

**FOTIC**

中国对外经济贸易信托有限公司  
CHINA FOREIGN ECONOMY AND TRADE TRUST CO., LTD.



中国中化集团公司成员企业



2012 年度报告  
ANNUAL REPORT

稳健思变 诚客礼才  
Steady Growth,Innovative Approach,  
Integrity Towards Clients,Repect For Telent.

目 录  
CONTENTS

董事长致辞  
MESSAGE FROM THE CHAIRMAN.....02

公司概况  
COMPANY PROFILE.....06

管理层报告  
MANAGEMENT REPORT ..... 12

业务概览  
BUSINESS OVERVIEW ..... 18

社会责任  
SOCIAL RESPONSIBILITY ..... 48

大事记  
MILESTONES ..... 56

审计报告  
AUDIT REPORT ..... 60



## 董事长致辞

## MESSAGE FROM THE CHAIRMAN



中国金融改革正面临着难得的历史机遇和前所未有的挑战，而作为金融创新前沿阵地的信托业也迎来了大有作为的重要战略机遇期。在变幻莫测的金融浪潮中，唯有那些能够顺应环境变化，遵从信托业内在成长规律，准确把握行业发展趋势，有效化解风险，更好地服务于实体经济，致力于金融创新的信托公司，才是真正推动行业转型升级的有生力量，也才能在激烈的市场竞争中始终立于不败之地。

2012年，尽管中国信托业一跃成为仅次于银行业的第二大金融部门，但行业所面临的环境却非常严峻，特别是随着“泛资产管理时代”的来临，信托公司在传统业务领域面临着来自金融同业更加直接、激烈的竞争。面对复杂的外部形势，作为中化集团金融板块主力军的外贸信托，不仅经营业绩再创历史新高，为客户和股东创造了可观的财富价值，而且管理水平和风控体系进一步优化，为下一步的可持续发展奠定了坚实的基础。在此，我谨代表董事会，向关心和支持外贸信托发展的监管机构、客户和社会各界朋友致以最衷心的感谢！

2013年乃至今后的很长一段时间，信托业面临巨大的创新挑战和机遇。一方面，个性化财富管理需求迫使信托公司必须更加重视高净值客户的维护和服务；另一方面，金融同业竞争要求信托公司必须更加重视产品创新，努力打造主动资产管理能力，构建稳定的核心竞争力。同时，我们也要看到，未来信托业的发展仍然拥有广阔的发展空间和创新空间。从欧美日等发达国家的经验来看，信托资产的规模与GDP的规模具有正相关关系。从这个意义上说，我国资产管理规模的拐点还远未到来，信托业的高速增长周期还没有结束，更重要的，信托创新将是中国金融发展历程中非常宝贵的正能量。

新的一年孕育着新的希望，全体外贸信托人一定会秉持“创造价值，追求卓越”的中化核心价值理念，模范履行“企业公民”的社会责任，继续在打造“百年老店”的征程上建功立业，为信托行业的转型升级和中国金融市场化进程作出自身应有的贡献！我们也真诚期待在未来的发展中，一如既往地与社会各界朋友精诚合作、携手并肩、共铸辉煌！

董事长



Standing at the forefront of financial innovation, the trust industry is facing an important period of strategic development, as China's financial reform has met with unprecedented opportunities and challenges. In such a volatile market, the only trust companies which can serve as an effective force to transform and escalate the industry and hold their position in the fierce competition are those can able to adapt to the environment changes and conform to the inherent growth law of the trust industry, grasp accurately the development trend of the industry accurately, defuse the risks efficiently, provide better services for the real economy and be committed to financial innovation.

Although the trust industry in China vaulted into the second largest financial sector in 2012, next only to the banking industry, it suffered severe environment. In particular, with the approaching of the "age of pan-assets management", trust companies were challenged by more and more direct and severe competitions from counterparts in traditional business areas. Despite of the complex external factors, FOTIC, as Sinochem Group's main force in the financial sector, recorded high revenues again, providing considerable returns for customers and shareholders, and further optimized its management level and risk-control system which laid a solid foundation for future sustainable development. Hereby, I would like to, on behalf of the board of directors, extend our gratitude to the supervisory bodies, clients and all other friends who give care and support to FOTIC!

In 2013 and for a long time to come, the trust industry will have heavy innovation-related challenges and great opportunities before it. On one hand, the need for personalized wealth management forces trust companies to pay more attention to the retention of and services for high-net-value customers; on the other hand, severe competition inside the industry requires the trust companies to attach more importance on creating new products, endeavor to enhance their capability for proactive assets management and build stable core competence. Nevertheless, we should be aware that the trust industry still has great potential for growth and innovation in the future. The experience of developed countries such as European countries, USA and Japan tells us, the scale of trust assets is positively related to GDP. In this sense, we still have a long way to go before we reach the turning point of the scale of China's assets management, so the period of rapid growth of the trust industry has not come to an end. What's more important, the innovation of trust products will function as a valuable positive force in the course of the development of China's financial industry.

The new year begets new hopes. The whole FOTIC will uphold Sinochem Group's core value of "creating value and pursuing excellence", perform our social responsibilities as a "corporate citizen", continue to do our best to create a "hundred-year financial institute" and contribute to the transformation and upgrading of the trust industry and to promoting the marketization of China's financial industry. We are also looking forward to keeping on the cooperation with our friends from all areas and achieving brilliance in the future!

Wang Yinping  
Chairman



总 经 理：徐卫晖（中间）

管理团队：帅立新（右一）、齐斌（右四）、伊力扎提（右三）、李银熙（左一）、  
李 京（左四）、范华（右二）、张 一 冰（左三）、刘燕松（左二）





## 公司概况 COMPANY PROFILE

中国对外经济贸易信托有限公司（中文简称外贸信托，英文简称 FOTIC）成立于 1987 年 9 月 30 日，是中国中化集团公司旗下从事信托业务的公司，也是少数几家受中国银行业监督管理委员会直接监管的中央级信托公司和中国信托业协会副会长单位之一。

公司注册资本为 22 亿元人民币，股东分别是中国中化股份有限公司和中化集团财务有限责任公司。公司总部设在北京，在华东、华南、西南、西北设立了区域总部。

公司秉持“创造价值，追求卓越”的核心价值理念，坚持“稳健思变，诚客礼才”的经营理念，通过专业化运营和业务创新，致力于为社会各界客户提供优质、专业的金融产品和服务，建立以营销服务为支撑的主动型自主资产管理模式。业务涉及银信合作、证券投资信托、政信合作、房地产信托、矿产能源信托、基础设施信托、定向增发信托、消费信贷信托等多个领域，并在行业内率先推出了“五行财富·财富管理”品牌，专注于为高净值客户提供财富管理及增值服务，开启了信托公司财富管理的先河。近年来，公司不断加强产品创新，推出了大量风险可控、收益较高的优质产品，产品种类与结构不断丰富，目前已构建了包括不同风险收益配比、不同期限结构的产品体系，契合了不同高端客户的投资需求。

目前，公司已经发展成为信托业内具有良好品牌知名度、综合经营实力稳居行业前列的信托公司。凭借在金融市场上的卓越表现，外贸信托蝉联了六届“诚信托·卓越公司奖”，并多次获得“中国优秀信托公司”、“年度最佳风险控制信托公司”、“年度最佳财富管理信托公司”等多项业内大奖。

Founded on September 30th, 1987, China Foreign Economy and Trade Trust Co., Ltd. (referred to as FOTIC) was a subsidiary of Sinochem Group, focusing on trust business. FOTIC is one of the few central-level trust companies directly under the supervision of the China Banking Regulatory Commission (CBRC) and one of the vice-president units of China Trustee Association.

Headquartered in Beijing and with regional headquarters in East China, South China, Southwest China and Northwest China, FOTIC is held by Sinochem Corporation and Sinochem Finance Co., Ltd., with a registered capital of RMB2.2 billion.

Under the core value of “creating value and pursuing excellence” and the business philosophy of “Steady Growth, Innovative Approach, Integrity Towards Clients, Respect for Talent”, the company is committed to, by means of specialized operation and business innovations, providing excellent and professional financial products and services for customers in various sectors and building a proactive mode for autonomous assets management supported by marketing services. With its scope of business extending to various sectors including bank-trust cooperation, securities investment trust, government-trust cooperation, real estate trust, mineral and energy trust, infrastructure trust, trust for PIPE and consumer credit trust, FOTIC pioneered, in the industry, the launch of a “Five-Element Wealth-Wealth Management” brand which is dedicated to providing wealth management and value-added services for high net-worth clients. In recent years, benefiting from great efforts made by FOTIC to strengthen product innovations, a great number of high-quality products with controllable risks and high proceeds have been launched, enriching the product varieties and structures continuously. Today, the company has built a product system encompassing different risk-income ratios and different maturity structures, which meets diverse investment demands of high-end customers.

