

董事长致辞 Chairman's Message



过去的一年，我们强化担当，有效服务开放型经济发展。充分发挥出口信用保险的逆周期调节作用，妥善应对国际经贸摩擦，稳定出口企业信心，在承保政策、市场服务、风险管理等方面推出一揽子政策措施，引导企业优化海外市场布局，促进外贸稳中向好；服务优进优出战略，加大对自主品牌、战略性新兴产业的承保力度，积极支持跨境电商、外贸综合服务平台、服务贸易等新业态新模式，为外贸高质量发展提供了有力支撑，为我国出口再创历史最好水平、贸易结构进一步优化发挥了积极作用；切实支持实体经济发展，有效扩大对民营企业、小微企业的承保规模和保单融资规模，彰显了政策性金融机构的责任担当。

过去的一年，我们聚焦聚力，推动共建“一带一路”走深走实。全面落实首届“一带一路”国际合作高峰论坛成果，积极参与政策沟通，支持国际产能合作，拓展第三方市场合作，与外国政府部门、企业和金融机构等签署合作协议25项；积极搭建融资保险平台，有力推动了我国与“一带一路”沿线国家的设施联通、贸易畅通和金融融通；全年承保我国对沿线国家的出口和投资超过1500亿美元，增长15.8%，承保了缅甸仰光国际机场扩建等重大项目94个，在支持我国企业“走出去”的同时，也带动了相关共建国经济社会发展，为“一带一路”国际合作和世界经济增长注入了新动力。

过去的一年，我们夯实基础，推动改革发展再上台阶。不断完善经营管理机制，加强资源配置和绩效激

2018年，中国信保认真贯彻落实国家决策部署，担当作为，开拓进取，有效防范化解风险，大力支持稳增长、促改革、调结构、惠民生、防风险工作，积极服务共建“一带一路”，支持实体经济发展。充分发挥政策性作用，进一步扩大出口信用保险覆盖面，年度承保金额突破6000亿美元，创历史新高，服务支持客户超过10万家，赔款超过19亿美元，支持企业获得融资超过3200亿元人民币。

励，进一步提升了运营效率；不断优化业务结构，拓展核心产品功能，进一步增强了各项产品及服务的协同效应和联动效应；不断加强机构建设，推进组织架构调整，进一步增强了营业机构和境外机构的服务辐射能力；积极推进信息化建设，探索应用大数据、人工智能等新技术，进一步促进了公司整体运营水平提升；不断改进客户服务，建立服务时效标准，开展保后、理赔、追偿能力建设，进一步提高了客户满意度。

过去的一年，我们多措并举，有效防范化解风险。坚决落实国家重要决策部署，积极履行防范风险主体责任，将“偿二代”监管要求深度融入公司经营管理各个环节，加强对战略风险、市场风险、操作风险、流动性风险等各类风险的管控；发挥风险管理专业优势，

从国别、行业、企业多个维度，加强对风险的跟踪、分析、研判和预警，为稳金融作贡献；发布权威研究成果，提供深度咨询，为国家防范化解风险提供智库服务；在落实国家政策、帮助企业防范风险的同时，全面加强自身风险管理，持续提升公司业务质量。

风雨多经志弥坚，关山初度路犹长。2019年，国际形势依旧严峻复杂，中国信保将以习近平新时代中国特色社会主义思想为指导，贯彻新发展理念，坚持改革创新，以更加强烈的责任感和使命感，切实履行政策性职能，更好服务新一轮高水平对外开放。

宋晓光

董事长致辞

Chairman's Message

In 2018, SINOSURE committed itself to implement the national decisions and major plans. Forging ahead in full responsibilities, we effectively prevented and mitigated risks, strongly supported the efforts to stabilize employment, facilitate reforms, adjust structure, benefit people's livelihood and prevent risks, and actively served the BRI and development of the real economy. The policy function was brought into full play, which further expanded the coverage of export credit insurance. The sum insured for the year exceeded the USD600 billion threshold, setting an all-time high record. We served over 100000 clients, paid claims exceeding USD1.9 billion and supported enterprises to obtain financing exceeding RMB320 billion.

In the past year, we strengthened our commitment to effectively serving the development of an open economy. We gave full play to the countercyclical adjustment function of the export credit insurance, properly responded to international economic and trade frictions, stabilized the confidence of export enterprises by launching a basket of policy measures in relation to underwriting policies, market services and risk management and guiding them to optimize the overseas market layout, facilitating foreign trade to maintain steady and positive growth. We implemented the strategy of optimizing import and export, enhanced supports for independent brands and strategic emerging industries,

and actively supported new business models such as cross-border e-commerce, foreign trade integrated service platforms and service trading. We offered strong support for high quality development of foreign trade, playing an active role in contributing to another record high in China's export and further optimizing the trade structure. We effectively supported the development of the real economy by increasing the insured amount and policy financing amount for private enterprises and small and micro enterprises. All these demonstrated our responsibility as a policy financial institution.

In the past year, we focused our efforts to further promote the BRI. To fully implement the outcomes of the first Belt and Road Forum for International Cooperation, we actively participated in policy coordination, supported international capacity cooperation, developed cooperation on third-party markets and signed 25 cooperation agreements with foreign governmental departments, enterprises and financial institutions. We actively built financing insurance platforms to effectively promote facilities connectivity, unimpeded trade and capital flows between China and the BRI countries. During the year, the insured amount of China's exports to and investments in the BRI countries exceeded USD150 billion, representing an increase of 15.8%. It included 94 major projects such as the expansion of Yangon International Airport, Myanmar, which apart from supporting enterprises of China to "go

global,” drove the economic and social development of the relevant countries, thus injecting new momentum to the BRI international cooperation and world economic growth.

In the past year, we consolidated our foundation and brought reform and development to a new level. We continued to improve our operational management mechanism and increase resource allocation and performance-based incentives, which further enhanced our operation efficiency. We endeavored to optimize business structure and develop core product functions, thus further strengthening the synergies and linkage of various products and services. We continued to reinforce institution development and push ahead the adjustment of organizational structure, further expanding the service coverage of business institutions and overseas establishments. We actively promoted IT development and explored the application of new technologies such as big data and artificial intelligence, which further raised the level of the Company’s overall operation. We strove to improve the client service, established the standards for time-sensitive service and built post-underwriting, claims and recovery abilities, which further raised the client satisfaction.

In the past year, we took a number of measures to prevent and mitigate risks effectively. We resolutely implemented the important national decisions and major plans, and actively

fulfilled the responsibility of risk prevention. We deeply integrated the regulatory requirements of C-ROSS into all aspects of the Company’s operation and management and stepped up control on different kinds of risks including strategic risk, market risk, operational risk, liquidity risk. We capitalized on the professional strengths in risk management by strengthening risk tracking, analysis, judgment and warning in multiple aspects such as country, industry and enterprise, as part of our efforts to stabilize finance. We published authoritative research results and provided deep consultation, offering think tank service on risk prevention and mitigation for the country. We strengthened risk management comprehensively and continued to improve business quality while implementing the national policy and assisting enterprises to prevent risks.

The storms and hardships make us stronger. All things are difficult before they are easy. Looking into 2019, the global landscape remains severe and complicated. Guided by Xi Jinping’s thought on socialism with Chinese characteristics for a new era, SINOSURE will implement new development concepts, firmly commit itself to reform and innovation and effectively fulfill its policy functions in a stronger sense of responsibility and mission, with a view to providing better service in a new round of opening-up.

Song Shuguang

CHAIRMAN’S
MESSAGE