

国际合作 与交流

International
Cooperation
and Exchange

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2018年，中国信保在履行政策性职能、配合国家外交、支持共建“一带一路”等方面积极开展对外合作交流，国际影响力进一步提升。

In 2018, SINOSURE actively engaged in foreign cooperation and exchange in relation to the performance of policy functions, alignment with the Chinese diplomacy and support for co-building the BRI. Its international influence was further enhanced.

参与国家主导合作平台，配合重大外交活动

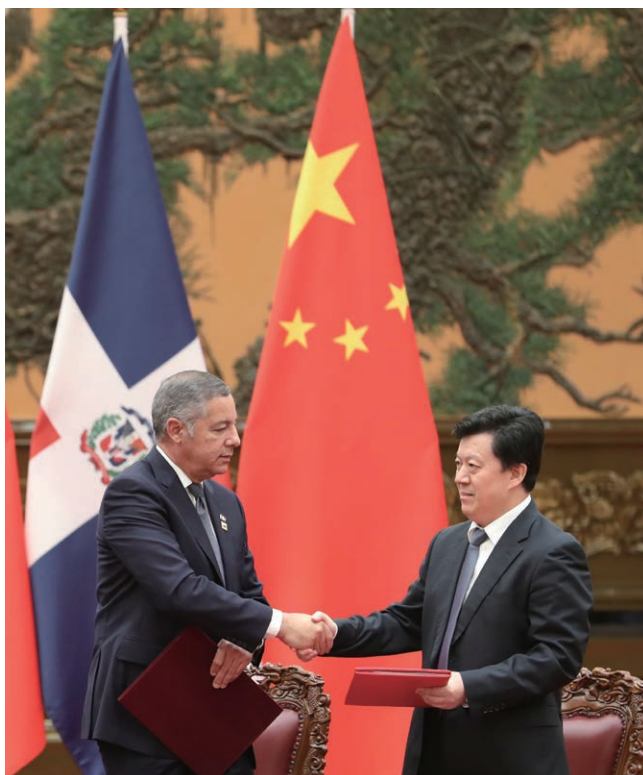
Participating in International Cooperation to Align with Major Diplomatic Activities Hosted by China

积极参与“中非合作论坛北京峰会”，出口信用保险作为一项独立的金融工具纳入《中非合作论坛-北京行动计划（2019-2021年）》，与贝宁、加纳、科特迪瓦、加蓬、尼日利亚、肯尼亚、埃及、赞比亚、苏丹、南非等国政府部门或金融机构举行会谈，并与加蓬经济部等7个政府部门及金融机构分别签署合作协议。

SINOSURE actively participated in the Beijing Summit of the Forum on China-Africa Cooperation (FOCAC). Export credit insurance was adopted as an independent financial instrument in the FOCAC Beijing Action Plan (2019-2021). SINOSURE met with the foreign governments and financial institutions of Benin, Ghana, Côte d'Ivoire, Gabon, Nigeria, Kenya, Egypt, Zambia, Sudan and South Africa and signed cooperation agreements with seven government ministries and financial institutions including the Ministry of Economy, Gabon.



王廷科总经理(右)代表公司与加蓬经济部签署合作协议
President Wang Tingke (Right) on behalf of SINOSURE signed the Cooperation Agreement with the Ministry of Economy, Gabon



王廷科总经理（右）代表公司与多米尼加财政部签署框架合作协议
President Wang Tingke (Right) on behalf of SINOSURE signed the Framework Cooperation Agreement with the Ministry of Finance, Dominica

积极参与第八届中国-中东欧国家经贸论坛，在“基础设施”平行论坛上做主旨发言，与匈牙利进出口机构签署的框架合作协议以及与波黑对外贸易和经济关系部签署的合作谅解备忘录被纳入“第七次中国-中东欧国家领导人会晤成果清单”，助力“16+1”经贸务实合作。

SINOSURE actively participated in the 8th China-CEEC Business Forum and made a keynote address at the “Infrastructure” parallel forum. The Framework Cooperation Agreement signed with the EXIM Hungary and the Memorandum of Understanding signed with the Ministry of Foreign Trade and Economic Relations, Bosnia and Herzegovina were included in the List of Outcomes of the 7th China-CEEC Summit, which facilitated the “16+1” practical economic and trade cooperation.

