|-----------------|------------------|----------------------|
| I.Balance at the End of 2013                                    | 5,000,000.00    | 9,999.09         | —                    |
| Add: change in accounting policy                                | —               | —                | —                    |
| Corrections of Prior Period Errors                              | —               | —                | —                    |
| Combination under Common Control                                | —               | —                | —                    |
| Other                                                           | —               | —                | —                    |
| II.Balance at the Beginning of Year                             | 5,000,000.00    | 9,999.09         | —                    |
| III.Change Through Year 2014 ("—" for losses)                   | —               | -2,209.75        | —                    |
| 1.Total comprehensive income                                    | —               | —                | —                    |
| 2.Capital Paid and Reduced by Owners                            | —               | —                | —                    |
| (1)Capital Paid by Owners of common stock                       | —               | —                | —                    |
| (2)Capital Paid by Owners of Other Equities                     | —               | —                | —                    |
| (3)Amounts of Share-based Payments Recognized in Owners' Equity | —               | —                | —                    |
| (4)Others                                                       | —               | —                | —                    |
| 3.Dividends                                                     | —               | —                | —                    |
| (1)Appropriation of Statutory Surplus Reserves                  | —               | —                | —                    |
| (2)Appropriation to General Risk Provisions                     | —               | —                | —                    |
| (3)Dividends to Holders                                         | —               | —                | —                    |
| (4)Others                                                       | —               | —                | —                    |
| 4.Internal Carry-over of Shareholders' Equity                   | —               | —                | —                    |
| (1)Capitalized Capital Reserves                                 | —               | —                | —                    |
| (2)Capitalized Surplus Reserves                                 | —               | —                | —                    |
| (3)Surplus Reserves for Making up Losses                        | —               | —                | —                    |
| (4)Others                                                       | —               | —                | —                    |
| 5.Others                                                        | —               | -2,209.75        | —                    |
| IV.Balance at the End of 2012                                   | 5,000,000.00    | 7,789.34         | —                    |

Unit: In thousands of RMB

| Last year | Surplus Reserves | General Risk Reserves | Undistributed Profit | Others        | Total Owners' Equity |
|-----------|------------------|-----------------------|----------------------|---------------|----------------------|
|           | -314,012.99      | 2,031,715.36          | 16,167,525.06        | 626,621.08    | 23,521,847.60        |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -314,012.99      | 2,031,715.36          | 16,167,525.06        | 626,621.08    | 23,521,847.60        |
|           | 350,324.65       | 426,856.32            | 3,611,553.80         | 230,153.04    | 4,616,678.06         |
|           | 350,324.65       | -                     | -                    | 4,268,563.16  | 4,618,887.81         |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | 426,856.32            | 3,611,553.80         | -4,038,410.12 | -                    |
|           | -                | 426,856.32            | -                    | -426,856.32   | -                    |
|           | -                | -                     | 3,611,553.80         | -3,611,553.80 | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -                    |
|           | -                | -                     | -                    | -             | -2,209.75            |
|           | 36,311.66        | 2,458,571.68          | 19,779,078.86        | 856,774.12    | 28,138,525.66        |

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# 财务报表附注

## Notes to the Financial Statements

### 一、财务报表的编制基础

本行财务报表以持续经营假设为基础，按照财政部2006年2月15日颁布的《企业会计准则－基本准则》和38项具体会计准则、随后颁布的企业会计准则应用指南、企业会计准则解释以及本行适用的财政部其他相关规定和文件（以下合称企业会计准则）。

### 本行执行企业会计准则后，对以下事项仍执行特殊会计政策：

#### 1、外国政府贷款转贷业务

外国政府贷款转贷是指财政部将其代表我国政府借入的国外优惠贷款委托本行再贷给国内债务人，并由本行负责贷款资金的提取和支付、本息和费用回收以及对外偿付等的活动。

按照不同的还款责任，本行的转贷款业务分为以下三类：

第一类项目：由省级财政部门或国务院有关部门作为借款人，并承担还款责任的项目；

第二类项目：由项目单位作为借款人并承担偿还责任，省级财政部门或国务院有关部门提供还款保证的项目；

第三类项目：由项目单位作为借款人并承担偿还责任，省级财政部门或国务院有关部门不提供还款保证的项目。此类项目由本行独立评审，自愿转贷，自担风险并作为对外最终还款人。

按照财政部财债字[2000]71号文件有关规定，第三类项目作为本行自营贷款按照权责发生制纳入表内核算；第一、二类转贷款属于代理业务，按照收付实现制原则在表外核算。第一、二类转贷款业务的损益按照对应科目每月逐项结转至本行利润表内，主要包括本行从事代理业务收取的手续费收入、转贷业务的利息收入、支出和转贷业务产生的汇兑损益。本行在资产负债表日按照结转的累计净收益或净亏损金额在其他资产项下的“转贷业务往来”或其他负债项下的“转贷业务往来”项目中予以反映。

#### 2、一般准备金

本行的一般准备金，用于弥补未识别的可能性损失。具体计提比例或数额按照主管政府部门的政策要求确定。

#### 3、退休福利义务

按照主管政府部门的政策要求，本行对退休等员工的福利义务采用收付实现制核算。

## 二、重要会计政策及会计估计

本行2015年度财务报表所载财务信息根据下列依据企业会计准则所制订的重要会计政策和会计估计编制。

### 1、会计年度

本行会计年度采用公历年度，即每年自1月1日起至12月31日止。

### 2、记账本位币

本行（除巴黎分行）以人民币作为记账本位币，巴黎分行以欧元作为记账本位币。外币业务采用分账制核算。

### 3、记账原则

本行以权责发生制为记账基础。

### 4、计价原则

本行会计报表中，除衍生金融工具、以公允价值计量且其变动计入当期损益的金融资产/负债及可供出售金融资产等以公允价值计量外，其余均以历史成本为计价原则。持有待售的非流动资产，按公允价值减去预计费用后的金额，以及符合持有待售条件时的原账面价值，取两者孰低计价。资产如果发生减值，则按照相关规定计提相应的减值准备。

### 5、外币折算

#### (1) 外币交易的折算

本行外币交易按交易发生日的即期汇率或采用按照系统合理的方法确定的、与交易发生日即期汇率近似的汇率折算为记账本位币金额。

在资产负债表日，对外币货币性项目按资产负债表日的即期汇率折算成记账本位币，除分类为可供出售金融资产的货币性证券外，其他项目产生的折算差额计入当期损益；以历史成本计量的非货币性外币项目按初始交易日的汇率折算；以公允价值计量的非货币性外币项目以公允价值确认日的汇率折算成人民币，后者所产生的汇兑差异按公允价值变动的核算方法可以计入权益或当期损益中。

#### (2) 外币财务报表的折算

本行在编制财务报表时，将外币财务报表折算为人民币。外币资产负债表中资产、负债类项目采用资产负债表日的即期汇率折算；所有者权益类项目除“未分配利润”外，均按业务发生时的即期汇率折算；利润表中的收入与费用项目，采用交易发生日的即期汇率折算。上述折算产生的外币报表折算差额，在其他综合收益项目中列示。外币现金流量采用现金流量交易发生日的即期汇率折算。汇率变动对现金的影响额，在现金流量表中单独列示。

## 6、现金及现金等价物

本行的现金包括库存现金、存放中央银行备付金、活期存放同业款项和合同期限在三个月以内的拆放同业及定期存放同业款项。

## 7、金融资产

### (1) 金融资产的分类和计量

本行的金融资产于初始确认时分为以下四类：以公允价值计量且其变动计入当期损益的金融资产、持有至到期投资、贷款和应收款项、可供出售金融资产。对金融资产的分类取决于本行对持有的意图和持有能力。金融资产在初始确认时以公允价值计量。对于以公允价值计量且其变动计入当期损益的金融资产，相关交易费用直接计入当期损益，其他类别的金融资产相关交易费用计入其初始确认金额。

#### a 以公允价值计量且其变动计入当期损益的金融资产

以公允价值计量且其变动计入当期损益的金融资产，包括交易性金融资产和初始确认时指定为以公允价值计量且其变动计入当期损益的金融资产。交易性金融资产是指满足下列条件之一的金融资产：取得该金融资产的目的是为了在短期内出售；属于进行集中管理的可辨认金融工具组合的一部分，且有客观证据表明企业近期采用短期获利方式对该组合进行管理；衍生金融工具也被分为此类。对于此类金融资产，采用公允价值进行后续计量，所有已实现和未实现的损益均计入当期损益。在持有以公允价值计量且其变动计入当期损益的金融资产期间取得的利息，确认为利息收入。

#### b 持有至到期投资

持有至到期投资，是指到期日固定、回收金额固定或可确定，且本行有明确意图和能力持有至到期的非衍生金融资产。对于此类金融资产，采用实际利率法，按照摊余成本进行后续计量，其终止确认、发生减值或摊销产生的利得或损失，均计入当期损益。

除因发行人信用状况的严重恶化引起的出售或重分类外，本行将尚未到期的某项持有至到期投资在本会计年度内出售或重分类为可供出售金融资产的金额，相对于该类投资在出售或重分类前的总额较大时，应当将该类投资的剩余部分重分类为可供出售金融资产，且在本会计年度及以后两个完整的会计年度内不得再将该金融资产划分为持有至到期投资。

#### c 贷款和应收款项

贷款和应收款项，是指在活跃市场中没有报价、回收金额固定或可确定的非衍生金融资产。对于此类金融资产，采用实际利率法，按照摊余成本进行后续计量，其终止确认、发生减值或摊销产生的利得或损失，均计入当期损益。

#### d 可供出售金融资产

可供出售金融资产，是指初始确认时即被指定为可供出售的非衍生金融资产，以及未被划分为其他类的金融资产。这类资产中，在活跃市场中没有报价且其公允价值不能可靠计量的权益工具投资以及与该权益工具挂钩并须通过交付该权益工具结算的衍生金融资产，按成本进行后续计量；其他存在活跃市场报价或虽没有活跃市场报价但公允价值能够可靠计量的，按公允价值计量，公允价值变动计入其他综合收益。对于此类金融资产采用公允价值进行后续计量，除减值损失及外币货币性金融资产形成的汇兑损益外，可供出售金融资产公允价值变动直接计入所有者权益，待该金融资产终止确认时，原直接计入权益的公允价值变动累计额转入当期损益。可供出售债务工具投资在持有期间按实际利率法计算的利息，以及被投资单位宣告发放的与可供出售权益工具投资相关的现金股利，分别计入利息收入和投资收益。对于在活跃市场中没有报价且公允价值不能可靠计量的权益工具投资，按成本法计量。

#### (2) 金融资产的终止确认

当收取某项金融资产现金流量的合同权利已终止或该金融资产所有权上几乎所有的风险和报酬已转移时，终止确认该金融资产。

#### (3) 公允价值的确定

金融工具应按公允价值计量。本行对存在活跃市场的债券投资等金融工具（不含衍生金融产品），一般直接参考活跃市场中的报价，活跃市场中的报价是指易于定期从交易所、经纪商、行业协会、定价服务机构等获得的，且代表了在公平交易中实际发生的市场交易价格。

对不存在活跃市场报价的债券投资等金融工具以及衍生金融产品，采用估值方式确定其公允价值。所采用的估值技术包括参考熟悉情况并自愿交易的各方最近进行的市场交易使用的价格、参照实质上相同的其他金融工具的当前公允价值、现金流量折现法和期权定价模型。本行选择市场参与者普遍认同，且被以往市场交易价格验证具有可靠性的估值技术。本行定期评估估值技术，并测试其有效性。

#### (4) 金融资产的减值

本行在资产负债表日对除以公允价值计量且其变动计入当期损益的金融资产以外的金融资产或金融资产组合是否存在减值的客观证据进行评估。当有客观证据表明金融资产因在其初始确认后发生的一项或多项损失事件而发生减值，且这些损失事件对该项或该组金融资产的预计未来现金流量产生的影响能可靠估计时，本行认定该项或该组金融资产已发生减值并确认减值损失。金融资产发生减值的客观证据，包括下列可观察到的各项事件：

- 发行方或债务人发生严重财务困难；
- 债务人违反了合同条款，如偿付利息或本金发生违约或逾期等；
- 本行出于经济或法律等方面因素的考虑，对发生财务困难的债务人做出让步；
- 债务人很可能倒闭或者进行其他财务重组；
- 因发行方发生重大财务困难，导致金融资产无法在活跃市场继续交易；

- 无法辨认一组金融资产中的某项资产的现金流量是否已经减少，但根据公开的数据对其进行总体评价后发现，该组金融资产自初始确认以来的预计未来现金流量确已减少且可计量，如该组金融资产的债务人支付能力逐步恶化；担保物在其所在地区的价格明显下降、所处行业不景气等；
- 债务人经营所处的技术、市场、经济或法律环境等发生重大不利变化，使权益工具投资人可能无法收回投资成本；
- 权益工具投资的公允价值发生严重或非暂时性下跌；
- 其他表明金融资产发生减值的客观证据。

**a 以摊余成本计量的金融资产**

本行对于单项金额重大的贷款及应收款项和持有至到期投资（2亿元及以上），单独进行减值测试，如有客观证据表明其已发生减值，则将该资产的账面价值减记至按该金融资产原实际利率折现确定的预计未来现金流量现值，并考虑相关担保物的价值，减记的金额确认资产减值损失。

短期贷款及应收款项和持有至到期投资的预计未来现金流量与其现值相差较小的，在确定相关资产减值时不进行折现。有抵押的贷款和应收款项的预计未来现金流量现值会扣除取得和出售抵押物的费用，无论该抵押物是否可收回。

对单项金额不重大的同类客户贷款和垫款、单项评估未发生减值的贷款及应收款项，包括在具有类似信用风险特征的金融资产组合中进行减值测试。如有证据表明自初始确认后，某一类金融资产的预计未来现金流量出现大幅下降的，将确认资产减值准备。

对于单项金额不重大的同类客户贷款和垫款、单项评估未发生减值的贷款，本行采用滚动率方法（迁徙模型）评估组合的减值损失。该方法利用对违约概率和历史损失经验的统计分析计算减值损失，并根据可以反映当前经济状况的可观察资料进行调整。