Up till now, FOTIC has grown into a leader in trust industry, with a well-recognized brand and highly-ranked comprehensive business. As a result of its excellent achievements in the financial market, FOTIC has been granted, for six years running, “Trustees · Best Company” award, as well as other important awards in the industry such as “China’s Excellent Trust Company”, “Best Trust Company of the Year for Risk Control” and “Best Trust Company of the Year for Wealth Management”.



# 愿景目标

## Vision & Objective

### 愿景

#### Our Vision

国内理财市场的金字招牌 国际金融市场的百年老店  
A best-in-class financial brand nationwide A hundred-year financial institute worldwide

### 使命

#### Our Mission



### 战略目标

#### Strategic Objectives

经营业绩保持稳定增长，打造业界领先的财富管理品牌  
Stable and fast growth in business performance, and leading wealth management brand in the industry

### 发展战略

#### Development Strategy

“一、二、三、四”发展战略，全力培育核心竞争力，提升持续盈利能力，即：  
The “One-Two-Three-Four” strategy is implemented, to foster with all might core competence and improve the value for customers and shareholders, which includes:

- 一个核心：以建设可持续的信托事业经理人队伍为核心
  - 二项策略：专业化和差异化经营策略
  - 三种能力：产品开发能力、自主管理能力、营销服务能力
  - 四大板块：资产管理、金融合作、房地产信托、财富管理
- One Core: Sustainable team of trust managers  
Two Policies: Specialized and differentiated operations  
Three Capabilities: Product development, autonomous management and marketing service  
Four Key Areas: Assets management, financial cooperation, real estate trust and wealth management

经营策略  
Business Strategies

把握信托行业和公司发展的阶段性特点，通过持续加快创新和实施有效管理，推动公司的转型升级。

Focusing on the phased characteristics of the development of both the trust industry and the company, promoting the transformation and upgrading of FOTIC through continuously accelerated innovation and effective management.

进一步提高金融产品综合服务能力，强化公司银信合作和证券信托业务的市场地位和收入贡献，加速成熟战略合作模式的推广复制；

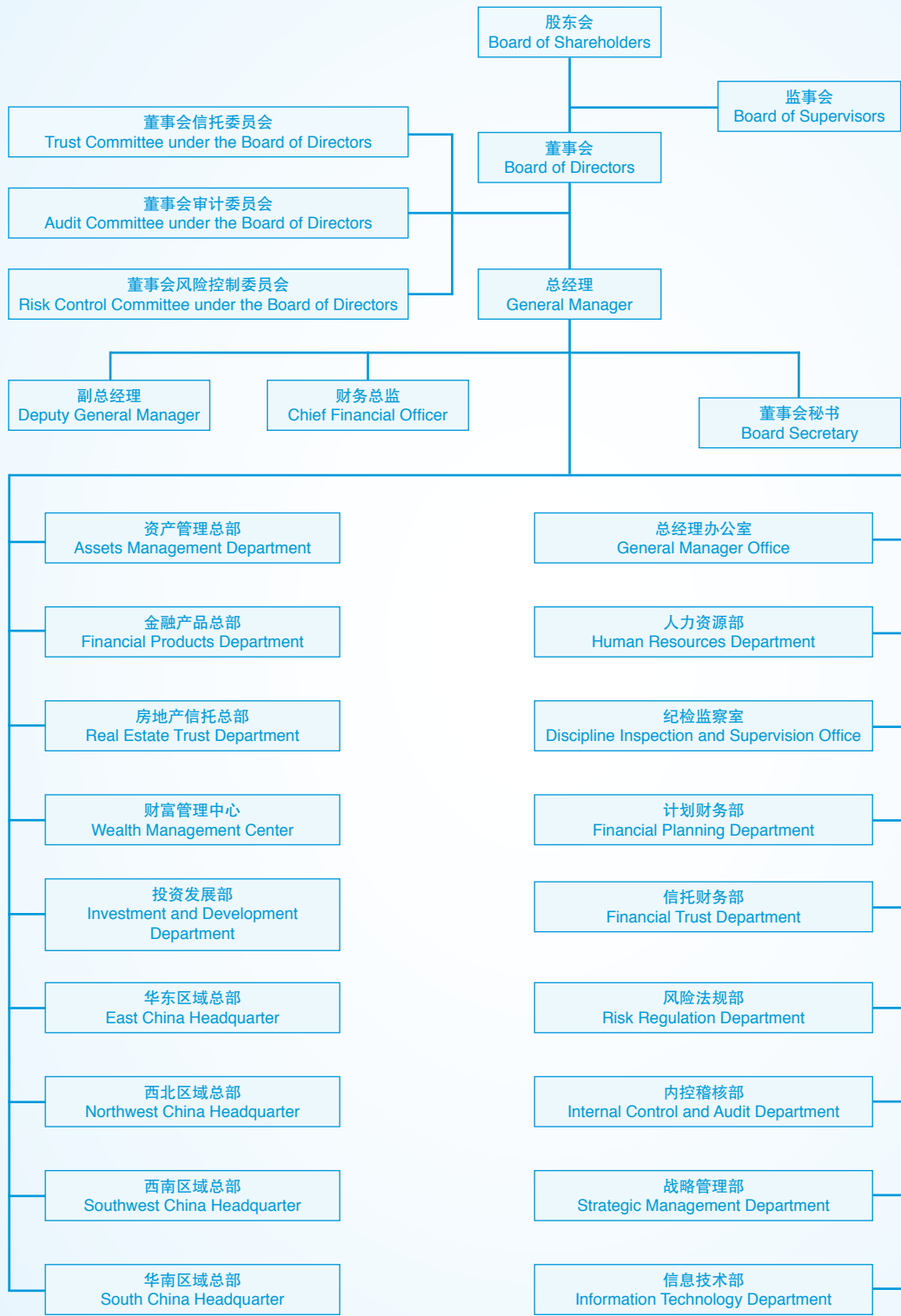
Further improve the company's capability for providing comprehensive services of financial products, strengthen the market presence and revenue-generating ability of its bank-trust cooperation and securities trust, and accelerate the promotion and reproduction of well-established strategic cooperation modes;

在拓展房地产、矿产能源、小额消费信贷以及定增等核心业务的基础上，积极进行类基金等投行业务模式的创新，同时加大资源配置，拓展新的投行、资管业务领域；

Based on the expansion of such core businesses as real estate, mineral and energy, micro consumer credit and PIPE, great efforts are put into introducing new investment bank business modes such as quasi-fund, and the resources allocation should be enhanced as well, to develop new business areas related to investment bank and assets management;

在财富管理方面，继续深化区域战略和品牌战略，做好产品发行和客户管理工作，并积极尝试多渠道产品供应和多渠道资金配置的创新。

For the purpose of wealth management, it is necessary to continue to intensify the regional strategy and brand strategy, make proper arrangements for product issuance and customer management, and bring forth innovation for multi-channel product supply and multi-channel capital allocation.







## 管理层报告

## MANAGEMENT REPORT

2012 年是中国信托业持续蓬勃发展之年。公司围绕年初部署，以纪念成立 25 周年为契机，坚持抓机遇、控风险、促发展，扎实推进战略实施，不断强化管理改善，圆满实现各项预定目标，企业综合实力和社会影响力大幅提升。

The year of 2012 witnessed continuous prosperity of China's trust industry. With its 25th anniversary as an opportunity, FOTIC has, in accordance with the deployment made at the beginning of the year, truly facilitated the implementation of each strategy by seizing opportunities, controlling risks and promoting the development, promoted the strategic plan, improved its management and achieved all the predefined goals successfully. As a result, FOTIC enjoyed a great increase in comprehensive strength and social influence.