金砖国家领导人第十次会晤期间，参加第四届金砖国家出口信用机构负责人会议和金砖国家工商论坛等活动，进一步深化金砖国家金融机构伙伴关系，共同营造有利的外部环境。

During the 10th BRICS summit, SINOSURE participated in the 4th BRICS Heads of ECAs Meeting and BRICS Business Forum to further strengthen the partnership between the financial institutions of the BRICS countries and jointly create a favorable external environment.

2018年，中国信保在中外国家元首见证下签署的合作文件包括：与加纳财政部签署融资保险合作框架协议；与科威特石油公司签署框架合作协议并被纳入中国-阿拉伯国家合作论坛第八届部长级会议务实合作成果，进一步支持中资企业与中东国家深化合作；与南非标准银行签署框架合作协议，为中资企业参与非洲基础设施项目提供新的融资渠道；与多米尼加财政部签署框架合作协议，促进两国多方位的合作与发展；与巴拿马电网公司签署合作协议，为进一步密切中巴经贸关系提供助力。

In 2018, the cooperation agreements signed under the witness of the heads of China and other countries included: the Framework Cooperation Agreement with the Ministry of Finance of Ghana; the Framework Cooperation Agreement with Kuwait Petroleum Corporation, which was included as one of the practical cooperation outcomes of the 8th Ministerial Meeting at Sino-Arab Cooperation Forum to further support the deepened cooperation between the Chinese enterprises and the Middle East countries; the Framework Cooperation Agreement with Standard Bank, South Africa to provide new financing channels for the Chinese enterprises with respect to their participation in the infrastructure projects in Africa; the Framework Cooperation Agreement with the Ministry of Finance, Dominica to facilitate the all-round cooperation and development of the countries; and the Cooperation Agreement with Panamanian Electric Transmission Company, which further strengthened Sino-Brazilian economic and trade relations.

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深入参与国际规则谈判和全球行业治理 Deep Participation in Negotiations on International Rules and Global Industry Governance

在政府部门指导下，持续参与并推进官方支持出口信贷新国际规则的谈判工作。作为中方重要成员单位，参加出口信贷国际工作组第十五、十六和十七次全体会议。

首次实质性参与二十国集团工商峰会项下工作，代表行业发声，“出口信用保险在支持全球基础设施建设方面的政策建议”被纳入2018年阿根廷工商峰会基础设施小组《政策建议报告》，并作为提交二十国领导人峰会的整体政策建议报告。

积极参与以伯尔尼协会（即国际信用和投资保险人协会）为代表的国际行业组织和机制治理工作，深入参与协会管理和决策，公司代表首次当选伯尔尼协会副主席。

SINOSURE continued to take part in the negotiations on new international rules of export credit. As a key Chinese member, SINOSURE attended the 15th, 16th and 17th plenary meetings of International Working Group on Export Credit.

SINOSURE substantially participated in the work under the framework of G20 and for the first time, spoke on behalf of its peers where the “*Policy Recommendation on Export Credit Insurance in Providing Support to Global Infrastructure Construction*” was included in the Policy Recommendation Paper issued by the Task Force on Financing Growth & Infrastructure of B20 Argentina Summit 2018 and submitted to G20 Leaders’ Summit as part of the overall Policy Recommendation Report.

SINOSURE continuously pushed ahead and participated in the international organization of Berne Union (International Union of Credit and Investment Insurers) and its governance. SINOSURE was actively involved in the management and decision-making of the Union, and the Company’s representative was elected Vice President of Berne Union for the first time.



中国信保与塞尔维亚出口信用保险署在河北钢铁塞尔维亚钢厂保单项下开展再保险分入
SINOSURE and Serbian Export Credit and Insurance Agency (AOFI) provided reinsurance service under the policy of HBIS’ steel mill in Serbia

大力推进同业交流与合作，拓展更多合作平台

Promoting Exchange and Cooperation among Peer Companies, Exploring More Cooperation Platforms

认真落实首届“一带一路”国际合作高峰论坛成果，成功实现与塞尔维亚出口信用保险署再保险分入合作，在官方出口信用机构实质性业务合作领域取得重要突破，成为“一带一路”信用保险合作共赢典范。

积极开展国际同业交流，参加伯尔尼协会春季会议和年会、亚太区合作组机构负责人会议、十二国官方出口信用保险机构负责人会议、国际信用与保证保险协会亚洲年会等重要同业会议，与韩国、日本、意大利、德国、中国香港、中国台湾的信用保险机构开展业务交流，与各同业机构相互借鉴，共促发展。