对于单项金额非重大的应收款项以及单项评估未发生减值的应收款项，一起按类似信用风险特征划分为若干组合，再按这些应收款项组合余额的一定比例计算确定减值损失，计提坏账准备。具体比例规定如下：

| 账龄            | 计提比例 |
|---------------|------|
| 0-6个月（含6个月）   | 0-5% |
| 逾期6个月－1年（含1年） | 50%  |
| 逾期1年以上        | 100% |

本行对以摊余成本计量的金融资产确认减值损失后，如有客观证据表明该金融资产价值已恢复，且客观上与确认该损失后发生的事项有关（如债务人的信用评级已提高等），原确认的减值损失予以转回，计入当期损益。但是，该转回后的账面价值不超过假定不计提减值准备情况下该金融资产在转回日的摊余成本。

以上对以摊余成本计量的金融资产的减值政策，不包括本行对中国政府对外优惠贷款（优贷）、优惠出口买方信贷（优买）、国家特定贷款（特种贷款）（以下简称“两优贷款及特种贷款”），本行两优贷款及特种贷款的减值准备按特定风险组合确定，准备金率采用五级分类拨备率：即正常：1%，关注：2%，次级：25%，可疑50%，损失100%。

本行建立国别风险内部评价体系，反映国别评估结果。国别风险应至少划分为高风险、较高风险、中度风险、较低风险、低风险五个级别。在考虑风险转移和缓释因素后，最终达到以下计提标准：低风险不低于0.5%，较低风险不低于1%，中度风险不低于15%，较高风险不低于25%，高风险不低于50%。

当本行已经进行了所有必要的法律或其他程序后，贷款仍然不能收回时，本行将决定核销贷款及冲销相应的损失准备。如在期后本行收回已核销的贷款余额，则收回金额冲减减值损失，计入当期损益。

#### b 重组贷款

重组贷款是指本行为财务状况恶化或无法还款的借款人酌情重新确定贷款条款而产生的贷款项目。于重组时，本行将该重组贷款以单项方式评估减值贷款。本行将持续监管重组贷款，如该贷款在重组观察期末结束后达到了特定标准，经审核，重组贷款将不再被认定为已减值贷款。

#### c 可供出售金融资产

如果存在客观证据表明分类为可供出售金融资产的资产发生减值，即使该金融资产没有终止确认，原直接计入所有者权益的因公允价值下降形成的累计损失，应当予以转出，计入当期损益。该转出的累计损失，为可供出售金融资产的初始取得成本扣除已收回本金和已摊销金额、当前公允价值和原已计入损益的减值损失后的余额。

对于已确认减值损失的可供出售债券工具投资，在随后的会计期间公允价值上升且客观上与原减值损失确认后发生的事项有关的，原确认的减值损失予以转回，计入当期损益。对于已确认减值损失的可供出售权益工具投资，其减值损失不通过损益转回，其后公允价值的上升直接计入所有者权益。但是，在活跃市场中没有报价且其公允价值不能可靠计量的权益工具投资，发生的减值损失不予转回。

### (5) 金融资产转移

本行已将金融资产所有权上几乎所有的风险和报酬转移给转入方的，终止确认该金融资产；保留了金融资产所有权上几乎所有的风险和报酬的，不终止确认该金融资产。

本行既没有转移也没有保留金融资产所有权上几乎所有的风险和报酬的，分别下列情况处理：放弃了对该金融资产控制的，终止确认该金融资产并确认产生的资产和负债；未放弃对该金融资产控制的，按照其继续涉入所转移金融资产的程度确认有关金融资产，并相应确认有关负债。

## 8、以抵销后的净额列示金融资产和负债

当本行依法有权抵销债权债务且交易双方准备按净额进行结算，或同时结清资产及负债时，金融资产和负债以抵销后的净额列示于资产负债表上。

## 9、衍生金融工具与嵌入衍生金融工具

本行使用衍生金融工具，例如以远期外汇合同和利率掉期，对外汇风险和利率风险进行套期。衍生金融工具初始以衍生交易合同签订当日的公允价值进行计量，并以其公允价值进行后续计量。衍生金融工具的公允价值采用活跃市场报价（包括近期市场交易价格）或使用估值方法（包括现金流量贴现模型和期权定价模型等）确定。公允价值为正数的衍生金融工具确认为一项资产，公允价值为负数的确认为一项负债。某些衍生金融工具交易虽然在本行的风险管理策略下，用于对特定的利率和汇率风险提供有效的经济套期，但由于其不满足《企业会计准则第24号》对适用套期会计处理的具体规则，因此，本行将这些衍生金融工具按照以交易目的持有的衍生金融工具处理，其公允价值的变动计入“公允价值变动收益/（损失）”。

## 10、买入返售及卖出回购

买入返售交易为本行根据返售协议向交易对手购入证券并在未来某一日期以约定的价格返售相同证券；卖出回购交易为本行根据回购协议向交易对手卖出证券并在未来某一日期以约定的价格回购相同证券。

买入返售和卖出回购金融资产款按业务发生时实际支付或收到的款项入账并在资产负债表反映。买入返售的已购入标的资产不予以确认，在表外作备查登记；卖出回购的标的资产仍在资产负债表内反映。

买入返售协议中所赚取之利息收入及卖出回购协议须支付之利息支出在协议期间按实际利率法确认为利息收入及利息支出。

## 11、长期股权投资

本公司长期股权投资主要是对子公司的投资、对联营企业的投资和对合营企业的投资。

### (1) 子公司

本行对子公司的投资，在本行会计报表中按照成本法核算，在编制合并会计报表时按权益法调整后进行合并。

### (2) 联营企业和合营企业

联营企业是指本行对其财务和经营决策具有重大影响的被投资单位。合营企业是指本行与其他方对其实施共同控制的被投资单位。

本行对联营企业和合营企业的股权投资初始按照成本确认，并采用权益法进行核算。除非本行有责任为联营企业或合营企业承担债务或已为其垫付资金，本行在确认联营企业或合营企业发生的净亏损时，以投资账面价值为限。本行按照应享有或应分担的被投资单位实现的净损益和其他综合收益的份额，分别确认投资收益和其他综合收益，同时调整长期股权投资的账面价值；按照被投资单位宣告分派的利润或现金股利计算应享有的部分，相应减少长期股权投资的账面价值；被投资单位除净损益、其他综合收益和利润分配以外所有者权益的其他变动，调整长期股权投资的账面价值并计入所有者权益。

本行与联营企业或合营企业间交易产生的未实现收益已按本行在联营企业或合营企业的投资比例进行抵销；除非交易提供了被转让资产发生减值的证据，否则未实现损失也被抵销。如有需要，在编制会计报表时，会对联营企业和合营企业的会计政策进行适当调整，以确保其与本行所采用的会计政策相一致。

- (3) 采用成本法核算的长期股权投资，除取得投资时实际支付的价款或对价中包含的已宣告但尚未发放的现金股利或利润外，投资企业应当按照享有被投资单位宣告发放的现金股利或利润确认投资收益，不再划分是否属于投资前和投资后被投资单位实现的净利润。

## 12、固定资产

本行固定资产是指本行为开展业务而持有的使用寿命超过一个会计年度、单位价值较大的有形资产。

固定资产包括房屋及建筑物、机器设备、运输工具和其他，按其取得时的成本作为入账的价值，其中，外购的固定资产成本包括买价和进口关税等相关税费，以及为使固定资产达到预定可使用状态前所发生的可直接归属于该资产的其他支出；自行建造固定资产的成本，由建造该项资产达到预定可使用状态前所发生的必要支出构成；投资者投入的固定资产，按投资合同或协议约定的价值作为入账价值，但合同或协议约定价值不公允的按公允价值入账；融资租赁租入的固定资产，按租赁开始日租赁资产公允价值与最低租赁付款额现值两者中较低者作为入账价值。

与固定资产有关的后续支出，包括修理支出、更新改造支出等，符合固定资产确认条件的，计入固定资产成本，对于被替换的部分，终止确认其账面价值；不符合固定资产确认条件的，于发生时计入当期损益。

除已提足折旧仍继续使用的固定资产和单独计价入账的土地外，本行对所有固定资产计提折旧。计提折旧时采用直线法，并根据用途分别计入当期费用。本行主要固定资产的分类折旧年限、预计净残值率、折旧率如下：

| 资产类别   | 折旧年限   | 预计净残值率 | 年折旧率         |
|--------|--------|--------|--------------|
| 房屋、建筑物 | 30-35年 | 3%     | 2.77-3.23%   |
| 机器设备   | 3-5年   | 3%     | 19.40-32.33% |
| 运输工具   | 6年     | 3%     | 16.17%       |

本行于每年年度终了，对固定资产的预计使用寿命、预计净残值和折旧方法进行复核，如发生改变，则作为会计估计变更处理。

当固定资产被处置、或者预期通过使用或处置不能产生经济利益时，终止确认该固定资产。固定资产出售、转让、报废或毁损的处置收入扣除其账面价值和相关税费后的金额计入当期损益。

## 13、抵债资产

在收回已减值贷款和垫款时，本行可通过法律程序收回抵押品的所有权或由借款人自愿交付所有权。如果本行有意按规定进行变现并且不再要求借款人偿还贷款，抵押资产在“抵债资产”中列报。

当本行以抵债资产作为补偿贷款或垫款的应收利息损失时，该抵债资产以公允价值入账，取得抵债资产应支付的相关费、垫付诉讼费用和其他成本计入抵债资产账面价值。抵债资产以入账价值减去减值准备计入资产负债表内。抵债资产的减值因素已经确认消失的减值准备金额应当予以恢复，并在原已计提抵债资产减值准备金额范围内予以转回，转回的金额计入当期损益。

## 14、非金融资产资产减值

本行于资产负债表日判断固定资产、使用寿命有限的无形资产及长期股权投资等资产是否存在可能发生减值的迹象，存在减值迹象的，本行将估计其可收回金额，进行减值测试。

可收回金额根据资产的公允价值减去处置费用后的净额与资产预计未来现金流量的现值两者之间较高者确定。本行以单项资产为基础估计其可收回金额；难以对单项资产的可收回金额进行估计的，以该资产所属的资产组为基础确定资产组的可收回金额。资产组的认定，以资产组产生的主要现金流入是否独立于其他资产或者资产组的现金流入为依据。

当资产或者资产组的可收回金额低于其账面价值时，本行将其账面价值减记至可收回金额，减记的金额计入当期损益，同时计提相应的资产减值准备。上述资产减值损失一经确认，在以后期间不予转回。

## 15、金融负债分类和计量

本行的金融负债于初始确认时分类为：以公允价值计量且其变动计入当期损益的金融负债、其他金融负债。对于以公允价值计量且其变动计入当期损益的金融负债，相关交易费用直接计入当期损益，其他金融负债的相关交易费用计入其初始确认金额。

### (1) 以公允价值计量且其变动计入当期损益的金融负债

以公允价值计量且其变动计入当期损益的金融负债，包括交易性金融负债和初始确认时指定为以公允价值计量且其变动计入当期损益的金融负债。交易性金融负债是指满足下列条件之一的金融负债：承担该金融负债的目的是为了在近期内回购；属于进行集中管理的可辨认金融工具组合的一部分，且有客观证据表明企业近期采用短期获利方式对该组合进行管理；属于衍生工具，但是，被指定且为有效套期工具的衍生工具、属于财务担保合同的衍生工具、与在活跃市场中没有报价且其公允价值不能可靠计量的权益工具投资挂钩并须通过交付该权益工具结算的衍生工具除外。对于此类金融负债，按照公允价值进行后续计量，所有已实现和未实现的损益均计入当期损益。

### (2) 其他金融负债

其他金融负债以扣除交易费用的公允价值进行初始确认，后续期间采用实际利率法，按照摊余成本进行计量。

## 16、职工薪酬

职工薪酬是本行为获得员工提供的服务而给予的各种形式报酬以及其他相关支出。本行在员工提供服务的会计期间，将应付的职工薪酬确认为负债，并相应增加资产成本或当期费用。

### (1) 员工社会保障

根据相关政策规定，本行执行事业单位福利政策。总行在职员工参加了失业保险和工伤保险计划。部分分行按照当地相关社会福利政策的要求参加当地社会保障计划。各项社会保险支出于实际发生时计入当期损益。

## (2) 员工退休福利

按照主管政府部门的要求，本行为离退休员工支付的退休金及福利，于实际发生时计入当期损益。

## (3) 住房公积金及住房补贴

根据相关政策规定，本行在职员工均按当地政府规定参加当地住房公积金计划。本行每月按照员工工资总额的一定比例缴纳住房公积金，支付的款项在发生时计入当期损益。

本行向符合国家相关规定的员工支付住房补贴，住房补贴在实际支付时计入当期损益。

## 17、预计负债

如果与或有事项相关的义务是本行承担的现时义务，且该义务的履行很可能导致经济利益流出本行，以及该义务的金额能够可靠地计量，则本行确认预计负债。对表外开出信用证、开出保函的责任余额比照表内类似金融资产是否存在减值的客观证据进行组合评估的方法计提表外信贷风险准备，确认为预计负债。

预计负债按照履行相关现时义务所需支出的最佳估计数进行初始计量，并综合考虑与或有事项有关的风险、不确定性和货币时间价值等因素。每个资产负债表日对预计负债的账面价值进行复核，有确凿证据表明该账面价值不能反映当前最佳估计数的，按照当前最佳估计数对该账面价值进行调整。

本行对保函、信用证表外业务参照贷款减值政策确认预计负债。

## 18、受托业务

本行在受托业务中担任客户的托管人、受托人或代理人。本行的资产负债表不包括本行因受托业务而持有的资产以及有关向客户交还该资产的承诺，该资产的风险和收益由客户承担。

委托贷款是指委托人提供资金（委托存款），由本行根据委托人确定的贷款对象、用途、金额、期限、利率等要求而代理发放、监督使用并协助收回的贷款，其风险由委托人承担。本行只收取手续费，并不在资产负债表上反映委托贷款，也不计提贷款减值准备。