### 经营业绩迈上新台阶

#### Operation Performance Stepped On A New Level

2012 年，公司继续保持了健康、快速的发展态势，经营业绩和整体实力均创历史新高。管理的信托资产规模近 2100 多亿元，为客户创造信托收入超过 102 亿元。全年实现营业收入 16.5 亿元，同比增长 35%；税前利润 13.8 亿元，同比增长 36%；净利润 10.6 亿元，同比增长 35%。

在业绩取得突破的同时，公司的经营内涵也在不断深化。各主营业务形成齐头并进、均衡发展的良性格局，部分创新业务也不断成熟，为公司未来整体盈利增长奠定了坚实的基础。

FOTIC continued its sound and stable development in 2012, getting higher revenues and overall strength than ever. The trust assets under its management exceeded RMB210 billion, and the trust-related revenues it created for customers exceeded RMB10.2 billion. The revenues of FOTIC reached RMB1.65 billion in 2012, with a 35% increase compared to last year; the profits before tax got to RMB1.38 billion, with a 36% increase compared to last year; and the net profits came to RMB1.06 billion, with a 35% increase.

In addition to excellent business results, FOTIC deepen its business connotation. All of the company's main lines kept pace with each other, forming a favorable development pattern, and some innovated services gradually reached maturity, laying a solid foundation for the increase in FOTIC's overall gains in the future.

### 重要战略议题取得新进步

#### Some Important Strategic Issues Attained New Progress

2012 年，公司继续坚持“稳健思变，诚客礼才”的经营理念，加快推进战略转型，不断提升核心竞争力，在一些重要的战略议题上取得新突破。

一是产品营销进展良好。2012 年公司以持续打造营销一体化平台为重点，从优质产品、品牌推广、客户服务、渠道构建、信息技术五大方面夯实营销基础，提升整体营销能力，初步形成了具有外贸信托特色的财富管理模式，财富管理业务的核心竞争优势逐步显现，“五行财富·财富管理”品牌的市场影响力逐步扩大。

In 2012, having consistently respected its business philosophy of "Steady Growth, Innovative Approach, Integrity Towards Clients, Respect For Talent.", FOTIC had been speeding up its strategic transformation and enhancing its core competence, resulting in breakthroughs in some important strategic issues.

First, product marketing achieved favorable progress. In 2012, in order to build an integrated marketing platform, FOTIC consolidated its marketing foundation in terms of high-quality products, brand promotion, customer service, channel construction and information technology. With all the efforts, its overall marketing ability was advanced and a wealth management mode with FOTIC features was formed. The influence of the "Five-Element Wealth · Wealth Management" brand has expanded, while the core advantages of FOTIC in wealth management has emerged.

二是资产管理能力不断提高。强化资产管理是信托公司发展的必由之路，也是公司的一项重要战略。2012 年，公司积极探索夹层融资模式、小额信贷信托服务模式和自主管理证券投资类信托计划，资产管理能力不断提高。

Second, its capability for assets management was constantly upgraded. FOTIC takes asset management as an important strategy, which is indispensable to the development of trust companies. In 2012, FOTIC explored actively the mezzanine finance mode, the mode of micro credit trust and securities investment trust plan under autonomous management, causing its assets management ability to be enhanced continuously.

三是业务创新稳步推进。公司不仅顺利完成了一单房地产类信托基金产品的发行，而且在银监会出台《信托公司参与股指期货交易业务指引》后，经过认真细致的准备和申报，在 4 月 28 日获批股指期货业务资格，成为北京第一家获此创新业务资格的信托公司。截至 2012 年底，公司共成立股指期货信托产品 21 支，新增规模超过 30 亿元。

Third, the business innovation was steadily pushed forward. FOTIC successfully launched a real estate trust fund. Furthermore, after China Banking Regulatory Commission issued Guidelines on the Participation in Stock Index Futures Trading by Trust Companies, the company was qualified to deal with stock index futures on April 28th after careful and painstaking preparation and application, which indicated that FOTIC became the first trust company in Beijing to obtain such qualification. As of December 2012, FOTIC had set up a total of 21 trust products for stock index futures, with a new increase exceeding RMB3 billion.



四是信息化建设取得新成绩。2012 年，公司的信息化工作紧密围绕战略和业务推进，坚持“服务业务，创造价值”的思路，以业务系统建设为抓手，不断提升运维水平，满足公司经营发展和业务创新的需要。在稳健开展日常运维，并按各业务板块需求进一步推进系统优化与个性化开发工作的基础上，顺利完成 CRM 系统和股指期货业务支持系统两个规模大且相对独立的信息化项目，有力地保障了公司业务发展的新需求。

Fourth, the information-based construction obtained new achievements. In 2012, in accordance with the approach of “serving operations and creating value”, FOTIC enhanced its operation and maintenance level by focusing its information work on strategies and operations and improving the construction of its operation system, so as to satisfy the company's needs for business development and operation innovation. FOTIC completed successfully two large-scale and relatively independent information projects – the CRM system and the support system for stock index futures, while conducting daily operation and maintenance in a solid way and facilitating system optimization and customized development in light of the needs of each business sector. As a result, the company's new needs for business development was effectively secured.

五是区域总部建设打开新局面。结合环境变化和发展需要，公司明确将异地营销中心和业务分部“两步走”的拓展计划，调整为区域总部业务和财富并行发展计划，使产品开发和财富管理协调发展，提高分部对周边区域的辐射力。目前，公司已基本形成以山西、上海、深圳、四川为中心，辐射西北、华东、华南、西南四个区域的态势。

Fifth, the construction of regional headquarters reached a new stage. In combination with market changes and development directions, FOTIC unequivocally changed its plan of expanding outside marketing centers and business divisions “in two stages” into a plan that subjected the business of regional headquarters and the wealth business to parallel development, leading to harmonious development between product development and wealth management. The influence of regional headquarters upon surrounding areas is increasing. At present, the company has formed a network with four regional centers in Shanxi, Shanghai, Shenzhen and Sichuan, covering Northwest China, East China, South China and Southwest China.

## ● 风险管理工作扎实推进 Risk Control Made Solid Progress

2012 年，在复杂的市场环境和严格的监管形势下，公司的风险管理工作继续扎实推进。公司高度重视全员风险防范意识和责任意识的提升；进一步完善风险管理制度和流程，从交易对手选择、尽职调查、项目审核、过程管理等各环节持续加强风险管理；全面强化重点项目的过程管理，并对存量项目进行分类管理。既有效保障了项目的整体质量和业务的有序发展，又确保全年未发生风险问题，保证了公司的经营安全和资产质量。

In 2012, in view of complicated market environment and strict supervision, FOTIC continued to make solid progress in respect of risk control. The company paid great attention to enhancing the staff's awareness of risk prevention and accountability; further improving the risk management system and process, and strengthening in a continuous way risk control in respect of counterparty selection, due diligence, project review and process management; intensifying the process management of key projects in an all-round way and sorting the stock projects. Such initiatives not only guaranteed efficiently the overall quality of projects and orderly development of the business, but also ensured zero-risk throughout the whole year, leading to high safety of operations and high quality of assets.

## ● 管理改善工作成果显著 Management Level Improved Significantly

2012 年，公司认真贯彻落实中化集团关于管理提升工作的相关要求，结合自身和信托业的特点，在战略管理、人力资源、管理流程优化方面取得了新的成绩。

战略管理方面，不仅规划质量明显提升，战略管理流程也不断优化。在战略跟踪评价环节，公司成立绩效考核委员会，引入绩效计分卡进行战略评价和绩效考核的试运行，同时执行公司月度战略推进报告并积极开展同业比较研究，有效地强化了战略的执行和纠偏。

In 2012, FOTIC carried out seriously relevant requirements made by Sinochem Group with respect to management improvement, and in combination with the characteristics of its own and the trust industry, got new progress in strategic management, human resource and management process optimization.

As for strategic management, both the quality of planning and the process of strategic management were continually upgraded. For the purpose of strategic follow-up and evaluation, FOTIC set up a performance appraisal committee and began to use performance score card for trial implementation of strategic evaluation and performance appraisal. In addition, the company published monthly strategic progress report and conducted actively research on counterparties in the trust industry, strengthening effectively the execution and correction of strategies.

人力资源管理方面，2012 年公司以“人才领先”战略为指引，持续加强人才培养，以“卓越领导者”项目、“青年金融专才”计划及专业培训的体系化为抓手，并综合运用其他人力资源手段，推动人才队伍能力领先、人力资源机制领先，助推公司业务发展。

As for human resource management, FOTIC had in 2012, led by the strategy of “talents precedence”, strengthened talent cultivation by launching such programs as “Excellent Leadership” and “Young Financial Professionals” and building a professional training system, as well as other human resource measures, resulting in a leading talent team and a leading human resource mechanism which facilitated the development of its business.