拓展合作平台，主办联合国框架下南南合作金融中心“2018发展中国家金融领袖培训项目”，邀请联合国及23个发展中国家近30位政府高级别财经官员、金融机构高管、专家学者到公司参观交流，共同探讨出口信用保险在支持共建“一带一路”、促进南南国家合作、推动实现各国可持续发展中的特殊作用。

作为首届理事单位，参与亚洲金融合作协会工作，出任产业金融合作委员会、首席经济学家专业委员会副主任单位，为亚太区域金融合作贡献力量。

As implementation of a relevant outcome of the First Belt and Road Forum, SINOSURE successfully entered into reinsurance cooperation with Serbian Export Credit and Insurance Agency (AOFI), which represented a significant breakthrough of substantial business cooperation with other ECAs, and set a win-win model of the Belt and Road credit insurance cooperation.

SINOSURE actively conducted exchange with peer institutions, participated in the Spring Meeting and Annual General Meeting of Berne Union, Regional Cooperation Group (RCG) Heads of ECAs Meeting, G12 Heads of ECAs Meeting, ICISA Asia Committee Meeting and other important meetings, and had business exchange with credit insurance agencies in Korea, Japan, Italy, Germany, Hong Kong and Taiwan of China for mutual learning and progress together.

To expand its international cooperation platform, SINOSURE held the “South-South Education Program for Economics and Finance 2018” organized by Finance Center for South-South Cooperation (FCSSC) under the framework of United Nations, inviting approximately 30 senior finance officials, senior management personnel of financial institutions, experts and academicians from the United Nations and 23 developing countries to visit the Company and engage in exchange to explore the special role of export credit insurance in co-building of BRI, facilitating the South-South cooperation and promoting the sustainable development of countries.

As a council member of the first session, SINOSURE participated in the work of Asian Financial Cooperation Association and served as deputy director unit of Industrial Finance Cooperation Committee and Chief Economists and Research Directors Cooperation Committee, thus contributing to the financial cooperation in the Asia-Pacific region.

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发挥优势，共同开发第三方市场 Giving Full Play to Its Strengths for the Joint Development of Third-party Markets

继续探索与发达国家大型跨国企业、金融机构共同开发第三方市场，将“中国融资+中国制造”嵌入到商业主体在第三国市场投资的项目中，实现“联合开发、利益共享、风险共担”的对外合作新模式。

SINOSURE continued its exploration into joint development of third-party markets with sizable multinational corporations and financial institutions of developed countries. We embedded “financing provided by China + made in China” into investment projects of business entities in third-party markets, thereby realizing the new external cooperation model of “joint development, benefit sharing and risk sharing”.

在日本首相访华期间，参加首届中日第三方市场合作论坛，分别与日本贸易保险公司、日本日挥株式会社、三井住友银行签署双边协议，与中信集团、瑞穗金融集团签署三方合作文件，纳入论坛成果，开启与日本第三方市场融资保险合作的新篇章。

During the period the Japanese Prime Minister visited China, SINOSURE participated in the first Sino-Japanese Third-Party Market Cooperation Forum and signed bilateral agreements with Nippon Export and Investment Insurance, JGC Corporation, and Sumitomo Mitsui Banking Corporation as well as tripartite agreements with CITIC Group and Mizuho Financial Group. These represented the outcomes of the forum, which started a new chapter on the financing insurance cooperation in third-party markets with Japanese companies and financial institutions.



王廷科总经理（左一）代表公司与中信集团和瑞穗金融集团签署三方合作协议
President Wang Tingke (L1) on behalf of SINOSURE signed the tripartite agreement with CITIC Group and Mizuho Financial Group



中国信保与中国银行、意大利国家电力公司合作支持的巴西新能源项目
SINOSURE cooperated with Bank of China and Enel S.p.A to support Brazilian new energy projects

积极服务第三方市场合作，与中国银行、意大利国家电力公司共同支持7个巴西新能源项目，涉及承保金额约3亿美元。此外，还分别与瑞士地中海航运公司和法国巴黎银行，及美国花旗银行和爱依斯电力公司等签署三方合作协议，开展第三方市场务实合作。

SINOSURE actively provided service to the third-party market cooperation and jointly supported seven Brazilian new energy projects with Bank of China and Enel, the national electric company of Italy, with an amount of approximately USD300 million. In addition, SINOSURE also signed the tripartite cooperation agreements with Mediterranean Shipping Company S.A., Switzerland and BNP Paribas S.A., France as well as with Citi Bank and AES Corporation, the United States to carry out practical cooperation on the third-party market.