## 19、收入及支出确认原则和方法

### (1) 利息收入和利息支出

以摊余成本计量的金融资产 负债按照实际利率法以权责发生制确认相应利息收入或支出。

实际利率法是一种计算某项金融资产或金融负债的摊余成本以及在不同期间分摊利息收入或利息支出的方法。实际利率是将金融资产和金融负债在预计期限内的未来现金流量折现为该金融资产或金融负债账面净值所使用的利率。本行在预计未来现金流量时会考虑金融工具的所有合同条款，但不会考虑未来的信用损失，计算中包括所有归属于实际利率组成部分的所有交易费用和溢折价。

若金融资产发生减值，相关的利息收入按照计量减值损失的未來现金流贴现利率确认。

## (2) 手续费及佣金收入

手续费及佣金收入通常在提供相关服务时按权责发生制原则确认。

与可能发放的贷款相关的贷款承诺费（及其相关直接费用）被递延确认并作为对贷款实际利率的调整。当银团贷款安排已完成，且本行自身未保留任何贷款，或只按与其他银团成员相同的实际利率保留部分贷款时，银团贷款手续费确认为收入。

本行独立或参与为第三方提供企业兼并及转让服务、证券发行业务所产生的手续费收入，在交易完成时确认。资产管理及其他管理咨询、服务费及财务担保费基于服务合同约定，通常分期按比例确认。

## (3) 汇兑损益

汇兑损益主要是本行保留的外汇敞口随市场汇率波动而形成的汇兑差额。

## 20、所得税

所得税包括当期所得税和递延所得税。除由于与直接计入所有者权益的交易或者事项相关的计入所有者权益外，均作为所得税费用或收益计入当期损益。

当期所得税是按照当期应纳税所得额计算的当期应交所得税金额。应纳税所得额系根据有关税法规定对本年度税前会计利润作相应调整后得出。

本行对于当期和以前期间形成的当期所得税负债或资产，按照税法规定计算的预期应交纳或返还的所得税金额计量。

本行根据资产与负债于资产负债表日的账面价值与计税基础之间的暂时性差异，以及为作为资产和负债确认但按照税法规定可以确定其计税基础的项目的账面价值与计税基础之间的差额产生的暂时性差异，采用资产负债表债务法计提递延所得税。

各种应纳税暂时性差异均据以确认递延所得税负债，除非：

(1) 应纳税暂时性差异是在以下交易中产生的：商誉的初始确认；或者具有以下特征的交易中产生的资产或负债的初始确认：该交易不是企业合并，并且交易发生时既不影响会计利润也不影响应纳税所得额或可抵扣亏损。

(2) 对于与子公司、合营企业及联营企业投资相关的应纳税暂时性差异，该暂时性差异转回的时间能够控制并且该暂时性差异在可预见的未来很可能不会转回。

对于可抵扣暂时性差异、能够结转以后年度的可抵扣亏损和税款抵减，本行以很可能取得用来抵扣可抵扣暂时性差异、可抵扣亏损和税款抵减的未来应纳税所得额为限，确认由此产生的递延所得税资产，除非：

(1) 可抵扣暂时性差异是在以下交易中产生的：该交易不是企业合并，并且交易发生时既不影响会计利润也不影响应纳税所得额或可抵扣亏损。

(2) 对于与子公司、合营企业及联营企业投资相关的可抵扣暂时性差异，同时满足下列条件的，确认相应的递延所得税资产：暂时性差异在可预见的未来很可能转回，且未来很可能获得用来抵扣可抵扣暂时性差异的应纳税所得额。

本行于资产负债表日，对于递延所得税资产和递延所得税负债，依据税法规定，按照预期收回该资产或清偿该负债期间的适用税率计量，并反映资产负债表日预期收回资产或清偿负债方式的所得税影响。

于资产负债表日，本行对递延所得税资产的账面价值进行复核。如果未来期间很可能无法获得足够的应纳税所得额用以抵扣递延所得税资产的利益，减记递延所得税资产的账面价值。在很可能获得足够的应纳税所得额时，减记的金额予以转回。

## 21、租赁

### (1) 租赁的分类

实质上转移了与资产所有权有关的全部风险和报酬的租赁为融资租赁，除此之外的均为经营租赁。

### (2) 融资租赁

本行作为出租人，在租赁期开始日，将租赁开始日最低租赁收款额作为应收款的入账价值，计入“发放贷款和垫款”，同时记录未担保余值；最低租赁收款额及未担保余值之和与其现值之间的差额确认为未实现融资收益。未实现融资收益在租赁期内各个期间采用实际利率法进行摊销。

### (3) 经营租赁

本行作为承租人，租赁费用在租赁期内按直线法摊销，计入利润表中的“业务及管理费”。

本行作为出租人，出租的资产仍作为本行资产反映，租金收入在租赁期内按直线法确认，计入利润表中的“其他业务收入”。

## 22、或有负债

或有负债是指由过去的交易或事项引起的可能需要履行的义务，其存在将由某些本行所不能完全控制的未来事项是否发生来确定。或有负债也可能是由于过去事项而产生的现实义务。但由于该义务不会引起经济利益的流出或该流出不能可靠地加以计量时，因此该义务未被确认为负债。

或有负债不作为预计负债确认，仅在附注中加以披露。只有在该事项很可能导致经济利益的流出，且该金额能够可靠计量时才确认为预计负债。

## 23、合并会计报表的编制方法

编制合并会计报表时，合并范围包括本行及全部子公司。

从取得子公司的实际控制权之日起，本行开始将其纳入合并范围；从丧失实际控制权之日起停止纳入合并范围。对于同一控制下企业合并取得的子公司，自其与本行同受最终控制方控制之日起纳入本行合并范围，并将其在合并日前实现的净利润在合并利润表中单列项目反映。

在编制合并会计报表时，子公司与本行采用的会计政策或会计期间不一致的，按照本行的会计政策或会计期间对子公司会计报表进行必要的调整。对于非同一控制下企业合并取得的子公司，以购买日可辨认净资产公允价值为基础对其会计报表进行调整。

本行与子公司所有重大往来余额、交易及未实现利润在合并会计报表编制时予以抵销。子公司的所有者权益及当期净损益中不属于本行所拥有的部分分别作为少数所有者权益及少数股东损益在合并会计报表中所有者权益及净利润项下单独列示。

## 24、企业合并

对于非同一控制下的企业合并，购买方发生的合并成本及在合并中取得的可辨认净资产按购买日的公允价值计量。合并成本大于合并中取得的被购买方于购买日可辨认净资产公允价值份额的差额，确认为商誉；合并成本小于合并中取得的被购买方可辨认净资产公允价值份额的差额，计入当期损益。

## 25、重大会计估计及判断

本行根据历史经验和其他因素，包括对未来事项的合理预期，对所采用的重要会计估计和关键假设进行持续的评价。很可能导致下一会计年度资产和负债的账面价值出现重大调整风险的重要会计估计和关键假设列示如下，当未来的实际结果可能与下述会计估计和判断存在重大差异时，本行将根据实际情况做出合理的判断及调整。

### (1) 贷款和垫款的减值准备

本行定期审阅贷款和垫款，以评估其是否出现减值情况，并在出现减值情况时评估减值损失的具体金额。减值的客观证据包括显示单项贷款和垫款预计未来现金流量出现大幅下降的可观察数据、显示投资组合中债务人及发行人的还款状况出现负面变动的可观察数据，或国家或地区经济状况发生变化引起组合内资产违约等事项。

单项方式评估的贷款和垫款减值损失金额为该贷款和垫款预计未来现金流量现值的净减少额。

除对已经识别的减值贷款单独进行减值损失评估外，本行定期对贷款组合的减值损失情况进行评估。导致预计现金流减少的减值迹象包括该贷款组合中借款人的还款能力发生恶化，或借款人所处的经济环境发生不利变化导致该贷款组合的借款人出现违约。基于具有类似信用风险特征的资产组合所发生损失的历史经验，本行对存在减值迹象的贷款组合做出减值估计。对于用于估测预计未来现金流的发生时间与金额时所使用的方法与假设，本行会定期评估以降低贷款减值实际损失与估计损失之间的差异。

### (2) 可供出售金融资产的减值

本行遵循《企业会计准则第8号－资产减值》和《企业会计准则第22号－金融工具确认和计量》确定可供出售金融资产是否发生减值。减值确定在很大程度上依赖于管理层判断。在进行判断的过程中，本行需评估该项投资的公允价值低于成本的程度和持续期间、投资项下基础资产质量（例如，违约率和损失覆盖率等）以及被投资对象的财务状况、短期业务展望（例如，行业状况及信用评级）等因素。

### (3) 金融工具公允价值

对有活跃交易市场的金融工具，本行通过向市场询价确定其公允价值；对没有活跃交易市场的金融工具，本行使用估值技术确定其公允价值。这些估价技术包括使用近期公平市场交易价格，可观察到的类似金融工具价格，使用风险调整后的折现现金流量分析，以及普遍使用的市场定价模型。本行对衍生及其它金融工具公允价值的估值模型使用可观察的市场数据，例如：利率收益率曲线和外汇汇率。使用估值技术计算出的公允价值会根据行业惯例，以及当期可观察到的市场交易中相同或类似金融工具的价格进行验证。

本行将根据业务发展和风险管理政策要求，及时修订市值重估业务范围；根据风险量化评估系统的建设和完善，及时修订市场重估的方法和模型。

### (4) 持有至到期投资

本行将具有固定或可确定支付金额并且到期日固定的非衍生金融资产划分为持有至到期投资。这一分类涉及重大判断。在做出相关判断时，本行会对其持有该类债券至到期日的意愿和能力进行评估。如本行对有明确意图和能力持有某项投资至到期日的判断产生偏差，该项投资所属整个投资组合重新归类为可供出售金融资产。

### (5) 所得税

在正常的经营活动中，确定所得税涉及对某些交易事项未来税务处理的判断，最终的税务处理存在不确定性。本行慎重评估各项交易的税务影响，并计提相应的所得税。《中华人民共和国企业所得税法》于2008年1月1日起施行。由于新企业所得税法部分实施细则尚未最终确定等因素的影响，以致很多交易最终的税务处理和计算存在不确定性。本行结合当前的税收法规及以前年度政府主管机关对本行的批复，对资产减值损失能否税前抵扣进行税务估计。如果这些税务事项的最终认定结果同原估计的金额存在差异，则该差异将对最终认定期间的当期所得税和递延所得税产生影响。

递延所得税资产按可抵扣税务亏损及可抵扣暂时性差异确认。本行持续审阅对递延所得税的判断，如预计未来很可能获得能利用的应纳税所得额，将确认相应的递延所得税资产。

## 三、重要会计政策和会计估计变更

### (1) 重要会计政策变更

本行本年无重要会计政策变更。

### (2) 重要会计估计变更

本行本年无重要会计估计变更。

## 四、税项

本行适用的主要税项及税率如下：

| 税 / 费种  | 计提税 / 费依据 | 税 / 费率 |
|---------|-----------|--------|
| 营业税     | 应税金融业务收入  | 5%     |
| 城建税     | 营业税       | 7%     |
| 教育费附加   | 营业税       | 3%     |
| 地方教育费附加 | 营业税       | 2%     |
| 所得税     | 应纳税所得额    | 25%    |

根据国税发[2008]28号以及国税函[2004]996号文件的规定，本行企业所得税由总行汇总统一缴纳；营业税由总行和各分支机构分别缴纳。

本行香港子公司银鼎控股有限公司、欧鼎控股有限公司遵从所在地税务规定计提缴纳相关税费。

根据财政部、国家税务总局财税[2006]5号文《财政部、国家税务总局关于信贷资产证券化有关税收政策问题的通知》，进元2014年第一期信贷资产证券化信托计划、进元2015年第一期信贷资产证券化信托资产支持计划不需要缴纳企业所得税。

## 五、本行财务报表主要项目注释

本行纳入合并范围的子公司报表项目少，并且金额不大，对本行数据影响较小，故以下注释仅为本行报表与合并报表存在重大差异的项目。

### 1、采用成本计量的可供出售权益工具

单位：人民币千元

| 被投资单位                   | 在被投资单位<br>持股比例(%) | 账面余额         |              |           | 年末金额         |
|-------------------------|-------------------|--------------|--------------|-----------|--------------|
|                         |                   | 年初金额         | 本期增加         | 本期减少      |              |
| 航天投资控股有限公司              | 7.95              | 777,596.16   | —            | —         | 777,596.16   |
| 国科瑞华创业投资企业              | 28.50             | 257,457.65   | —            | 19,460.43 | 237,997.22   |
| 中合中小企业融资担保股份有限公司        | 9.75              | 500,000.00   | —            | —         | 500,000.00   |
| 中意中小企业（曼达林基金）-B级股       | —                 | 3,060.44     | 4,589.02     | 7,649.47  | —            |
| 区域信用担保与投资基金             | 28.57             | 1,329,100.00 | —            | 30,380.00 | 1,298,720.00 |
| 非洲进出口银行                 | 7.30              | 133,898.68   | 148,085.31   | —         | 281,983.99   |
| 丝路基金有限责任公司              | 15.00             | —            | 4,675,392.01 | —         | 4,675,392.01 |
| 北京国科瑞华战略性新兴产业投资基金（有限合伙） | 30.00             | —            | 150,000.00   | —         | 150,000.00   |
| 经贸画报社                   | —                 | 500.00       | —            | —         | 500.00       |
| 中意中小企业（曼达林基金）-A级股       | 22.88             | 2,842.91     | —            | 920.16    | 1,922.75     |
| 曼达林基金管理公司               | 10.00             | 287.76       | —            | 95.31     | 192.45       |
| 合计                      | —                 | 3,004,743.60 | 4,978,066.35 | 58,505.36 | 7,924,304.59 |