制度流程优化方面，在 2011 年首次集中进行制度流程修订的基础上，2012 年，公司继续按计划顺利完成集中的制度流程优化工作，并正式印发公司规章制度汇编，有效保证了公司经营管理的“有法可依、有章可循”。

As for optimization of systems and processes, following its first centralized revision of its systems and processes in 2011, FOTIC finished the centralized optimization of systems and processes in 2012 as scheduled, and printed and distributed in an official way the compilation of its bylaws, ensuring that there are “laws to be complied with, regulations to be followed” in its daily operations and management.

## 企业文化建设丰富了新内涵 Cultural Construction Was Enriched With New Connotations

2012 年，公司全面深入开展企业文化建设，推出系列员工关怀主题活动，生动真切地传导“卓越工作，快乐生活”的理念；围绕建司 25 周年组织开展一系列活动，提高了广大员工的主人翁意识，增强了员工的归属感、自豪感和团队的凝聚力。

In 2012, as its cultural construction proceeded deeply in an all-round manner, FOTIC held a number of activities focusing on employees' welfare, vividly conveying the concept of “Work Seriously and Live Happily”; and organized a series of activities for its 25th anniversary, which has increased the sense of individual ownership, senses of belonging and pride and team cohesiveness among the employees.



站在新的历史起点，公司将继续坚定不移地推进战略转型和管理变革，努力打造一支扎根土壤、热爱事业的创业骨干队伍，逐步发展为战略清晰、主业突出、管理科学、文化领先的创新型企业，恪守社会责任，持续为股东创造价值，与客户实现共赢，在推动外贸信托事业不断前进的同时，为国家和社会作出更大的贡献！

Standing at new historical point, FOTIC will develop into an innovation-based enterprise with definite strategy, prominent key businesses, scientific management and desirable cultural atmosphere, by continuing to promote strategic transformation and management reform and to cultivate a team of elites who have pioneering spirit and deep love for their career. It will perform strictly its social responsibilities, create value for shareholders and establish a win-win relationship with customers, making greater contributions to the country and the while society pushing its own undertaking ahead!

总经理  
Xu Weihui  
General Manager







业务概览

BUSINESS OVERVIEW





## 金融合作信托业务 Financial Cooperation Trust



### 银信合作业务 Bank-Trust Cooperation

银信合作业务是外贸信托在信托法律法规框架下，充分发挥信托产品设计和运营管理的专业优势，与商业银行和 / 或非银行金融机构进行合作，通过发放信托贷款、转让信贷资产、投资各类收益权和证券市场产品等方式运用信托资金，严格履行信托公司作为独立受托人职责，为银行提供多功能综合性服务，为金融市场提供多样化的系列投资理财产品，为委托人提供值得信任的受托服务平台的信托业务。

This is a kind of trust where FOTIC, based on its advantages in design, operation management of trust products, cooperates with commercial banks and/or non-bank financial institutions under the framework of trust laws and regulations, utilizing trust funds by means of granting trust loans, assigning credit assets and investing in various beneficiary rights and security products. FOTIC performs strictly its responsibilities as an independent trustee, providing multi-functional comprehensive services for banks, various wealth investment products for the financial market, and a reliable trust service platform for clients.

银信合作是社会综合金融服务的重要组成部分，是对银行传统业务的有效补充，银行和信托优势互补，合作内涵不断深化、丰富和完善，呈现出可持续发展态势。多年来，外贸信托银信合作业务持续健康快速发展，规模已突破 960 亿元，多元化产品体系已全面构建，并拥有一支专业高效、爱岗敬业的信托精英团队，是外贸信托重要的战略业务之一。未来，外贸信托将不断深化与重点银行的战略合作关系，进一步提升市场研究、产品设计、运营管理、人才队伍的核心能力，打造信托行业最优秀的银信合作综合服务平台。

目前，外贸信托围绕银行经营提供的主要服务内容：对公业务包括联合贷款、信贷资产转让、信贷资产证券化(ABS)、财务顾问、对公理财、信托资产托管、工商企业信托贷款、股权投资信托、融资租赁信托、股权质押投资、应收款质押融资以及企业资产支持票据(ABN)等企业金融一揽子综合解决方案；零售业务包括个人信贷资产转让、财务顾问、对私理财、个人财富传承信托以及保险金信托等业务模式。

#### 银信合作业务规模突破

The scale of FOTIC's bank-trust cooperation has exceeded

**960**  
亿元  
hundred million yuan

As an important part of comprehensive social financial service, bank-trust cooperation supplements effectively traditional services of banks, leading to mutual supplement between banks and trustees. The fact that the connotation of such cooperation goes deeper, richer and better enables such cooperation to be sustainable. Due to sound and rapid development over the past years, the scale of FOTIC's bank-trust cooperation has exceeded RMB 96 billion, and FOTIC has already built a diversified product system and a professional, efficient and dedicated team of trust specialists, enabling such cooperation to become an important strategic business of FOTIC. In the future, FOTIC will deepen its strategic cooperation with key banks and enhance its core competence for market research, product design, operation management and talents, in order to build the best comprehensive service platform in the trust industry for bank-trust cooperation.

At present, the services provided by FOTIC for bank operations include: for the purpose of corporate wealth management, comprehensive financial service package for enterprises such as syndicated loan, assignment of credit assets, asset-backed securities (ABS), financial consulting, corporate wealth management, management of trust assets, trust loan for industrial and commercial enterprises, equity investment trust, financial leasing trust, stock collateral investment, receivable pledge financing and asset-backed notes (ABN); for the purpose of retail, assignment of individual credit assets, financial consulting, private wealth management, individual wealth inheritance trust and insurance trust.

### 主要运作方式

第一、外贸信托与商业银行共同设计产品，银行通过发行理财产品方式募集资金，以银行名义投资单一或集合信托计划；

第二、银行行使代理发行渠道功能，通过代理资金收付方式向高净值客户推介信托计划；

第三、银行作为财务顾问参与信托产品的开发、设计、评估、发行，为信托计划提供投行类金融服务；

第四、银行为信托资金提供账户托管、资金划拨等清算服务业务。



### 成功案例

外贸信托·晶睿系列集合资金信托计划

外贸信托·阳光财富开放式单一资金信托计划

外贸信托·鑫溢开放式集合资金信托计划

外贸信托·稳健投资开放式系列单一资金信托计划

### 业务联系电话

010-59568822、59568856

### Main Operation Mode

Firstly, FOTIC works with commercial banks to design products, and then such banks issue certain wealth management products to raise funds and, in their name, invest in stand-alone or assembled trust plans;

Secondly, banks serve as an issuance agent, recommending certain trust plans to high-net-worth clients by receiving and paying money on behalf of FOTIC;

Thirdly, banks function as a financial consultant, participating in the development, design, evaluation and issuance of trust products, and providing such financial services for trust plans as are provided by investment banks;

Fourthly, banks provide liquidation services for trust funds, such as account excrow and fund transfer.

### Successful Cases

FOTIC·Jingrui Assembled Trust Plans

FOTIC·Everbright Wealth Management Open-Ended Stand-Alone Funds Trust

FOTIC·Xinyi Open-Ended Assembled Trust Plan

FOTIC·Steady Investment Open-Ended Stand-Alone Funds Trust

### Contact Information

010-59568822、59568856

## 证券投资信托业务 Securities Investment Trust

证券投资信托业务是外贸信托充分运用信托功能，发挥产品设计、风险控制和交易清算方面的专业能力和对投资顾问的分析评价能力，以国内A股市场和银行间债券交易市场及金融衍生品市场各类证券产品为投资标的，聘请国内知名的基金管理公司、证券公司、优秀私募基金公司、资产管理公司等专业机构作为投资顾问，发挥各自的专业优势，实现资产独立、风险隔离、管理规范、运行高效的新型合作类资产管理模式，为资本市场增加专业的机构投资者，为委托人提供多样化的证券理财产品。

近年来，外贸信托证券投资信托业务得到了迅猛发展，2012年末业务规模突破840亿元，并以创新能力、规范管理、优质服务等方面的突出表现获得了诸多行业殊荣。

外贸信托以客户需求为导向，量身定制交易结构与执行方案，设计开发了“汇富”系列、“富锦”系列、“汇鑫”系列等一系列明星产品，并与各大基金公司、知名券商、私募基金管理公司等优秀的投资管理机构建立了稳定良好的合作关系。同时，外贸信托根据业务特点，建立起完备的管理流程和高效的信息系统，构建了完整的投资决策体系、风险管控体系和专业化的运营管理团队，致力于打造“最优秀的阳光私募综合服务商”品牌。

目前，外贸信托已建立了完整的证券项目产品线，产品结构包括管理型证券投资信托产品、结构化证券投资信托产品、TOT产品、风险缓冲型信托等。资产投向覆盖上市公司股票、债券、证券投资基金、股指期货等多种资本市场、货币市场及金融衍生品等投资标的。

This is a kind of securities financing product intended for various securities products in China's Series A stock market, the interbank bond exchange market and the financial derivatives market. Relying on functions of the trust and its own professional capabilities for product design, risk control and transaction settlement, as well as its ability to analyze and evaluate investment consultants, FOTIC engages professional institutions such as well-known fund management companies, security firms, excellent private equity funds and assets management companies in China as its investment consultants and give full play to each party's professional capabilities, to achieve new cooperative assets management mode which is characterized by independent assets, risk isolation, standardized management and high efficiency, for the purpose of adding professional institutional investors to the capital market and providing diversified securities wealth management products for clients.

FOTIC's securities investment trust has been enjoying rapid growth in recent years. The balance of the security assets managed by FOTIC has exceeded RMB 84 billion at the end of 2012. In addition, the company has been granted various honors by the industry due to its excellent performance in innovation, standardized management and high-quality services.

FOTIC has, according to customer needs, customized trading structures and implementation schemes, designed and developed a handful of star products including Huifu series, Fujin series and Huixin series. Additionally, in order to become the “best comprehensive sunshine private fund provider”, FOTIC has established stable and friendly partnership with fund companies, famous securities traders, private equity funds and other outstanding investment management bodies; at the same time, FOTIC built an improved management process and an effective information system, and constructed an integral investment decision-making system, a risk control system and a specialized operation and management team, building “The Best Sunshine Private Fund Trustee” brand in accordance with the characteristics of the services.

Now FOTIC has formed a complete product line for securities-related projects, the product structure consisting of managerial and structured management securities investment trust, TOT products and risk cushion trust, among others; the investment was focused on the targets in the capital market, the currency market, and financial derivatives, such as shares of listed companies, bonds, securities investment funds and stock index futures.



## 投融资信托业务 Investment and Financing Trust



### ● 房地产企业投融资信托业务 Investment And Financing Trust For Real Estate Enterprises

房地产信托业务是信托公司接受委托人的委托，将委托人合法所有的资金，通过贷款或投资的方式运用于房地产项目，为投资人获取收益的业务模式。

This is a kind of trust where the trust company, as entrusted by the client, lends or invests all the funds legally held by the client in real estate projects, so as to gain profits for investors.

外贸信托于 2004 年开展房地产信托业务，是最早开展该业务的信托公司之一。2009 年，外贸信托确定了房地产专业化之路，致力于为房地产企业提供全方位的投融资服务，房地产信托业务也发展成为公司主营业务之一。经过

Commencing its real estate trust in 2004, FOTIC is one of the first trust companies to provide such service. Determined to develop real estate business into a specialized sector in 2009, FOTIC has been committed to providing overall investment and financing services for real estate enterprises, as a result of which the real estate trust has grown into a key business area of FOTIC. After nearly nine years of evolution, the company now has well-established management systems and strong product-design capabilities, benefiting from its three experienced teams – business development team, product design team and project review team. On this basis,

### 主要运作方式

#### 结构化证券投资信托

公司发起设立证券投资信托产品，集合委托人的资金投资于资本市场的各类投资标的，同时通过将受益权按照风险承担的顺序进行分层，满足投资者对“风险 – 收益”的不同需求，由风险偏好相对较低的投资者担当优先受益人，享有信托收益优先获得偿付的权力，同时享有有限的投资收益，由较强风险承担意愿的投资者担当一般受益人，通过较大的风险承担换取可能的较高收入。

#### 非结构化证券投资信托

公司发起设立证券投资信托产品，集合委托人的资金投资于资本市场的各类投资标的，信托受益权不进行层级划分，投资人持有的信托受益权享有相同的权利，承担相同的义务。外贸信托结合基金公司、知名券商、优秀私募基金管理公司等专业证券投资机构的优势，在严格风险管理的前提下为委托人追求投资收益，实现信托资产的保值、增值。

### 成功案例

- 外贸信托·汇富系列结构化证券投资集合资金信托计划
- 外贸信托·汇鑫系列结构化债券投资集合资金信托计划
- 外贸信托·风险缓冲证券投资集合资金信托计划
- 外贸信托·目标回报证券投资集合资金信托计划
- 外贸信托·TOT 证券投资集合资金信托计划

### 业务联系电话

010-59569531

### Main Operation Mode

#### Structured Securities Investment Trust

By initiating a securities investment trust, FOTIC invests the funds it has collected from the clients in various target products in the capital market, and ranks the beneficial interest by the degree of risk assumption, to meet various needs of investors for “risks - benefits”. As a result, those investors favoring relatively lower risks acceptance are preferential beneficiaries who are in a prior position to be paid by the trust income but enjoy a limited amount of investment income. On the contrary, other investors willing to assume higher risks will be common beneficiaries who would gain probable higher earnings by bearing higher risks.

#### Non-Structured Securities Investment Trust

By initiating a trust for securities investment, FOTIC invests the funds it has collected from the clients in various target products in the capital market. Beneficial rights of the trust will not be ranked, so the same right and obligation is granted to the beneficial right held by each investor in the trust. Under cooperation with fund companies, famous securities traders, private equity funds management companies and other professional securities investment bodies, FOTIC creates investment income for clients with strict risk control, adding value to and maintaining the value of trust assets.

### Successful Cases

- FOTIC · Huifu Trust Plan of Assembled Funds for Structured Securities Investment
- FOTIC · Huixin Trust Plan of Assembled Funds for Structured Bonds Investment
- FOTIC · Trust Plan of Assembled Funds for Risk Cushion Securities Investment
- FOTIC · Target Return Trust Plan of Assembled Funds for Securities Investment
- FOTIC · TOT Trust Plan of Assembled Funds for Securities Investment.

### Contact Information

010-59569531

近9年的发展，外贸信托拥有了经验丰富的业务开拓团队、产品设计团队和项目审核团队，行业经验丰富，管理体系完善，产品设计能力较强，并以客户需求为导向，先后推出房地产开发贷款信托、房地产物业财产信托、房地产物业受益权信托、房地产股权投资信托、房地产基金投资信托和房地产经营性物业抵押贷款信托等产品，产品线得以不断丰富，不同客户多样化的投融资需求得以满足。

未来，外贸信托仍将不懈努力，为房地产企业提供全方位的投融资服务，致力于成为专业的房地产全产业链投融资解决方案提供商。

#### 主要运作方式

房地产开发贷款信托：信托公司接受委托人的委托，发起设立信托计划，将委托人合法拥有的资金，通过开发贷款的方式发放给房地产企业，运用于房地产项目的开发建设，为投资人获取收益的业务形式。

房地产经营性物业贷款信托：信托公司接受委托人的委托，发起设立信托计划，将委托人合法拥有的资金通过经营性物业抵押贷款方式发放给经营性物业持有人，并以经营性物业的经营收入作为主要的还款来源，为投资人获取收益的业务模式。

FOTIC has launched, one after another to enrich the products line, various trust products such as trust of loans for real estate development, trust of real estate property, trust of beneficiary right of real estate property, trust for investment in real estate equity, trust for investment in real estate fund and trust for mortgage loan for operational real estate property, all tailored to meet diversified investment and financing needs of different customers.

In the coming years, FOTIC will continue to concentrate its efforts on developing into a professional investment and financing solution provider in the real estate industry chain, providing comprehensive investment and financing services for real estate enterprises.

#### Main Operation Mode

Trust of loans for real estate development: As entrusted by the client, the trust company will initiate a trust plan by which the trust company grants the funds legally held by the client to real estate enterprises, by means of development loans, for the development and construction of real estate projects, so as to obtain gains for investors.

Trust for loans for operational real estate property: As entrusted by the client, the trust company will initiate a trust plan by which the trust company grants the funds legally held by the client, by means of mortgage loans against operational properties which will be repaid by the business revenues of such operational properties, to owners of operational properties, so as to obtain gains for investors.