## 2、长期股权投资

单位：人民币千元

| 被投资单位             | 期初余额         | 追加投资 | 减少投资 | 权益法下<br>确认的<br>投资损益 | 本期增减变动       |            | 宣告发放<br>现金股利<br>或利润 | 其他          | 期末余额         |
|-------------------|--------------|------|------|---------------------|--------------|------------|---------------------|-------------|--------------|
|                   |              |      |      |                     | 其他综合<br>收益调整 | 其他<br>权益变动 |                     |             |              |
| ① 合营企业            |              |      |      |                     |              |            |                     |             |              |
| 成都银科创业投资有限公司      | 768,376.53   | -    | -    | 5,907.88            | -            | -          | 16,500.00           | -           | 757,784.40   |
| 中日节能环保创业投资管理有限公司  | 117,032.98   | -    | -    | 733.50              | -            | -          | -                   | -           | 117,766.48   |
| 中日节能环保创业投资有限公司    | 97,831.97    | -    | -    | -559.69             | -            | -          | -                   | -           | 97,272.27    |
| 小计                | 983,241.48   | -    | -    | 6,081.68            | -            | -          | 16,500.00           | -           | 972,823.16   |
| ② 联营企业            |              |      |      |                     |              |            |                     |             |              |
| 重庆进出口信用担保有限公司     | 1,154,926.08 | -    | -    | 112,684.54          | -            | -          | 12,000.00           | -           | 1,255,610.62 |
| 东北中小企业信用再担保股份有限公司 | 1,011,694.83 | -    | -    | 30,277.15           | -            | -          | 36,000.00           | -           | 1,005,971.97 |
| 小计                | 2,166,620.90 | -    | -    | 142,961.69          | -            | -          | 48,000.00           | -           | 2,261,582.59 |
| ③ 子公司             |              |      |      |                     |              |            |                     |             |              |
| 上海盛盈房地产有限公司       | 722,888.00   | -    | -    | -                   | -            | -          | -                   | -           | 722,888.00   |
| 银鼎控股有限公司          | 8.88         | -    | -    | -                   | -            | -          | -                   | -           | 8.88         |
| 欧鼎控股有限公司          | 7.94         | -    | -    | -                   | -            | -          | -                   | -           | 7.94         |
| 小计                | 722,904.82   | -    | -    | -                   | -            | -          | -                   | -           | 722,904.82   |
| 减：减值准备            | 208,113.25   | -    | -    | -                   | -            | -          | -                   | -208,113.25 | -            |
| 账面价值              | 3,664,653.95 | -    | -    | 149,043.37          | -            | -          | 64,500.00           | 208,113.25  | 3,957,310.57 |

## 六、或有及承诺事项

### 1、重要的承诺事项

#### (1) 资本性承诺

单位：人民币千元

| 项目     | 承诺金额          | 已支付          | 剩余承诺金额        |
|--------|---------------|--------------|---------------|
| 对外投资承诺 | 40,781,576.34 | 9,969,336.69 | 30,812,239.65 |
| 合计     | 40,781,576.34 | 9,969,336.69 | 30,812,239.65 |

#### (2) 信用承诺

单位：人民币千元

| 项目       | 年末金额           | 年初金额           |
|----------|----------------|----------------|
| 开出保函     | 218,327,495.71 | 190,707,193.41 |
| 开出信用证    | 22,804,847.13  | 29,468,731.49  |
| 保兑       | 46,176.84      | 9,156,717.64   |
| 银行承兑     | 902,376.05     | 8,662,535.69   |
| 不可撤销贷款承诺 | 650,427,383.27 | 546,981,015.37 |
| 合计       | 892,508,279.00 | 784,976,193.60 |

#### (3) 经营租赁承诺

单位：人民币千元

| 项目    | 年末数        | 年初数        |
|-------|------------|------------|
| 1年以内  | 377,971.94 | 309,202.23 |
| 1年至5年 | 81,607.44  | 365,984.02 |
| 合计    | 459,579.38 | 675,186.25 |

### 2、或有事项

期末本行存在100万元以上作为原告 申请人的未决诉讼案件106件，涉及标的130亿元。

截至2015年12月31日止，本行不存在其他应披露的或有事项。

## 七、外国政府贷款转贷业务资产负债表

单位：人民币千元

| 资产         | 2015/12/31     |
|------------|----------------|
| 存放同业款项     | 2,282,150.18   |
| 应收利息       | 1,246,913.80   |
| 其他应收款      | 553,626.00     |
| 转贷外国政府贷款   | 94,510,502.09  |
| 其他资产       | 3,787,581.30   |
| 资产总计       | 102,380,773.37 |
|            |                |
| 负债         | 2015/12/31     |
| 借入外国政府贷款   | 101,585,206.46 |
| 其他应付款      | 632,396.64     |
| 其他负债       | 17,665.71      |
| 负债合计       | 102,235,268.81 |
|            |                |
| 所有者权益      | 2015/12/31     |
| 未分配利润      | 145,504.57     |
| 所有者权益合计    | 145,504.57     |
| 负债及所有者权益总计 | 102,380,773.37 |

## I. THE BASIS OF FINANCIAL STATEMENTS

On the basis of going concern, the Bank's financial statements have adopted the Accounting Standards for Business Enterprises – Basic Standards (hereafter referred as ASBE) and 38 specific standards issued on 15th Feb. 2006, and Implementation Guidance, Interpretation and other regulations issued by the MOF.

**Besides applying the ASBE, the following transactions and issues adopt special accounting policies,**

### 1. Onlending Loans of Foreign Governments

Onlending loans of foreign governments refer to concessional loans borrowed from foreign governments by Chinese Ministry of Finance in the name of Chinese Government. (The Bank) it is entrusted to lend the loans to domestic borrowers and is responsible for the drawing and payment of the loans, collection of the interests and expenses, and repayment, etc.

The onlending projects could be classified into three types in accordance with different repayment obligations:

Type One: Projects that the borrower is either a local provincial department of finance or a department of the State Council, who is responsible for the loan repayment.

Type Two: Projects that the borrower is a company and responsible for loan repayment, where the local provincial department of finance or relevant department of the State Council provides repayment guarantee for it.

Type Three: Projects that the borrower is a company and responsible for loan repayment, where the local provincial department of finance or relevant department of the State Council does not provide repayment guarantee for it. The bank assesses the project independently; onlends on the Bank's own accord, bears the risks and acts as the final repayment party.

To comply with Caizhaizi (2000) No.71 circular issued by the MOF, the projects of type three are self-conducted loans and accounted on the accrual basis on the financial statements, while the projects of type one and type two are agency transactions and treated as off-balance sheet items on the cash basis. Profit or loss from the projects of type one and type two, mainly including commission income from being an agent, interests income and expenses on onlending loans, and foreign exchange gains/losses on onlending loans, are brought forward monthly in the income statement. Accumulated net profit or loss is presented as "entrusted onlending loans" under other current assets or other current liabilities at the balance sheet date.

### 2. General Provision

The general provision of the Bank is set aside for unidentified potential losses. The specific withdrawing appropriation or amount is determined in accordance with the regulation of the government.

### 3. Retirement Benefit Obligations

To comply with the related regulation, the Bank accounts for the supplemental retirement benefits for retired employees on the cash basis.

## II. SIGNIFICANT ACCOUNTING POLICIES AND ACCOUNTING ESTIMATES

The financial statements of the Bank for the year 2015 have been prepared in accordance with the following significant accounting policies and accounting estimates in line with the ASBE.

### 1. Accounting Year

The Bank has adopted the calendar year as its accounting year, i.e. from 1st January to 31st December.

### 2. Functional Currency

Except for the branch established in Paris, the functional currency of the Bank is Renminbi (RMB). The functional currency of Paris Branch is Euro. Foreign currency transactions are accounted by using dual accounts system.

### 3. Basis of Accounting

Financial statements are prepared on the accrual basis of accounting.

### 4. Measurement Principles

In the financial statements of the Bank, except for derivative financial instruments, financial assets/liabilities at fair value through profit or loss, available-for-sale financial assets which are measured at fair value, historical cost is adopted as the measurement principle. Non-current assets classified as held for sale are measured at the lower of its carrying amount and fair value less costs to sell. Where assets are impaired, provisions for asset impairment are made in accordance with relevant requirements.

### 5. Foreign Currency Translation

#### (1) Translation of Foreign Currency Transactions

Foreign currency transactions are translated into the functional currency using the spot exchange rates at the dates of the transactions or a rate that approximates the exchange rates at the date of the transaction. Exchange differences arising from the foreign currency transactions are recognized in profit or loss for the current period.

At the balance sheet date, foreign currency monetary items are translated to functional currency using the spot exchange rate at that date. Exchange differences of these items are recognized in profit or loss for the current period, except for those exchange differences of monetary securities classified as available-for-sale. Foreign currency non-monetary items carried at historical cost continue to be measured at the amounts in functional currency translated using the spot exchange rates at the dates of the transactions; foreign currency non-monetary items carried at fair value are translated using the spot exchange rates at the date when the fair value is determined. Differences between the translated amount and the original amount of functional currency are accounted for as changes in fair value and included in profit or loss for the period or equity.

## (2) Translation of Foreign Currency Financial Statements

The Bank translates the foreign currency to RMB when preparing the financial statements. Assets and liabilities for each foreign currency balance sheet presented are translated at the closing rate at the date of that balance sheet; all equity items, except "Undistributed Profits", are translated at the spot rates at the dates of the transactions; income and expenses for each income statement are translated at the spot rates at the dates of the transactions. All resulting exchange differences are recognized as "Currency translation differences", a separate component of equity. Foreign currency cash flows are translated at the spot rates at the transaction dates. Effect of foreign exchange rate changes on cash and cash equivalents is presented separately in the statement of cash flows.

## 6. Cash and Cash Equivalents

Cash comprises cash at hand, deposits in central bank as reserves, demand placements and fixed deposits in banks and other financial institutions, and due from banks and other financial institutions with original maturity of less than three months.

## 7. Financial Assets

### (1) Classification and Measurement of Financial Assets

On initial recognition, financial assets are classified into the following four categories: financial assets at 'fair value through profit or loss' (FVTPL), 'held-to-maturity' investments, 'loans and receivables' and 'available-for-sale' (AFS) financial assets. The classification of financial assets depends on the Bank's intention and ability to hold them. Financial assets are initially recognized at fair value. For financial assets at FVTPL, related transaction costs are directly charged to the profit or loss for the current period; for financial assets classified as other categories, related transaction costs are included in the initial recognition amounts.

#### a. Financial Assets at Fair Value Through Profit or Loss

Financial assets at FVTPL include financial assets held for trading and those designated as FVTPL at inception. A financial asset is classified as held for trading if: it has been acquired principally for the purpose of selling in the near future; or it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of a recent actual pattern of short-term profit-making; or it is a derivative. Financial assets at FVTPL are subsequently measured at fair value, with all realized and unrealized gains or losses recognized in profit or loss for the current period. Interests received during the period in which the Bank holds the financial assets at FVTPL are recognized as interest income.

**b. Held-To-Maturity Investments**

HTM investments are non-derivative financial assets with fixed or determinable payments and fixed maturities that the Bank has the positive intention and ability to hold to maturity. Held-to-maturity investments are subsequently measured at amortized cost using the effective interest method; gains or losses arising from derecognition, impairment or amortizations are recognized in profit or loss for the current period.

Other than sales or reclassifications due to a significant deterioration in the issuer's creditworthiness, whenever the Bank sells or reclassifies more than an insignificant amount of held-to-maturity investments before maturity during the current financial year, any remaining held-to-maturity investments shall be reclassified as available for sale. The Bank shall not classify any financial assets as held-to-maturity during the current financial year or during the two following financial years.

**c. Loans and Receivables**

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are subsequently measured at amortized cost using the effective interest method. Gains or losses arising from derecognition, impairment or amortization are recognized in profit or loss for the current period.

**d. Available-For-Sale Financial Assets**

AFS financial assets are those non-derivative financial assets that are designated as available-for-sale or are not classified as financial assets mentioned above. AFS financial assets are subsequently measured at fair value. A premium and a discount shall be amortized using the effective interest method, and recognized as interest income or expenses. Gains or losses arising from changes in fair value (other than impairment losses and foreign exchange differences resulted from foreign currency monetary assets which are recognized in profit or loss for the current period) are recognized as a separate component of capital reserve, and are reversed and recognized in profit or loss for the period when such financial assets are derecognized or impaired. Dividends or interests income related to the available-for-sale financial assets are recognized in profit or loss for the current period.

**(2) Derecognition of Financial Assets**

The Bank derecognizes a financial asset only when the contractual rights to receive the cash flows from the financial asset expire or it transfers substantially all the risks and rewards of ownership of the asset.

### (3) Measurement of Fair Value

Financial instruments should be measured at fair value. The fair value of financial instruments (not including derivatives) traded in active markets is based on its quoted market price. The quoted market price is a price that is readily and regularly available from an exchange, dealer, broker, industry association, pricing service, and etc, and represents actual and regularly occurring market transactions on an arm's length basis.

For all other financial instruments and derivatives not quoted in an active market, the fair value is determined by using appropriate valuation techniques. Valuation techniques include making reference to the prices from recent arm's length market transactions between knowledgeable and willing parties, if available, current fair value of another instrument that is substantially the same, discounted cash flow analysis and option pricing models. The valuation techniques the Bank chooses are those generally accepted by the market participants, and testified as being reliable by the past market transaction prices. The Bank assesses the valuation techniques regularly and tests its effectiveness.

### (4) Impairment of Financial Assets

An assessment is made at each balance sheet date to determine whether there is objective evidence of impairment of financial assets or group of financial assets other than those at FVTPL. If there's objective evidence of impairment of financial assets as a result of one or more events that occur after the initial recognition of those assets ("loss events") and if the loss events have an impact on the estimated future cash flows of the financial assets or group of financial assets that can be reliably estimated, the financial assets or group of financial assets are impaired and impairment losses are incurred. Objective evidence that a financial asset or group of assets is impaired includes the following observable loss events:

- significant financial difficulty of the issuer or obligor;
- a breach of contract, such as a default or delinquency in interest or principal payments;
- the Bank, for economic or legal reasons relating to the borrower's financial difficulty, granting to the borrower a concession that the Bank would not otherwise consider;
- the probability that the borrower will enter into bankruptcy or other financial reorganization;
- disappearance of an active market for that financial asset because of financial difficulties of the issuer;
- observable data indicating that there is a measurable decrease in the estimated future cash flows from a group of financial assets since the initial recognition of those assets, although the decrease cannot yet be identified with the individual financial asset in the group, including: adverse changes in the payment status of borrowers in the group; a decrease in property prices for mortgages in the relevant area, or adverse changes in industry conditions that affect the borrowers in the group;

- any significant change with an adverse effect that has taken place in the technological, marketing, economic or legal environment in which the obligor operates, and indicates that the cost of investments in equity instruments may not be recovered;
- a significant or prolonged decline in the fair value of an investment in an equity instrument below its cost;
- other objective evidence indicating there is an impairment of the financial asset.

**a. Financial Assets Carried at Amortized Cost**

The Bank assesses individually whether objective evidence of impairment exists for loans and receivables or held-to-maturity investments that are individually significant (amounts over RMB200 millions). If there is objective evidence that an impairment loss has been incurred, the carrying amount of the asset is reduced to the present value of estimated future cash flows discounted at the original effective interest rate and shall include the value of any relevant collaterals. The reduced amount is recognized as impairment loss in profit or loss for the current period.

If the estimated future cash flows do not differ significantly from its present value for short-term loans and receivables or held-to-maturity financial assets, there's no need to use the discounted value when determining the impairment of the assets. The present value of the estimated future cash flows of a collateralized financial asset or receivable reflects the cash flows that reduce the costs for obtaining and selling the collateral, whether or not repossession is possible.

The Bank includes, in a group of financial assets with similar credit risk characteristics, similar loans and advances to customers that are not individually significant, or customer loans and receivables having been individually assessed for impairment and found not to be impaired, and collectively assesses them for impairment. If there is objective evidence that estimated future cash flows of a certain type of financial assets reduce significantly after the initial recognition, impairment loss shall be recognized in profit or loss for the current period.

The Bank assesses the impairment losses of similar loans and advances to customers that are not individually significant, or customer loans and receivables having been individually assessed for impairment and found not to be impaired, by Delinquency Flow Method (Migration Model). The probability of default and historical loss experience is used as inputs to calculate the impairment loss. The inputs are adjusted on the basis of current observable data to reflect the effects of current economic conditions.

Receivables that are individually insignificant or those having been individually assessed for impairment and found not to be impaired are classified in different groups according to similar credit risk characteristics. Impairment loss is certain percentages of the balances of these receivable groups, and allowances for bad debts are determined accordingly. Specific percentages are as follows:

| Account Receivable Age                | Provision Rate |
|---------------------------------------|----------------|
| Overdue 0-6 months (inclusive)        | 0-5%           |
| Overdue 6 months – 1 year (inclusive) | 50%            |
| Overdue Over 1 year                   | 100%           |

If, in a subsequent period, the amount of financial assets recovers and the recovery can be objectively related to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the previously recognized impairment loss shall be reversed. The amount of the reversal shall be recognized in profit or loss for the current period. The reversal shall not result in a carrying amount of the financial asset that exceeds what the amortized cost would have been had the impairment not been recognized at the date the impairment is reversed.

The impairment policy for financial assets carried at amortized cost is not applicable to Chinese Government Concessional Loans, Preferential Export Buyer's Credit, and Special State Loans(hereafter referred as two preferential loans and the special loan, whose impairment loss of two preferential loans and the special loan is determined in accordance with their specific risk classification. The provision rates are derived from the "five-category credit classification" as follows: normal class, 1%; concern class, 2%; secondary class, 25%; doubtful class, 50%, loss class, 100%.

The Bank set up an internal country risk assessment system which is used to assesses risks by different countries. Country risk shall be categorized in five classes as very high risk, high risk, medium risk, low risk and very low risk. Provision percentage is no less than 0.5% for very low risk class, no less than 1% for low risk class, no less than 15% for medium class, no less than 25% for high risk class and no less than 50% for very high risk class, considering risk transfer and mitigating factors.

When an item of loans is uncollectible after the Bank has gone through all necessary legal and other process, it is written off against the related allowance for impairment losses. Such loans and receivables are written off after all the necessary procedures have been completed and the amount of the loss has been determined. Subsequent recoveries of the amounts previously written off decrease the amount of the impairment loss and are recognized in profit or loss for the current period.

**b. Restructured Loans**

Restructured loans are loan items arising from renegotiation of the loan terms by the Bank and the debtors with worsening financial position or possible default. The Bank assesses the impairment of the restructured loans individually at the restructuring date. The Bank continuously reviews restructured loans. If all criteria are met after the restructuring watch period, the restructured loans are no longer regarded as impaired loans after approval.

**c. Available-For-Sale Financial Assets**

If there's objective evidence that AFS financial assets are impaired, accumulated losses due to decreases in fair value previously recognized directly in capital reserve are reversed and charged to profit or loss for the current period, even if the financial assets are not derecognized. The reversed accumulated losses are the asset's initial acquisition costs after deducting amounts recovered and amortized, current fair value and impairment losses previously recognized in profit or loss.

If, in a subsequent period, the carrying amount of AFS debt instruments increases and the increase can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment losses are reversed. The reversal shall be recognized in profit or loss for the current period. The reversal of impairment losses of AFS equity instruments is recognized in capital reserve, not in profit or loss for the current period. Impairment losses incurred by investments in an unquoted equity instrument (without a quoted price in an active market) whose fair value cannot be reliably measured are not reversed.

**(5) Transfer of Financial Assets**

The Bank derecognizes a financial asset when it transfers substantially all the risks and rewards of ownership of the asset to the transferee, and the Bank does not derecognize a financial asset when it retains substantially all the risks and rewards of ownership of the asset.

Where the Bank neither transfers nor retains substantially all risks and rewards of ownership of the financial asset, and gives up the control of the financial asset, the Bank derecognizes the financial asset and recognizes an asset and liability; or does not give up the control of the financial asset, the Bank continues to recognize the relevant financial assets to the extent of the its continuing involvement in the transferred asset, and recognizes a financial liability.

## 8. Offsetting Financial Assets and Financial Liabilities in Presentation

A financial asset and a financial liability are offset and the net amount is presented in the balance sheet when the Bank has a legal right to set off the recognized amounts and the legal right is currently enforceable; and the Bank intends either to settle on a net basis, or to realize the financial asset and settle the financial liability simultaneously.

## 9. Derivative Financial Instruments and Embedded Derivatives

The Bank uses derivative financial instruments such as forward foreign currency contracts and interest rate swaps to hedge its risks associated with foreign currency and interest rate fluctuations. Such derivative financial instruments are initially recognized at fair value on the date on which a derivative contract is entered into and are subsequently measured at fair value. Fair value of derivatives are determined by quoted price in an active market (including recent market transaction price) or valuation models (including discounted cash flow analysis and option pricing models). Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative. Certain derivative transactions, while providing effective economic hedges for specific interest rate risk and exchange rate risk under the Bank's risk management positions, do not qualify for hedge accounting under ASBE 24 and are therefore treated as derivatives held for trading with fair value changes recognized as "net gains (or losses) on fair value changes".

## 10. Financial Assets Held under Resale Agreements and Financial Assets Sold under Repurchase Agreements

Transactions with resale agreements are transactions when the Bank purchases securities from the counterparty according to the resale agreements and sells the same securities at a fixed price at a future date. Transactions with repurchase agreements are transactions when the Bank sells securities to the counterparty according to the repurchase agreements and repurchases the same securities at a fixed price at a future date.

Considerations paid or received for financial assets held under resale agreements or financial assets sold under repurchase agreements are recognized in the balance sheet. Assets purchased under agreements to resell at a specified future date are not recognized, but recorded on the reference book. Assets sold under agreements to repurchase at a specified future date are still presented in the balance sheet.

The interest income for resale agreements and interest expense for repurchase agreements are accrued over the life of the agreement using the effective interest method.

## 11. Long-term Equity Investment

Long-term equity investment of the Bank includes subsidiaries, associates and joint ventures.

### (1) Subsidiaries

The cost method is used to account for the Bank's investment in subsidiaries. The investment is adjusted by equity method when preparing the consolidated financial statements.

### (2) Associates and Joint Ventures

Associates are all entities over whose financial and operational decisions the Bank has significant influence. Joint ventures exist where the Group has a contractual arrangement with one or more parties to undertake economic activities which are subject to joint control.

Investments in associates and joint ventures are initially recognized at cost and are accounted for using the equity method of accounting. Unless the Bank has an obligation to assume liability or has already made payments for the associates or the joint ventures, the losses of the associates and the joint ventures are recognized to the extent of the carrying amount of the investment. The Bank recognizes the investment gains or losses for the current period and adjusts the carrying amount of long-term equity investment according to the share of the net profit/loss of the investee. Distributions or cash dividends of the investee that belong to the Bank reduce the carrying amount of the long-term equity investment when declared.

Unrealized gains on transactions between the Bank and its associates and joint ventures are eliminated to the extent of the Bank's interests in the associates and joint ventures; unrealized losses are also eliminated unless the transaction provides evidence of impairment of the asset transferred. It is necessary accounting policies of associates and joint ventures shall be adjusted when preparing the financial statements to ensure consistency with the policies adopted by the Bank.

### (3) Long-term Equity Investment with No Control, Joint Control or Significant Influence

Where the Bank does not have control, joint control or significant influence over the investee, and the investment is not quoted in an active market and its fair value cannot be reliably measured, a long-term equity investment is accounted for using the cost method.

For long-term equity investment accounted for using the cost method, except for the cash dividends or distributions declared and not yet distributed included in the considerations paid to acquire the investment, the cash dividend or distributions declared by the investee that belong to the investor should be recognized as investment gains, without considering whether the net profit is realized before or after the investment.

## 12. Fixed Assets

The Bank's fixed assets are tangible assets that are held for use in the supply of services, have useful lives over one accounting year and high unit price.

Fixed assets include buildings, equipment, motor vehicles and others. A fixed asset is initially measured at cost. The cost of a purchased fixed asset comprises its purchase price, relevant taxes such as tariffs and any directly attributable costs of bringing the asset to its present working condition and location for its intended use. The cost of a self-constructed fixed asset comprises those expenditures necessarily incurred for bringing the asset to working condition for its intended use.

The cost of a fixed asset contributed by an investor shall be determined in accordance with the value stipulated in the investment contract or agreement. However, when the value stipulated in the contract or agreement is not fair, fair value will be used. A fixed asset that is obtained under a finance lease is measured at the lower of the fair value of the leased asset and the present value of the minimum lease payments, both determined at the inception of the lease.

Subsequent expenditure incurred on a fixed asset, such as repairs and maintenance cost, dismantlement, removal and restoration costs, is included in the cost of the fixed asset, only if it meets the recognition criteria of a fixed asset. The carrying amount of the replaced part is derecognized. Other subsequent expenditure that fails to meet the recognition criteria of a fixed asset shall be recognized in profit or loss in the period in which they are incurred.

The Bank provides depreciation for all its fixed assets other than fully depreciated fixed assets that are still in use and land that is separately valued and accounted for. Depreciation is calculated on the straight-line basis and expensed according to its use. The estimated useful lives, residual value rate and depreciation rate of the Bank's fixed assets are as follows:

| Type of assets | Estimated useful life | Estimated residual value rate | Depreciation rate/year |
|----------------|-----------------------|-------------------------------|------------------------|
| Buildings      | 30-35 years           | 3%                            | 2.77-3.23%             |
| Equipment      | 3-5 years             | 3%                            | 19.40-32.33%           |
| Motor vehicles | 6 years               | 3%                            | 16.17%                 |

The Bank reviews the useful life estimated net residual value and the depreciation method applied at each financial year-end. A change in the useful life or estimated net residual value of a fixed asset or the depreciation method used is accounted for as a change in an accounting estimate.

A fixed asset is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or losses arising from selling, transferring, retiring or damaging the asset, which calculated as the difference between the net disposal proceeds and the carrying amount of the asset and related tax expenses is recognized in the profit or loss for the current period.

### 13. Foreclosed Assets

When recovering the impaired loans and receivables, the Bank may acquire ownership of the foreclosed assets through legal procedures or at the borrower's will. If the Bank intends to liquidate and exempts the borrower from repaying loans, foreclosed assets are presented as "Foreclosed Assets".

When the Bank recovers interest receivables by acquiring foreclosed assets, the foreclosed assets are recognized at fair value. Related cost in acquiring the foreclosed assets, legal cost and other costs are recognized as part of the carrying amount of the foreclosed assets. Foreclosed assets are presented at carrying amount less impairment in the balance sheet. If, in a subsequent period, the amount of foreclosed assets recovers and the recovery can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss shall be reversed. The amount of the reversal shall be recognized in profit or loss for the current period.

### 14. Impairment of Non-financial Assets

The Bank assesses whether there is any indication that fixed assets, intangible assets with a finite useful life and long-term equity investment may be impaired at each balance sheet date. If there is any indication that an asset may be impaired, the recoverable amount is estimated and impairment test is conducted.

The recoverable amount of an asset is the higher of its fair value less costs of disposal and the present value of the future cash flows expected to be derived from the asset. The recoverable amount is estimated for the individual asset. If it is not possible to estimate the recoverable amount of the individual asset, the Bank determines the recoverable amount of the asset group to which the asset belongs. Identification of an asset group shall be based on whether major cash inflows generated by the asset group are largely independent from the cash inflows generated by other assets or asset groups.

If the recoverable amount of an asset is less than its carrying amount, the Bank reduces the carrying amount to its recoverable amount. The difference is recognized as an impairment loss and charged to profit or loss for the current period. Once an impairment loss on above mentioned assets is recognized, it shall not be reversed in a subsequent period.

### 15. Classification and Measurement of Financial Liabilities

On initial recognition, financial liabilities are classified as either financial liabilities at 'fair value through profit or loss' (FVTPL) or 'other financial liabilities'. For financial liabilities at FVTPL, related transaction costs are directly charged to the profit or loss for the current period; for financial liabilities classified as other financial liabilities, related transaction costs are included in the initial recognition amounts.

### (1) Financial Liabilities at Fair Value Through Profit or Loss

Financial liabilities are classified as at FVTPL where the financial liability is either held for trading or originally designated as at FVTPL. A financial liability is classified as held for trading if it is acquired or incurred principally for the purpose of selling or repurchasing it in the near term; if it is part of a portfolio of identified financial instruments that are managed together and for which there is evidence of recent actual pattern of short-term profit-making; or derivatives, except for a derivative that is a designated and effective hedging instrument, or a financial guarantee contract, or a derivative that is linked to and must be settled by delivery of an unquoted equity instrument (without a quoted price from an active market) whose fair value cannot be reliably measured. Financial liabilities at FVTPL are subsequently measured at fair value, with all realized and unrealized gains or losses recognized in profit or loss for the current period.