房地产股权投资信托：信托公司接受委托人的委托，发起设立信托计划，将委托人合法拥有的资金，以股权投资的方式运用于房地产企业，成为房地产企业股东，并根据在房地产企业中所占的股权比例所获得的经营所得以及股权转让所获收益等回报投资人的业务形式。

房地产信托投资基金：信托公司接受委托人的委托，发起设立信托计划，将委托人合法拥有的资金，以股权、债权等各种投资方式组合，运用于多个房地产项目，并获取相应的收益以回报投资人的业务形式。

房地产物业财产信托：房地产物业的所有权人作为委托人将其持有的物业委托给信托公司设立信托，由信托公司经营、管理、处置信托财产，并将信托财产经营、管理、运用、处置收入交付给投资人的业务形式。

Trust for investment in real estate equity: As entrusted by the client, the trust company will initiate a trust plan by which the trust company invests the funds legally held by the client, by means of equity investment, in real estate enterprises, becomes the shareholders of such enterprises and obtains, to the benefit of the investors, the income from business operations and the earnings from equity transfer according to the proportion of the equity it holds.

Real estate trust investment fund: As entrusted by the client, the trust company will initiate a trust plan by which the trust company invests the funds legally held by the client, by means of various portfolios such as equity and creditor's rights, in a number of real estate projects, to obtain related earnings to provide returns for investors.

Trust of real estate property: The owner of the real estate property entrusts the property it holds to the trust company to initiate a trust by which the trust company will operate, manage and dispose the trust properties and deliver the earnings arising from the operation, management, application and disposal of such properties to investors.

#### 房地产企业投融资信托业务 / Investment And Financing Trust For Real Estate Enterprises

房地产开发贷款信托  
Trust Of Loans For Real Estate Development

房地产经营性物业贷款信托  
Trust For Loans For Operational Real Estate Property

房地产股权投资信托  
Trust For Investment In Real Estate Equity

房地产信托投资基金  
Real Estate Trust Investment Fund

房地产物业财产信托  
Trust Of Real Estate Property

房地产物业收益权信托  
Trust Of Beneficiary Right Of Real Estate Property

房地产物业收益权信托：房地产物业的所有权人将其所持有物业的收益权在信托公司设立信托，委托信托公司将物业收益权转让给投资人，并将物业的经营收益交付给投资人的业务形式。



2012年，外贸信托秉承“双优”战略，加大优质客户及新产品开发力度，在房地产信托投资基金业务和经营性物业贷款业务上实现突破，客户结构与产品线得以不断优化，与万科、万达、世茂、方兴、首开、万通、阳光壹佰、旭辉等知名房企建立稳定良好的合作关系。同时，公司加强过程管理力度，实现了存量项目过程管理零风险的目标。

#### 成功案例

外贸信托·富荣系列集合资金信托计划

外贸信托·富祥系列集合资金信托计划

#### 业务联系电话

010-59569256、59568783、59568763

Trust of beneficiary right of real estate property: The owner of the real estate property requires the trust company to establish a trust for the beneficiary right of the property it holds, and entrusts the trust company with transferring such beneficiary right to investors and delivering the business income of the same property to investors.

In 2012, in accordance with its “dual-excellence” strategy, FOTIC made greater efforts to seek excellent customers and develop innovative products, breaking new records in respect of real estate trust investment fund and operational property loan. Finally, the client structure and product lines were continuously optimized and stable and favorable partnership was established between FOTIC and famous real estate enterprises, including Vanke, Wanda, Shimao Property, Franshion, Beijing Capital Development Holding (Group) Co., Ltd., Vantone, Sunshine 100 and CIFI Group. Moreover, the company enhanced its process management, realizing zero-risk in the process management of remnant projects.

#### Successful Cases

FOTIC·Furong Trust Plan of Assembled Funds

FOTIC·Fuxiang Trust Plan of Assembled Funds

#### Contact Information

010-59569256、59568783、59568763



## 矿产能源企业投融资信托业务 Investment And Financing Trust For Mineral And Energy Enterprises

矿产能源企业融资信托业务是外贸信托发挥信托制度优势重点培育的特色业务板块。外贸信托基于自身的专业团队，关注矿产能源行业资源整合及产业升级，在矿产能源产业整合与发展的浪潮中寻找并扶持优秀企业做大、做强。

### 主要运作方式

**信托贷款：**信托公司接受委托人的委托，发起设立信托计划，将委托人合法拥有的资金，通过贷款方式运用于矿产能源项目的生产建设、资源储备、并购整合，为投资人获取贷款利息收入。

**夹层融资：**基于企业的融资需求，灵活设计信托交易结构，发起设立资金信托，以股权投资和贷款结合的形式满足企业融资需要。

**财务顾问：**发挥中化集团产业优势和外贸信托在金融领域的经验，在项目融资解决方案、公司治理优化解决方案、面向资本市场的股权融资解决方案等方面提供专业咨询服务。

### 成功案例

外贸信托·鑫欣一号能源产业基金集合资金信托计划  
外贸信托·鑫欣三号能源产业基金集合资金信托计划  
外贸信托·鑫欣八号矿业股权并购基金集合资金信托计划  
外贸信托·鑫欣十号矿业融资项目集合资金信托计划  
外贸信托·竞越一号环保节能水泥融资项目集合资金信托计划

### 业务联系电话

010-59568367、59569301

This financing service is a featured service section that FOTIC cultivates with great efforts based on institutional advantages of the trust. With its own professional team, FOTIC focuses on the integration of the resources of the mineral and energy sectors and on industrial upgrading, and then finds during the integration standout enterprises to help them grow bigger and stronger.

### Main Operation Mode

**Trust loan:** The trust company, entrusted by the client, initiates a trust plan by which the trust company will apply the funds legally held by the client, by means of loans, to the production, construction, resource reservation and merge and integration of mineral or energy projects, to obtain loan interests for investors.

**Mezzanine finance:** FOTIC designs flexible trust trade structures for the purpose of satisfying enterprises' financing demand and initiates a fund trust, in order to meet such demand through combination of equity investments and loans.

**Financial consulting:** FOTIC provides professional consulting services related to solutions to project financing, corporate governance optimization and capital-market-oriented equity financing, based on the industrial advantages of Sinochem Group and the experience of FOTIC in financial services.

### Successful Cases

FOTIC · Xinxin Trust Plan I of Assembled Funds for Energy-Related Fund

FOTIC · Xinxin Trust Plan III of Assembled Funds for Energy-Related Fund

FOTIC · Xinxin Trust Plan VIII of Assembled Funds for Mineral-Related Industry Equity Merger

FOTIC · Xinxin Trust Plan X of Assembled Funds for Mineral-Related Financing Projects

FOTIC · Jingyue Trust Plan I of Assembled Funds for Financing Projects of Environment-Friendly and Energy-Saving Cement

### Contact Information

010-59568367、59569301

矿产能源企业投资信托业务是外贸信托基于自身的专业团队，广泛整合矿产能源行业资源，寻找优质矿产资源进行直接投资，并通过自主管理实现资本增值的一项业务。

### 主要运作方式

**信托制产业投资基金：**信托公司成立集合信托计划，募集资金投资于一家或多家矿产能源企业。通过信托公司的自主管理，为委托人谋求较高的分红收益。

**合伙制产业投资基金：**信托公司与其他专业机构共同设立的资产管理公司作为普通合伙人，社会投资人作为有限合伙人，根据《合伙企业法》组成合伙企业，主要投资方向为矿产能源行业优秀企业，并通过上市或并购退出。

**股权直接投资：**信托公司以自有资金投资优秀的矿产能源企业；与优秀的管理团队进行股权合作共同开发优质矿产资源。

### 业务联系电话

010-59568367、59569301

This is a kind of trust where FOTIC, based on its own professional team, integrates a wide range of resources in the mineral and energy industries, invests directly in excellent mineral resources, and adds value to the capital through autonomous management.

### Main Operation Mode

**Industrial investment fund under a trust:** The trust company launches an assembled trust plan to raise money and invest in one or more mineral and energy entities. The trust company then seeks for high dividend for clients through autonomous management.



**Industrial investment fund under partnership:** The assets management company jointly founded by the trust company and other professional institutions as general partner, and the social investors as limited partner, form a partnership in accordance with the Partnership Law, which focuses on the investment in outstanding mineral and energy enterprises and the parties can quit by listing or merging.

**Direct equity investment:** The trust company invests its own assets in excellent mineral and energy enterprises; or establishes equity cooperation with good management team to develop high-quality mineral resources.