### (2) Other Financial Liabilities

Other financial liabilities are initially recognized at fair value net of transaction costs. Other financial liabilities are subsequently measured at amortized cost using the effective interest method.

## 16. Employee Benefits

Employee benefits are all forms of consideration given and other relevant expenditures incurred by the Bank in exchange for service rendered by employees. In the accounting period in which an employee has rendered services, the Bank recognizes the employee benefits payable for those services as a liability, and recognizes relevant asset or expense for the current period.

### (1) Social Welfare

According to related regulations, the Bank adopts the social welfare policy for government sponsored institutions. Employees of the headquarters of the Bank are enrolled in unemployment insurance schemes and employment injury insurance schemes. Some branches are enrolled in local social welfare schemes according to the local policies. Expenditure related to payments for employees' social welfare is included in profit or loss for the period in which they are incurred.

### (2) Retirement Benefits

According to the regulations issued by the MOF, expenditure related to pension and benefits for retired employees is included in profit or loss for the period in which it is incurred.

### (3) Housing Funds and Subsidy

Pursuant to related regulations, all employees of the Bank participate in various local housing funds schemes administered by local governments. The Bank contributes on a monthly basis to these funds based on certain percentages of the salaries of the employees. These payments are recognized in profit or loss for the period in which they are incurred.

The Bank provides housing subsidy to the employees applicable. Housing subsidy is recognized in profit or loss for the period in which they are disbursed.

## 17. Estimated Liability

An obligation related to a contingency is recognized as an estimated liability when the obligation is a present obligation of the Bank, possible economic benefits flow out of the Bank and the amount of the obligation can be reliably measured. For obligation balances arising from the letter of credit or letter of guarantee issued related to off-balance sheet matters, estimated liability is recognized when the Bank assesses if there's any indication that impairment is occurred according to the similar financial assets in the balance sheet.

An estimated liability is initially measured at the best estimation of the expenditure required to settle the related present obligation, taking into account the factors pertaining to a contingency such as the risks, uncertainties and time value of money. The Bank reviews the carrying amount of an estimated liability at each balance sheet date. Where there is clear evidence that the carrying amount of a provision does not reflect the current best estimate, the carrying amount shall be adjusted to the current best estimate.

The Bank follows similar impairment policy to recognize estimated liability for letter of guarantee and letter of credit issued off-balance sheet.

## 18. Fiduciary Activities

The Bank acts as a custodian, trustee or agent in fiduciary activities. The assets held for fiduciary activities and commitments to return the assets to the clients are not included in the balance sheet of the Bank, and risks and rewards of these assets are the responsibility of the customers.

Entrusted loans are loans funded by the consigner, and the Bank grants loans to borrowers at the direction of the consigner with regard to the borrower, purpose, amounts, term, interest rates, and etc. The Bank is entrusted to make payment to the borrower, supervise the use of the loans and assist in collecting these loans. The consigner bears the risk. The Bank charges a commission related to the entrusted loans, and neither presents the entrusted loans in the balance sheet nor accrues impairment provision for the loans.

## 19. Recognition of Income and Expenses

### (1) Interest Income and Expense

Interest income or expense of the financial assets or financial liabilities measured at amortized cost is calculated using effective interest method on an accrual basis. The effective interest method is a method of calculating the amortized cost of financial assets or financial liabilities, and of allocating the interest income or interest expense over the relevant period. The effective interest rate is the rate that exactly discounts estimated future cash payments or receipts through the expected life of the financial instrument to the net carrying amount of the financial asset or financial liability. When estimating the future cash flows, the Bank considers all contractual terms of financial instruments, but without considering future credit losses. The calculation includes all transaction costs, discounts and premiums that are an integral part of the effective interest rate.

If the financial assets impair, relevant interest income is calculated using the discount rate of future cash flows for measuring the impairment losses.

### (2) Fees and Commission Income

Fees and commission income is recognized on an accrual basis when the service is provided.

Loan commitment fees and related direct cost relevant to possible loans are deferred and recognized as an adjustment to the effective interest rate of the loans. When all the loans for a syndication group are issued, and the Bank itself doesn't retain any loans or retain some loans only at the same effective interest rate as other members of the syndication, fees of the syndication loans are recognized as income.

When the Bank provides services independently or participates in services to a third party regarding business mergers, acquisitions and transfer, and issuance of securities, omissions received are recognized when the transaction accomplishes. Fees relating to asset management, other management advisory services and financial guarantee are normally recognized over a period according to a percentage agreed in the contract.

### (3) Exchange Gains/Losses

Exchange gains/losses arise mainly from the exchange difference of foreign currency exposure translated at fluctuated exchange rate.

## 20. Income Taxes

Income taxes comprise current income taxes and deferred tax. Income taxes are included in profit or loss for the current period, except for those related to transactions or events directly recognized in owners' equity, which are recognized directly in owners' equity.

Taxable profits, which are the basis for calculating the current tax expenses, are determined after adjusting the accounting profits before tax for the year in accordance with relevant requirements of tax laws.

At the balance sheet date, current income tax liabilities (or assets) for the current and prior periods are measured at the amount expected to be paid (or recovered) according to the requirements of tax laws.

Temporary differences arising from the difference between the carrying amount of an asset or liability and its tax base, or the difference between the tax base and the carrying amount of those items that are not recognized as assets or liabilities but have a tax base that can be determined according to tax laws, are recognized as deferred tax using the balance sheet liability method.

Except for the following temporary differences, the Bank recognizes deferred tax liabilities for all taxable temporary differences.

(1) Taxable temporary differences arise from the following transactions (a) the initial recognition of goodwill; and (b) the initial recognition of an asset or liability in a transaction which neither is a business combination nor affects accounting profit or taxable income (or deductible tax loss) at the time of the transaction occurs.

(2) For taxable temporary differences associated with investments in subsidiaries, associates and joint ventures, the Bank is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Except for the following, the Bank recognizes deferred tax assets to the extent that it is probable that taxable profits will be available to offset the deductible temporary differences, deductible tax losses and tax credits.

(1) Deductible temporary differences arise from a transaction which neither is a business combination nor affects accounting profit or taxable income (or deductible tax loss) at the time of the transaction occurs.

(2) For deductible temporary differences associated with investments in subsidiaries, associates and joint ventures, if it is probable that the temporary difference will reverse in the foreseeable future and it is probable that taxable profits will be available in the future, against which the temporary difference can be utilized, the Bank recognizes the corresponding deferred tax asset.

At the balance sheet date, deferred tax assets and deferred tax liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, according to the requirements of tax laws, and reflect the tax effect of the expected realization of asset and settlement of liability.

At the balance sheet date, the Bank reviews the carrying amount of any deferred tax asset. If it is probable that sufficient taxable profits will not be available in future periods to allow the benefit of the deferred tax asset to be utilized, the carrying amount of the deferred tax asset is reduced. Any such reduction in amount is reversed to the extent that it becomes probable that sufficient taxable profits will be available.

## 21. Leases

### (1) Classification of Leases

A finance lease is a lease that transfers in substance all the risks and rewards incidental to ownership of an asset. An operating lease is a lease other than a finance lease.

### (2) Finance Lease

When the Bank is a lessor under finance leases, the minimum lease payment receivable from the lessee is recognized as a receivable and presented as "loans and advances" at the inception of the lease. Unguaranteed residual value is recognized in the meantime. The difference between the receivable and unguaranteed residual value and the present value of the receivable is recognized as unearned finance income. Unearned finance income shall be allocated over the lease term using the effective interest method.

### (3) Operating Lease

When the Bank is the lessee under an operating lease, rental expenses are charged in "Operating and management expenses" in the income statement on a straight-line basis over the lease term.

When the Bank is the lessor under operating leases, the assets subject to the operating lease are accounted for as the Bank's assets. Rental income is recognized as "Other operating income" in the income statement on a straight-line basis over the lease term.

## 22. Contingent Liabilities

A contingent liability is a possible obligation that arises from past events and whose existence will only be confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Bank. It can also be a present obligation arising from past events that is not recognized because it is not probable that an outflow of economic resources will be required or the amount of obligation cannot be measured reliably.

Contingent liabilities are not recognized as provisions. They are disclosed in the Notes. They are recognized as provisions only when it is probable that an outflow of economic benefits will be required to settle the obligation, and the amount of the obligation can be measured reliably.

## 23. Preparation of Consolidated Financial Statements

The scope of consolidation is the Bank and all its subsidiaries.

The dates on which the Bank obtains or loses control of its subsidiaries are considered as the acquisition date and the date of disposal. Subsidiaries acquired through a business combination involving enterprises under common control are consolidated since they and the Bank are commonly controlled by the controlling party. Their net profit obtained before the consolidation date is presented as a separate line item in the consolidated income statement.

If the accounting policies or accounting periods of the subsidiaries are different from those of the Bank, when preparing the consolidated financial statements, the Bank makes necessary adjustments to the financial statements of the subsidiaries based on its own accounting policies and accounting periods. Where a subsidiary has been acquired through a business combination not involving enterprises under common control, the subsidiary's financial statements are adjusted according to the fair value of identifiable net assets at the acquisition date.

All significant intergroup accounts, transactions and unrealized profit between the Bank and its subsidiaries are eliminated on consolidation. The portion of a subsidiary's owner's equity that is not attributable to the parent is treated as minority interests and presented in the consolidated balance sheet as owner's equity, and in the consolidated income statement below the "net profit" line item.

## 24. Business Combination

Where a subsidiary has been acquired through a business combination not involving enterprises under common control, the cost of an acquisition and the identifiable net assets acquired in the combination are measured as the fair value at the acquisition date. The excess of the cost of acquisition over the fair value of the Bank's share of the identifiable net assets acquired is recorded as goodwill. If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognized directly as profit or loss for the current period.

## 25. Significant Accounting Policies and Judgments

The Bank continuously evaluates significant estimates and assumptions, based on historical experiences of the Bank's management as well as other factors, including reasonable anticipation for the future issues. Significant estimates and assumptions, which most likely affect the carrying amounts of next year's assets and liabilities, are set out below. When there is a huge gap between the reality and the following accounting estimates and judgments, the Bank will make reasonable adjustment according to the facts.

### **(1) Impairment Allowances on Loans and Advances**

The Bank reviews its loan portfolio to assess impairment on a periodic basis, and evaluate the impairment loss when impairment is incurred. Objective evidence for impairment includes observable data indicating that there is a measurable decrease in the estimated future cash flows for an individual loan or advance, observable data indicating that there has been an adverse change in the payment status of borrowers or issuers, or national or local economic conditions that correlate with defaults on assets in the portfolio.

Impairment loss for individual loans and advances is the net reduction in the present value of expected future cash flows.

In addition to the assessment of identifiable impairment of the individual loans, the Bank assesses the impairment of loan groups periodically. Indications for impairment that causes the reduction of expected cash flows include adverse changes in the payment status of borrowers in the group or adverse changes in economic conditions that affect the borrowers in the group. The Bank estimates the impairment loss of the loan groups with impairment indications based on historical experience of assets loss with similar credit risk characteristics. The methodology and assumptions used for estimating both the amount and timing of future cash flows are reviewed regularly to narrow the gap between estimated loss and actual loss.

### **(2) Impairment of Available-For-Sale Financial Assets**

The Bank follows the guidance of ASBE 8 – Impairment of Assets and ASBE22 – Financial Instruments: Recognition and Measurement to determine if AFS financial assets are impaired, and the final judgment heavily relies on the decision of top management. In making this judgment, the Bank evaluates the duration and extent to which the fair value of an investment is less than its cost, and the financial health of the underlying assets (such as probability of default and loan loss coverage, etc), financial position and near-term business outlook (such as industry situations and credit ratings) for the investee.

### **(3) Fair Value of Financial Instruments**

The Bank establishes fair value of financial instruments with reference to a quoted market price in an active market or, if there is no active market, using valuation techniques. These valuation techniques include using recent arm's length transactions, observable prices for similar instruments, discounted cash flow analysis using risk-adjusted interest rates, and commonly used market pricing models. Valuation models applied to determine fair value of derivatives and other financial instruments use observable market inputs and data including, for example, interest rate yield curves and foreign currency rates. The results of using valuation techniques are calibrated against industry practice and observable current market transactions in the same or similar instruments.

The Bank revises the valuation scope according to the operational strategy and risk management policies. Valuation techniques and models are updated in accordance with the establishment and improvement of risk quantification and assessment system.

#### (4) Held-to-maturity Investments

The Bank classifies non-derivative financial assets with fixed or determinable payments and fixed maturity as held-to-maturity investments. This classification requires significant judgment. In making this judgment, the Bank evaluates its intention and ability to hold such investments to maturity. If the Bank's judgment differs from the reality, it will be required to reclassify the entire portfolio of assets as available-for-sale.

#### (5) Income Taxes

In the course of general business, income tax recognition involves judgment on future tax treatment, and, the final tax treatment is uncertain. The Bank assesses the tax effect of all transactions prudentially and calculates relevant income tax. The Corporate Income Tax Law of the Peoples' Republic of China took effect on 1 January 2008. However, there are many transactions and calculations for which the ultimate tax is uncertain during the ordinary course of business, because the legislation under new CIT Law is not finalized. The Bank has combined the existing tax legislation and the judgment of past practice made by government institutions, to decide whether impairment loss shall deduct taxable income. If the final tax outcome of these matters is different from the amounts that were initially recorded, such differences will be determined as the income tax and deferred income tax for the period.

The Bank recognizes deferred tax assets in accordance with deductible temporary differences and deductible losses. The Bank assesses the judgment on deferred income tax continuously, and recognizes deferred tax assets to the extent that it is probable that taxable profits will be available in the future.

### III. CHANGES IN ACCOUNTING POLICIES, ACCOUNTING ESTIMATES AND OTHER REVISIONS

The Bank does not have any changes in accounting policies, accounting estimates and other revisions for the year 2015.

### IV. TAXATION

The major taxes and tax rates applied to the Bank are listed below:

| Type of Tax/Fee                | Taxed on                    | Rate |
|--------------------------------|-----------------------------|------|
| Business Tax                   | Taxable financial revenue   | 5%   |
| Urban Construction Tax         | Amount of Business Tax paid | 7%   |
| Education Levy Surcharge       | Amount of Business Tax paid | 3%   |
| Local Education Levy Surcharge | Amount of Business Tax paid | 2%   |
| Corporate Income Tax           | Taxable Income              | 25%  |

According to the regulation of Guoshuifa [2008] 28 circular and Guoshuihan [2004] 996 circular, corporate income tax of the Bank is paid on an aggregated basis by the headquarter; and business tax is paid separately by the headquarter and branches.

The subsidiaries of the Bank, EIBC Holdings Limited and CEEF Holdings Limited, operating in Hong Kong, calculate and pay their taxes in accordance to local taxation regulations.

According to the Caishui [2006] 5 "Notice on taxation related to securitization of credit assets by the Ministry of Finance and State Administration of Taxation", "Jinyuan Credit Asset Securitization Trusteeship Plan First Instalment of 2014" and "Jinyuan Credit Asset Securitization Trusteeship Plan First Instalment of 2015" enjoy exemption of corporate income tax.

## V. NOTES TO THE FINANCIAL STATEMENTS OF THE BANK

The subsidiaries of the Bank which are included in the scope of consolidation, have limited impact on the Bank's statistics; therefore listed below are only the significant differences between the Bank's Financial Statements and Consolidated Financial:

### 1. Available-For-Sale Financial Assets Measure at Cost:

Unit: In thousands of RMB

| Invested Organizations                        | Proportion of ownership (%) | Beginning balance   | Book Value          |                  | Ending balance      |
|-----------------------------------------------|-----------------------------|---------------------|---------------------|------------------|---------------------|
|                                               |                             |                     | Increase            | Decrease         |                     |
| China Aerospace Investment Holdings Ltd.      | 7.95                        | 777,596.16          | –                   | –                | 777,596.16          |
| CASREV Fund                                   | 28.50                       | 257,457.65          | –                   | 19,460.43        | 237,997.22          |
| China United SME Credit Guarantee Co, Ltd.    | 9.75                        | 500,000.00          | –                   | –                | 500,000.00          |
| Mandarin Capital Partner S.C.A SICAR- B share | –                           | 3,060.44            | 4,589.02            | 7,649.47         | –                   |
| Credit Guarantee & Investment Facility        | 28.57                       | 1,329,100.00        | –                   | 30,380.00        | 1,298,720.00        |
| African Export-Import Bank                    | 7.30                        | 133,898.68          | 148,085.31          | –                | 281,983.99          |
| Silk Road Fund Co., Ltd.                      | 15.00                       | –                   | 4,675,392.01        | –                | 4,675,392.01        |
| CASREV FUND II                                | 30.00                       | –                   | 150,000.00          | –                | 150,000.00          |
| China Classic trade                           | –                           | 500.00              | –                   | –                | 500.00              |
| Mandarin Capital Partner S.C.A SICAR- A share | 22.88                       | 2,842.91            | –                   | 920.16           | 1,922.75            |
| Management S.A                                | 10.00                       | 287.76              | –                   | 95.31            | 192.45              |
| <b>Total</b>                                  | <b>–</b>                    | <b>3,004,743.60</b> | <b>4,978,066.35</b> | <b>58,505.36</b> | <b>7,924,304.59</b> |

## 2. Long-Term Equity Investment

Unit: In thousand of RMB

| Invested Organizations                                                                  | Opening Balance | Increase | Decrease | Changes during the Year               |                            |                      |           |             | Other | Ending Balance |
|-----------------------------------------------------------------------------------------|-----------------|----------|----------|---------------------------------------|----------------------------|----------------------|-----------|-------------|-------|----------------|
|                                                                                         |                 |          |          | Investment Income under Equity Method | Other Comprehensive Income | Other Equity Changes | Dividends |             |       |                |
| I. Joint Ventures                                                                       |                 |          |          |                                       |                            |                      |           |             |       |                |
| Chengdu Yinke Venture Capital Co.Ltd                                                    | 768,376.53      | -        | -        | 5,907.88                              | -                          | -                    | 16,500.00 | -           | -     | 757,784.40     |
| China-Japan Energy Conservation and Environmental Protection Venture Capital Management | 117,032.98      | -        | -        | 733.50                                | -                          | -                    | -         | -           | -     | 117,766.48     |
| China-Japan Energy Conservation and Environmental Protection Venture Capital Co.Ltd     | 97,831.97       | -        | -        | -559.69                               | -                          | -                    | -         | -           | -     | 97,272.27      |
| Subtotal                                                                                | 983,241.48      | -        | -        | 6,081.68                              | -                          | -                    | 16,500.00 | -           | -     | 972,823.16     |
| II. Associates                                                                          |                 |          |          |                                       |                            |                      |           |             |       |                |
| Chongqing Export-Import Credit Guarantee Co.Ltd                                         | 1,154,926.08    | -        | -        | 112,684.54                            | -                          | -                    | 12,000.00 | -           | -     | 1,255,610.62   |
| Northeast China Small and Medium-Sized Enterprises Credit Re-Guaranty Co.Ltd            | 1,011,694.83    | -        | -        | 30,277.15                             | -                          | -                    | 36,000.00 | -           | -     | 1,005,971.97   |
| Subtotal                                                                                | 2,166,620.90    | -        | -        | 142,961.69                            | -                          | -                    | 48,000.00 | -           | -     | 2,261,582.59   |
| III. Subsidiaries                                                                       |                 |          |          |                                       |                            |                      |           |             |       |                |
| Shanghai Shengying Real Estate Co                                                       | 722,888.00      | -        | -        | -                                     | -                          | -                    | -         | -           | -     | 722,888.00     |
| EIBC Holdings Limited                                                                   | 8.88            | -        | -        | -                                     | -                          | -                    | -         | -           | -     | 8.88           |
| CEEF Holdings Limited                                                                   | 7.94            | -        | -        | -                                     | -                          | -                    | -         | -           | -     | 7.94           |
| Subtotal                                                                                | 722,904.82      | -        | -        | -                                     | -                          | -                    | -         | -           | -     | 722,904.82     |
| Less: Impairment                                                                        | 208,113.25      | -        | -        | -                                     | -                          | -                    | -         | -208,113.25 | -     | -              |
| Total                                                                                   | 3,664,653.95    | -        | -        | 149,043.37                            | -                          | -                    | 64,500.00 | 208,113.25  | -     | 3,957,310.57   |

## VI. CONTINGENCIES AND COMMITMENTS

### 1. Importand Commitment

#### (1) Capital Commitment

Unit: In thousands of RMB

| Item               | Amount        | Provided     | Remaining     |
|--------------------|---------------|--------------|---------------|
| Foreign Investment | 40,781,576.34 | 9,969,336.69 | 30,812,239.65 |
| Total              | 40,781,576.34 | 9,969,336.69 | 30,812,239.65 |

#### (2) Credit Commitment

Unit: In thousands of RMB

| Item                        | Ending Balance | Beginning Balance |
|-----------------------------|----------------|-------------------|
| Letters of guarantee issued | 218,327,495.71 | 190,707,193.41    |
| Letters of credit issued    | 22,804,847.13  | 29,468,731.49     |
| Confirmation                | 46,176.84      | 9,156,717.64      |
| Bank commitment             | 902,376.05     | 8,662,535.69      |
| Irrevocable loan commitment | 650,427,383.27 | 546,981,015.37    |
| Total                       | 892,508,279.00 | 784,976,193.60    |

#### (3) Operating Leases Commitment

Unit: In thousands of RMB

| Item          | Ending Balance | Beginning Balance |
|---------------|----------------|-------------------|
| Within 1 Year | 377,971.94     | 309,202.23        |
| 1 to 5 Years  | 81,607.44      | 365,984.02        |
| Total         | 459,579.38     | 675,186.25        |

### 2. Contingent Events

As at the end of the reporting period, the bank, as the plaintiff or petitioner, is involved in 106 legal proceedings involving an amount of more than 1 million RMB. The total amount involved is 13.0 billion RMB.

As at December 31, 2015, there are no legal proceedings with significant influence in the Bank's financial position and operating results.

## VII. BALANCE SHEET OF ONLENDING LOANS OF FOREIGN GOVERNMENTS

Unit: In thousands of RMB

| ASSETS                                        | 2015/12/31            |
|-----------------------------------------------|-----------------------|
| Due from Banks                                | 2,282,150.18          |
| Interest Receivable                           | 1,246,913.80          |
| Other Receivables                             | 553,626.00            |
| Onlent Foreign Government Loans               | 94,510,502.09         |
| Other Assets                                  | 3,787,581.30          |
| <b>TOTAL ASSETS</b>                           | <b>102,380,773.37</b> |
|                                               |                       |
| LIABILITIES                                   | 2015/12/31            |
| Borrowings of Foreign Government Loans        | 101,585,206.46        |
| Other Payables                                | 632,396.64            |
| Other Liabilities                             | 17,665.71             |
| <b>TOTAL LIABILITIES</b>                      | <b>102,235,268.81</b> |
|                                               |                       |
| OWNER'S EQUITY                                | 2015/12/31            |
| Undistributed Profits                         | 145,504.57            |
| <b>TOTAL OWNER'S EQUITY</b>                   | <b>145,504.57</b>     |
| <b>TOTAL LIABILITIES &amp; OWNER'S EQUITY</b> | <b>102,380,773.37</b> |

## 分支机构

### Branches and Representative Offices

#### 营业性分支机构

#### Business Branches

|                                                                                                                                   |                                                                                                                                                                                                                                                                                             |
|-----------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 北京分行<br>经营服务区：北京市、河北省、山西省、河南省、内蒙古自治区<br>地址：北京市东城区北河沿大街77号<br>邮编：100009<br>SWIFT：EIBCCNBJBJB<br>电话：010-64099688<br>传真：010-64069226 | Beijing Branch<br>Business Coverage: Beijing, Hebei Province, Shanxi Province, Henan Province, Inner Mongolia Autonomous Region<br>Address: No.77, Beiheyang Street, Dongcheng District, Beijing, China<br>Zip Code: 100009<br>SWIFT: EIBCCNBJBJB<br>Tel: 010-64099688<br>Fax: 010-64069226 |
| 上海分行<br>经营服务区：上海市<br>地址：上海市浦东新区东方路2号<br>邮编：200120<br>SWIFT：EIBCCNBJSHA<br>电话：021-20265288<br>传真：021-58769785                      | Shanghai Branch<br>Business Coverage: Shanghai<br>Address: No.2 Dongfang Road, Pudong New Area, Shanghai, China<br>Zip Code: 200120<br>SWIFT: EIBCCNBJSHA<br>Tel: 021-20265288<br>Fax: 021-58769785                                                                                         |
| 深圳分行<br>经营服务区：深圳市<br>地址：广东省深圳市罗湖区建设路2016号南方证券大厦7-8层<br>邮编：518001<br>SWIFT：EIBCCNBJSZT<br>电话：0755-66856688<br>传真：0755-66856658     | Shenzhen Branch<br>Business Coverage: Shenzhen<br>Address: Floor 7-8, Southern Securities Building, No.2016 Jianshe Road, Luohu District, Shenzhen, Guangdong Province, China<br>Zip Code: 518001<br>SWIFT: EIBCCNBJSZT<br>Tel: 0755-66856688<br>Fax: 0755-66856658                         |
| 江苏省分行<br>经营服务区：江苏省<br>地址：江苏省南京市中山南路49号商贸世纪广场28层、40-42层<br>邮编：210005<br>SWIFT:EIBCCNBJNJB<br>电话：025-86890571<br>传真：025-86890502    | Jiangsu Branch<br>Business Coverage: Jiangsu Province<br>Address: Floor 40-42, Shangmao Century Plaza, No.49 Zhongshannan Road, Nanjing, Jiangsu Province, China<br>Zip Code: 210005<br>SWIFT: EIBCCNBJNJB<br>Tel: 025-86890571<br>Fax: 025-86890502                                        |
| 辽宁省分行<br>经营服务区：辽宁省<br>地址：辽宁省大连市中山区人民路15号国际金融大厦19-20层<br>邮编：116001<br>SWIFT：EIBCCNBJDLB<br>电话：0411-82507899<br>传真：0411-82507377    | Liaoning Branch<br>Business Coverage: Liaoning Province<br>Address: Floor 19-20, International Financial Tower, No.15 Renmin Road, Zhongshan District, Dalian, Liaoning Province, China<br>Zip Code: 116001<br>SWIFT: EIBCCNBJDLB<br>Tel: 0411-82507899<br>Fax: 0411-82507377               |