### Contact Information

010-59568367、59569301

## 权益类资产融资信托业务 Financing Trust For Equity Assets

权益类资产融资业务是公司发挥产品设计和资产管理能力，以资金需求方的权益类资产为基础设计信托产品，为客户提供灵活的融资解决方案，向具有一定风险识别能力和风险承受能力的投资人提供的创新型信托产品的业务。

### 主要运作方式

融资主体将自身持有的各类权益类资产通过信托公司设立财产信托，通过受益权转让方式实现融资需求。资产种类包括股权、股权收益权、应收账款收益权等。

### 成功案例

外贸信托·善水系列权益投资集合资金信托计划  
外贸信托·德谷系列权益投资集合资金信托计划  
外贸信托·定向增发系列投资集合资金计划  
外贸信托·上市公司股票质押融资信托计划

### 业务联系电话

010-59568856、59568822

This is a kind of innovative trust provided by FOTIC for those investors who are capable of identifying and bearing risks. For this service, FOTIC, with its capabilities for product design and assets management, designs a trust product on the basis of the equity assets of the capital demander, to provide flexible financing solutions.

### Main Operation Mode

The financing entity entrusts its own equity assets to the trust company to set up a property trust by which the financing needs are met through transfer of the beneficiary interest. Such assets include equities, the right of equity earnings, and the right of trade accounts receivable, among others.

### Successful Cases

FOTIC · Shanshui Trust Plan of Assembled Funds for Equity Investment  
FOTIC · Degu Trust Plan of Assembled Funds for Equity Investment  
FOTIC · Assembled Funds Plan for Targeted Additional Issuance Investment  
FOTIC · Finance Trust Plan for Stock Collateral of Listed Companies

### Contact Information

010-59568856、59568822



## 股权投资（PE）信托业务 Private Equity (PE) Trust

股权投资（PE）信托业务是外贸信托秉承“价值与成长”的理念，针对高成长性、高成熟度的国家扶持的产业以及与中化集团产业链相关的产业，充分发挥信托融资功能和公司投资管理能力，把信托资金投资于相关领域具有增值潜力的未上市公司股权，获得投资分红、转让溢价或上市增值收益的信托业务。

### 主要运作方式

信托公司接受委托人的委托，发起设立信托计划，将委托人合法拥有的资金投资于特定股权标的，并依据信托文件约定实施有效的管理，实现委托人收益。信托公司发起设立 PE 信托投资基金，对特定行业进入成长阶段的公司股权进行组合投资，以分享该行业的成长收益并分散投资风险，为投资人实现投资增值。

### 业务联系电话

010-59568367、59568785

This is a kind of trust business where FOTIC, under its philosophy of “Value and Growth”, and based on the financing function of the trust and the company's capabilities for investment management, invests the trust funds in the promising equity of unlisted companies in such fast-growing and highly mature sectors as supported by the State and related to the industrial chain of Sinochem Group, to obtain investment dividends, transfers premium or added values after listing.

### Main Operation Mode

Entrusted by the client, the trust company initiates a trust plan by which the trust company invests the funds legally held by the client in a specific PE product and conducts effective management as agreed in the trust agreement, to realized gains for the client. The trust company initiates a PE trust investment fund and provides portfolio investment in the PE of companies of specific industries that are at the stage of ongoing progress, to share the growth-related income of such industries while disperse the investment risks and to add value to the investment.

### Contact Information

010-59568367、59568785





## 工商企业投融资信托业务

### Investment And Financing Trust For Industrial And Commercial Enterprises

#### 工商企业融资信托

工商企业融资业务是公司发挥信托制度优势以及公司信托产品设计和管理能力，通过设立专项信托计划募集社会资金，以贷款、资产转让等方式向工商企业客户提供金融服务的信托业务。

#### 主要运作方式

外贸信托基于企业的融资需求，组织开展尽职调查，设计产品交易结构，落实风险控制措施，并发起设立资金信托。投资人以其合法持有的资金委托给信托公司，并以信托计划确定的方式运用于目标企业。外贸信托实施有效尽职管理，并将信托投资的本金和收益按信托计划约定分配给受益人。

#### 工商企业投资信托

工商企业投资信托业务是公司发挥信托制度优势以及公司信托产品设计和管理能力，通过设立专项信托计划募集社会资金，以股权投资和其他权益类投资等方式向工商企业客户提供金融服务的信托业务。

#### Financing Trust For Industrial And Commercial Enterprises

This is a kind of trust where FOTIC, based on the institutional advantages of the trust and its own capabilities for design and management of trust products, initiates a special trust plan to raise social funds and then provides financial services for industrial and commercial enterprises by means of loans or assets assignment.

#### Main Operation Mode

Corresponding to the enterprises' needs for financing services, FOTIC will organize and conduct due diligence investigation, design the trade structure for products, carry out risk control measures and set up the capital trust, by which the investors entrust the trust company with their legally held capital which will then be applied to target enterprises in the manner specified in the trust plan. FOTIC will provide effective and dedicated management and allocate in accordance with the trust plan the principal and proceeds of the trust investment to relevant beneficiaries.

#### Investment Trust For Industrial And Commercial Enterprises

This is a kind of trust where FOTIC, based on the institutional advantages of the trust and its own capabilities for design and management of trust products, initiates a special trust plan to raise social funds and then provides financial services for industrial and commercial enterprises by means of investment in equity and other rights and interests.



#### 主要运作方式

外贸信托基于企业的融资需求，组织开展尽职调查，设计产品交易结构，落实风险控制措施，并发起设立资金信托。投资人以其合法持有的资金委托给信托公司，并以信托计划确定的方式运用于目标企业。外贸信托实施有效尽职管理，并将信托投资的本金和收益按信托计划约定分配给受益人。

#### 成功案例

外贸信托·工商企业应收账款收益权转让集合资金信托计划  
外贸信托·工商企业流动资金贷款集合资金信托计划  
外贸信托·鼎鸿系列股权投资集合资金信托计划

#### 业务联系电话

010-59568856、59568822

#### Main Operation Mode

Corresponding to the enterprises' needs for financing services, FOTIC will organize and conduct due diligence, design the trade structure for products, carry out risk control measures and set up the capital trust, by which the investors entrust the trust company with their legally held capital which will then be applied to target enterprises in such a manner as specified in the trust plan. FOTIC will provide effective and dedicated management and allocate in accordance with the trust plan the principal and proceeds of the trust investment to relevant beneficiaries.

#### Successful Cases

FOTIC·Assembled Funds Trust for Assignment of the Right to Trade Accounts Receivable for Industrial and Commercial Enterprises  
  
FOTIC·Assembled Funds Trust of Working Capital Loans for Industrial and Commercial Enterprises  
  
FOTIC·Dinghong Trust Plan of Assembled Funds for Equity Investment

#### Contact Information

010-59568856、59568822

## 特色信托业务 Featured Trust



### 消费信贷信托业务 Consumer Credit Trust

消费信贷信托业务是外贸信托发挥信托制度优势以及公司自身特有的产品创新设计和管理能力，与特定合作伙伴（主要是消费金融公司及小额信贷企业）形成战略合作关系，通过设立专项信托计划募集社会资金，为其快速发展提供全方位的投融资金融服务。

It is a kind of trust business where FOTIC, based on the institutional advantages of the trust and its capabilities for innovative product design and management, establishes strategic partnership with specific partners (which mainly refer to consumer finance and micro-credit companies) to set up a special trust plan for raising social funds which will then be used to provide comprehensive investment and finance services for such partners, in order to help them grow rapidly.

外贸信托是按照银监会的监管要求最早开展消费金融信托业务的非银行金融机构。截至目前已经与多家小额消费信贷企业进行了长期合作，通过提供个性化的金融服务，在相关公司治理、风险管理、客户培育、产品开发等方面积累了丰富的实践经验，为合作企业各阶段的成长与发展提供了强有力的资金支持。

外贸信托的小额消费信贷信托业务不但推动了国内零售企业销售量的持续增长，而且为越来越多的个人消费者提供了专业化的金融服务，满足了差异化消费信贷需求，在一定程度上促进了国内消费需求的增长。

未来，外贸信托愿意与致力于小额消费信贷业务的所有合作伙伴，共同探索适合国内市场的新的业务模式，实现多赢和共同发展。

FOTIC is the first non-bank financial institution to deal with consumer finance trust under the supervision of China Banking Regulatory Commission. So far, it has established long-term partnership with a great deal of micro consumer credit companies, providing personalized financial services for them, which has enabled FOTIC to accumulate abundant practical experience in corporate governance, risk management, customer cultivation and product development. This trust has provided strong financial support for the growth and development of FOTIC's partners at each stage.

While advancing continuous increase in the sales of China's retailers, the micro consumer credit trust issued by FOTIC also brings professional financial services to more and more individual consumers, satisfying the differential needs for consumer credit and boosting to a certain degree the growth of domestic consumer demand.

In order to get multilateral benefit, FOTIC is willing to work with all partners who are dedicated to micro consumer credit, to develop new business modes appropriate to China's market and to maintain steady partnership.