## 分支机构

Branches and Representative Offices

|                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                            |
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| <p>四川省分行<br/>经营服务区：四川省、贵州省、西藏自治区<br/>地址：四川省成都市高新区天府大道北段1480号<br/>拉·德芳斯大厦西楼15-17层<br/>邮编：610042<br/>SWIFT：EIBCCNBJCDB<br/>电话：028-86130388<br/>传真：028-86130398</p> | <p>Sichuan Branch<br/>Business Coverage: Sichuan Province, Guizhou Province, Tibet Autonomous Region<br/>Address: Floor 15-17, West Tower, La Defense Building, No.1408, North Sector of Tianfu Avenue, High-Tech Industrial Development Zone Chengdu, Sichuan Province, China<br/>Zip Code: 610042<br/>SWIFT: EIBCCNBJCDB<br/>Tel: 028-86130388<br/>Fax: 028-86130398</p> |
| <p>山东省分行<br/>经营服务区：山东省<br/>地址：山东省青岛市市南区东海西路2号甲<br/>邮编：266071<br/>SWIFT：EIBCCNBJQDB<br/>电话：0532-80899999<br/>传真：0532-83889731</p>                                 | <p>Shandong Branch<br/>Business Coverage: Shandong Province<br/>Address: No.17 Huiquan Road, Qingdao, Shandong Province, China<br/>Zip Code: 266071<br/>SWIFT: EIBCCNBJQDB<br/>Tel: 0532-80899999<br/>Fax: 0532-83889731</p>                                                                                                                                               |
| <p>浙江省分行<br/>经营服务区：浙江省（不含宁波市）<br/>地址：浙江省杭州市下城区教场路18号<br/>邮编：310006<br/>SWIFT：EIBCCNBJZIP<br/>电话：0571-87851888<br/>传真：0571-87851800</p>                           | <p>Zhejiang Branch<br/>Business Coverage: Zhejiang Province (excluding Ningbo)<br/>Address: No.18 Jiaochang Road, Xiacheng District, Hangzhou, Zhejiang Province, China<br/>Zip Code: 310006<br/>SWIFT: EIBCCNBZJP<br/>Tel: 0571-87851888<br/>Fax: 0571-87851800</p>                                                                                                       |
| <p>湖南省分行<br/>经营服务区：湖南省<br/>地址：湖南省长沙市韶山北路139号湖南文化大厦23-24楼<br/>邮编：410011<br/>SWIFT：EIBCCNBJHUN<br/>电话：0731-82819888<br/>传真：0731-82819376</p>                       | <p>Hunan Branch<br/>Business Coverage: Hunan Province<br/>Address: Floor 23-24, Hunan Culture Building, No.139 Shaoshanbei Road, Changsha, Hunan Province, China<br/>Zip Code: 410011<br/>SWIFT: EIBCCNBJHUN<br/>Tel: 0731-82819888<br/>Fax: 0731-82819376</p>                                                                                                             |
| <p>重庆分行<br/>经营服务区：重庆市<br/>地址：重庆市北部新区高新园黄山大道中段7号木星科技大厦18-22层<br/>邮编：401121<br/>SWIFT：EIBCCNBJCQB<br/>电话：023-86078899<br/>传真：023-86078866</p>                      | <p>Chongqing Branch<br/>Business Coverage: Chongqing<br/>Address: Floor 18-22, Muxing Science &amp; Technology Building, No.7, Huangshan Avenue Middle Section, High-tech Park, North New-Tech Zone, Chongqing, China<br/>Zip Code: 401121<br/>SWIFT: EIBCCNBJCQB<br/>Tel: 023-86078899<br/>Fax: 023-86078866</p>                                                          |

## 分支机构

Branches and Representative Offices

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| 陕西省分行<br>经营服务区：陕西省、甘肃省、宁夏回族自治区、青海省<br>地址：陕西省西安市莲湖区高新路2号西部国际广场东座28-30层<br>邮编：710075<br>SWIFT：EIBCCNBJSXA<br>电话：029-68681999<br>传真：029-68680999 | Shaanxi Branch<br>Business Coverage: Shaanxi Province, Gansu Province, Ningxia Hui Autonomous Region, Qinghai Province<br>Address: Floor 28-30, East Tower, Western International Square, No.2, Gaoxin Road, High-tech Development Zone, Xi'an, Shaanxi Province, China<br>Zip Code: 710075<br>SWIFT: EIBCCNBJSXA<br>Tel: 029-68681888<br>Fax: 029-68680999 |
| 湖北省分行<br>经营服务区：湖北省<br>地址：湖北省武汉市武昌区中北路108号附2号<br>邮编：430077<br>SWIFT：EIBCCNBHJHUB<br>电话：027-87112345<br>传真：027-87112360                         | Hubei Branch<br>Business Coverage: Hubei Province<br>Address: Fu No.2, No.108 Zhongbei Road, Wuchang District, Wuhan, Hubei Province, China<br>Zip Code: 430077<br>SWIFT:EIBCCNBHJHUB<br>Tel: 027-87112345<br>Fax: 027-87112360                                                                                                                             |
| 黑龙江省分行<br>经营服务区：黑龙江省<br>地址：黑龙江省哈尔滨市道里区友谊路436号龙安银行15-18层<br>邮编：150018<br>SWIFT：EIBCCNBHJHLJ<br>电话：0451-82283377<br>传真：0451-82365928            | Heilongjiang Branch<br>Business Coverage: Heilongjiang Province<br>Address: Floor 15-18, Long'an Plaza, No.436 Youyi Road, Daoli District, Harbin, Heilongjiang Province, China<br>Zip Code: 150018<br>SWIFT: EIBCCNBHJHLJ<br>Tel: 0451-82283377<br>Fax: 0451-82365928                                                                                      |
| 广东省分行<br>经营服务区：广东省（不含深圳市）、广西壮族自治区<br>地址：广州市海珠区阅江中路688号保利国际广场北塔28层<br>邮编：510308<br>SWIFT：EBICCNBJGDB<br>电话：010-89332600<br>传真：020-89332601     | Guangdong Branch<br>Business Coverage: Guangdong Province (excluding Shenzhen), Guangxi Zhuang Autonomous Region<br>Address: Floor 28, North Tower, Poly International Plaza, No. 688, Yuejiangzhong Road, Haizhu District, Guangzhou, Guangdong Province, China<br>Zip Code: 510620<br>SWIFT:EIBCCNBJGDB<br>Tel: 020-89332600<br>Fax: 020-89332601         |
| 云南省分行<br>经营服务区：云南省<br>地址：云南省昆明市盘龙区白塔路延长线403号七彩俊园4栋22-25层<br>邮编：650051<br>SWIFT：EIBCCNBJYNB<br>电话：0871-68336333<br>传真：0871-63822111            | Yunnan Branch<br>Business Coverage: Yunnan Province<br>Address: Floor 22-25, Building 4, Qicaijunyuan, No.403, Baita Avenue Extension Line, Kunming, Yunnan Province, China<br>Zip Code: 650051<br>SWIFT: EIBCCNBJYNB<br>Tel: 0871-68336333<br>Fax: 0871-63822111                                                                                           |

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## 分支机构

Branches and Representative Offices

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| 宁波分行<br>经营服务区：宁波市<br>地址：浙江省宁波市民安东路268号国际金融服务中心A座27-31层<br>邮编：315040<br>SWIFT：EIBCCNBJNBB<br>电话：0574-87209999<br>传真：0574-87209912      | Ningbo Branch<br>Business Coverage: Ningbo<br>Address: Floor 27-31, Building A, Ningbo International Financial Service Center, No. 268 Min'andong Road, Ningbo, Zhejiang Province, China<br>Zip Code: 315040<br>SWIFT: EIBCCNBJNBB<br>Tel: 0574-87209999<br>Fax: 0574-87209912                       |
| 福建省分行<br>经营服务区：福建省（不含厦门市）<br>地址：福建省福州市五四路137号信和广场写字楼21-22楼<br>邮编：350003<br>SWIFT：EIBCCNBJFJB<br>电话：0591-28086888<br>传真：0591-28086868  | Fujian Branch<br>Business Coverage: Fujian Province (excluding Xiamen)<br>Address: Floor 21-22, Sino International Plaza, No.137 Wusi Road, Fuzhou, Fujian Province, China<br>Zip Code: 350003<br>SWIFT: EIBCCNBJFJB<br>Tel: 0591-28086888<br>Fax: 0591-28086868                                     |
| 安徽省分行<br>经营服务区：安徽省<br>地址：安徽省合肥市梅山路18号安徽国际金融中心54-57层<br>邮编：230022<br>SWIFT：EIBCCNBJAHB<br>电话：0551-65170666<br>传真：0551-65170688         | Anhui Branch<br>Business Coverage: Anhui Province<br>Address: Floor 54-57, Anhui International Financial Center, No.18 Meishan Road, Hefei, Anhui Province, China<br>Zip Code: 230022<br>SWIFT: EIBCCNBJAHB<br>Tel: 0551-65170666<br>Fax: 0551-65170688                                              |
| 新疆维吾尔自治区分行<br>经营服务区：新疆维吾尔自治区<br>地址：乌鲁木齐市天山区红山路16号时代广场D座31-38层<br>邮编：830001<br>SWIFT：EIBCCNBJWXJ<br>电话：0991-2682500<br>传真：0991-2953059 | Xinjiang Branch<br>Business Coverage: Xinjiang Uyghur Autonomous Region<br>Address: Floor 31-38, Tower D, Times Square, No.16 Hongshan Road, Tianshan District, Urumqi, Xinjiang Uyghur Autonomous Region, China<br>Zip Code: 830001<br>SWIFT: EIBCCNBJWXJ<br>Tel: 0991-2682500<br>Fax: 0991-2953059 |
| 厦门分行<br>经营服务区：厦门市<br>地址：厦门市思明区鹭江道98号建设银行大厦28、30、31层<br>邮编：361001<br>SWIFT：EIBCCNBJSMB<br>电话：0592-3012999<br>传真：0592-3012919           | Xiamen Branch<br>Business Coverage: Xiamen<br>Address: Floor 30-31, CCB Tower, No.98 Lujiang Road, Xiamen, Fujian Province, China<br>Zip Code: 361001<br>SWIFT: EIBCCNBJSMB<br>Tel: 0592-3012999<br>Fax: 0592-3012919                                                                                |

## 分支机构

Branches and Representative Offices

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| 天津分行<br>经营服务区：天津市<br>地址：天津市和平区大沽北路2号环球金融中心45层<br>邮编：300020<br>SWIFT：EIBCCNBJTJB<br>电话：022-83211113<br>传真：022-23298929               | Tianjin Branch<br>Business Coverage: Tianjin<br>Address: Floor 45, World Financial Center, No. 2 Dagubei Road, Heping District, Tianjin, China<br>Zip Code: 300020<br>SWIFT: EIBCCNBJTJB<br>Tel: 022-83211113<br>Fax: 022-23298929                                                                |
| 江西省分行<br>经营服务区：江西省<br>地址：江西省南昌市红谷滩新区丰和中大道1198号中江国际大厦2-3层<br>邮编：330038<br>SWIFT：EIBCCNBJJXB<br>电话：0791-83952788<br>传真：0791-83952727  | Jiangxi Branch<br>Business Coverage: Jiangxi Province<br>Address: Floor 2-3, Zhongjiang International Plaza, No.1198 Fenghezhong Avenue, Honggutan New District, Nanchang, Jiangxi Province, China<br>Zip Code: 330038<br>SWIFT: EIBCCNBJJXB<br>Tel: 0791-83952788<br>Fax: 0791-83952727          |
| 海南省分行<br>经营服务区：海南省<br>地址：海南省海口市海甸五西路21号<br>邮编：570208<br>SWIFT：EIBCCNBJHNB<br>电话：0898-36368181<br>传真：0898-36368080                   | Hainan Branch<br>Business Coverage: Hainan Province<br>Address: No.21, Haidianwusi Road, Haikou, Hainan Province, China<br>Zip Code: 570208<br>SWIFT: EIBCCNBJHNB<br>Tel: 0898-36368181<br>Fax: 0898-36368080                                                                                     |
| 吉林省分行<br>经营服务区：吉林省<br>地址：吉林省长春市朝阳区人民大街3299号长春宏汇国际广场19-21层<br>邮编：130061<br>SWIFT：EIBCCNBJJLB<br>电话：0431-81189099<br>传真：0431-81189088 | Jilin Branch<br>Business Coverage: Jilin Province<br>Address: Floor 19-21, Honghui International Square, No. 3299 Renmin Road, Chaoyang District, Changchun, Jilin Province, China<br>Zip Code: 130061<br>SWIFT: EIBCCNBJJLB<br>Tel: 0431-81189099<br>Fax: 0431-81189088                          |
| 巴黎分行<br>经营服务区：欧洲国家<br>地址：法国巴黎市八区库尔塞勒街62号<br>邮编：75008<br>SWIFT：EIBCFRPP<br>电话：0033(0)173000666<br>传真：0033173000667                   | Paris Branch<br>Business Coverage: European countries<br>Address: 62, Rue de Courcelles, Paris, France<br>Zip Code: 75008<br>SWIFT: EIBCFRPP<br>Tel: 0033-0-173000666<br>Fax: 0033-0-173000667                                                                                                    |
| 喀什分行<br>经营服务区：喀什地区、阿克苏地区、和田地区、克孜勒苏柯尔克孜自治州<br>地址：新疆喀什地区喀什市色满路6号<br>邮编：844000<br>电话：0998-6858901<br>传真：0998-6858937                   | Kashi Branch<br>Business Coverage: Kashgar Prefecture, Aksu Prefecture, Hotan Prefecture, Kizilsu Kirghiz Autonomous Prefecture<br>Address: No.6 Seman Road, Kashgar, Xinjiang Uyghur Autonomous Region, China<br>Zip Code: 844000<br>SWIFT: EIBCCNBKKJ<br>Tel: 0998-6858901<br>Fax: 0998-6858937 |

## 境外代表处 Overseas Representative Offices

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### 东南非代表处

经营服务区：非洲以英语地区为主的26个国家：南非、莱索托、斯威士兰等

地址：南非约翰内斯堡滕区弗里德曼街13号

电话：0027-11 7830767

传真：0027-11 7846817

Representative Office for Southern & Eastern Africa

Business Coverage: 26 English speaking African countries, including South Africa, Lesotho and Swaziland

Address: No.13 Fredman Drive, Sandown, 2199

Johannesburg, South Africa

Tel: 0027-11-7830767

Fax: (0027) 11 7846817

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### 圣彼得堡代表处

经营服务区：俄罗斯、白俄罗斯、乌克兰、摩尔多瓦等

地址：俄罗斯圣彼得堡市萨别尔内街19号

电话：007-812-5793977

传真：007-812-5794830

St. Petersburg Representative Office

Business Coverage: Russia, Belarus, Ukraine, Moldova, etc.

Address: No.19, Sapyorny Per. Saint-Petersburg, Russia

Tel: 007-812-5793977

Fax: 007-812-5794830

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### 西北非代表处

经营服务区：以法语地区为主的北非、中非及西非共26个国家：摩洛哥、阿尔及利亚、突尼斯等

地址：摩洛哥拉巴特苏伊希区伊如卡克街30号

电话：00212-0-537638518

传真：00212-0-537652003

邮编：10000

Representative Office for Northern and Western Africa

Business Coverage: 26 French speaking African countries in North, Central and West Africa, including Morocco, Algeria, Tunisia.

Address: 30, Rue Ejoukak, Souissi, Rabat, Morocco

Tel: 00212-0-537638518

Fax: 00212-0-537652003