### 主要运作方式

现金贷款：通过与消费金融公司及小额信贷企业的合作，发起设立结构化的集合资金信托计划，将募集的信托资金，按照委托人的意愿和既定的贷款发放标准，向中国境内居民或私营业主提供用于个人及家庭旅游、婚庆、教育、装修等消费事项所需的小额现金贷款服务。

指定商品消费贷款：通过与消费金融公司及小额信贷企业的合作，发起设立结构化的集合资金信托计划，将募集的信托资金，按照委托人的意愿和既定的贷款发放标准，向中国境内居民提供商品消费贷款并接受分期偿还的融资服务。

### 成功案例

外贸信托·汇金系列消费信贷集合资金信托计划，包括汇金2号、汇金3号、汇金5号等产品

### 业务联系电话

010-59568807、59569207

### Main Operation Mode

Cash loans: The trust company will, under cooperation with consumer finance companies and micro consumer credit companies, initiate structured trust plans of assembled funds by which the trust funds raised will be offered, as small cash loans which will be probably required for individual and family tour, weddings, education and house decorations, to domestic residents or private business owners, in accordance with the client's willingness and predefined loan granting standards.



Consumer loans for specified commodities: The trust company will, under cooperation with consumer finance companies and micro consumer credit companies, initiate structured trust plans of assembled funds by which the trust funds raised will be offered, in accordance with the clients willingness and predefined loan granting standard, to domestic residents as consumer loans and such loans can be subject to amortization.

### Successful Cases

FOTIC·Huijin Trust Plan of Assembled Funds under Consumer Credit, including Huijin II, Huijin III and Huijin V products.

### Contact Information

010-59568807、59569207

### 定向增发信托业务

#### Private Investment In Public Equity

定向增发投资（PIPE）业务是外贸信托秉承成长性价值投资核心理念，依据其开展中长期股票/股权投资的投研能力，运用自有资金及自主管理的社会资金，对已上市公司通过非公开发行方式增发的股份进行投资，以获取投资收益、实现国有资产及客户资产保值增值的投资业务。

公司开展定向增发投资的主要运作模式，是采用PE投资的理念、逻辑、方法，“在上市公司中进行PE投资”，即在上市公司中选出好行业中的好公司进行大笔股权投资，将目前在中国资本市场仍为珍贵的资本资源分配给优质上市公司，并依托所投资公司的业绩成长带来所投资股权的价值增值，从而实现预期的投资回报。外贸信托开展定向增发投资的盈利模式为定向增发投资的盈利来源于上市公司的业绩成长、折价定价而产生的差价套利、合理估值基础之上的价值增值等综合推动力量。其中，投资目标公司业绩高成长是投资成功的根基，折扣率为投资提供一定的安全边际，合理估值则是适当报价的客观依据。

Private Investment in Public Equity (PIPE) is a kind of investment where FOTIC, relying on its core philosophy of investing in growing value and on its capability for investment in and research on long and medium stock/equity investment, invests its own fund and social funds under its autonomous management in additional shares issued in a non-public way by listed companies, to acquire income from investment and add value to and retain the value of inherent assets and customer assets.

As for this trust, FOTIC employs the philosophy, logic and method of PE investment to make PE investment in listed companies. It allocates, by way of great equity investment, capital resources which are still scarce in China's capital market, to prominent listed companies which are selected by FOTIC from promising sectors, and receives anticipated investment returns as business growth of the recipients adds value to the equity the company invests in. Profits of Private Investment in Public Equity (PIPE) come from integrated driving forces including business growth of certain listed companies, margin arbitrage arising from trade-in values, and value appreciation on the basis of reasonable valuation. The success of investment is based on high growth of target companies and secured by discount rate, while reasonable valuation serving as objective basis for proper quotation.

### 成功案例

定向增发投资传化股份、上海汽车、金螳螂、太安堂

### 业务联系电话

010-59568785、59568956

### Successful Cases

Private Investment in Public Equity (PIPE)  
Investment in Transfar, SAIC Motor, Gold Mantis and Taientang

### Contact Information

010-59568785、59568956



## 家族信托业务 Family Trust

家族信托业务是公司发挥信托制度和信托公司资产管理优势，为高净值人士的财产传承、风险隔离、永续经营、财产私密安排等目的设计的个人民事信托业务。该业务与以投资理财为目的的营业性商事信托明显不同。

### 主要运作方式

外贸信托根据委托人财产安排目的需求，运用信托财产独立制度功效和资产管理专业优势，为委托人指定的受益人的信托利益分配和闲置期间的信托财产投资管理提供私密性专属化服务。

### 业务联系电话

010-59568857、59569784

This is a kind of individual civil trust tailored by FOTIC, based on advantages of the trust system and its own capabilities of assets management, for high-net-worth individuals for the purpose of property inheritance, risk isolation, sustainable operation and property privacy. This trust is apparently different from profit-seeking commercial trust which is intended for investing and financing.

### Main Operation Mode

In accordance with objective of the client's certain property arrangements, FOTIC provides private and exclusive services for the beneficiary designated by the client in respect of the allocation of trust benefits and the investment and management of the laid-up trust property, on the basis of the rule that trust property is independent and that its capability for professional assets management is what FOTIC is specialized in.

### Contact Information

010-59568857、59569784



## 特许经营信托业务 Franchised Trust



### 信贷资产证券化业务 Asset-Backed Securities

外贸信托于 2006 年获得“特殊目的信托机构”的资格，获准从事信贷资产证券化业务，是目前国内为数不多较早从事此项业务的信托公司之一，目前已发行和管理 2 个项目，总规模约 60 亿元。

FOTIC was qualified as “Special-Purpose Trustee” in 2006 and was then approved to engage in the business of Asset-backed Securities(ABS). It is one of the first trust companies in China to deal with this business. So far, it has issued and managed two projects, involving nearly RMB6 billion in total.

### 主要运作方式

信贷资产证券化业务是指商业银行作为发起机构将自身拥有的一组流动性较差的贷款或者其他债务工具进行一系列组合，使得该组资产在可预见的未来所产生的现金流保持相对稳定，商业银行在完成信贷资产的组合后将其委托给信托公司设立财产信托，信托公司将此财产信托的受益权进行分割，同时以此作为支持在银行间市场发行管理受益证券的业务。

### 成功案例

外贸信托·兴业银行 2007 年兴元一期信贷资产证券化信托计划  
外贸信托·浙元 2008-1 中小企业贷款证券化信托计划（国内第一单中小企业信贷资产证券化）

### 业务联系电话

010-59568856、59568857

### Main Operation Mode

Asset-backed Securities means that the commercial bank, as an initiator, produces a series of portfolios composed of its loans and other debt instruments with low liquidity, in order to ensure the cash flow generated by such assets in the foreseeable future remain relatively stable. When completing the combination of its credit assets, the commercial bank will commit them to the trust company to set up a property trust. The trust company then partitions the beneficial interest of such property trust and thereby issues and manages beneficiary securities in the interbank market.

### Successful Cases

FOTIC · ABS Trust of Industrial Bank Xingyuan 2007-I  
FOTIC · Small and Medium-Sized Enterprise Loan Securitization Trust of Zheyuan 2008-I (China's first securitization of credit assets for SME)

### Contact Information

010-59568856、59568857

已发行信贷资产证券化项目总规模约  
Total business volume of launched ABS projects

60  
亿元  
hundred million yuan

## 股指期货业务 Stock Index Futures

外贸信托于2012年获得“股指期货交易业务”的资格，获准从事股指期货交易业务，是目前国内为数不多较早从事此项业务的信托公司之一。截至目前已发行和管理多只投资于股指期货合约的信托产品，新增规模超过30亿元。

### 主要运作方式

公司投资顾问的策略特征，组织开展尽职调查，策略评价，设计产品交易结构，落实风险控制措施，并发起设立资金信托。投资人以其合法持有的资金委托给信托公司，根据投资顾问的建议将信托资金运用于股指期货合约等证券类资产的投资。公司实施有效尽职管理，并将信托投资的本金和收益按信托计划约定分配给受益人。

### 成功案例

外贸信托·尊嘉 ALPHA 系列集合资金信托计划  
外贸信托·金得量化套利集合资金信托计划

### 业务联系电话

010-59568815、59569752

股指期货合约信托产品总规模超过

Total business volume of stock index future contract trust products has exceeded

30  
亿元  
hundred million yuan

Qualified in 2012 to deal with the “stock index futures transaction”, FOTIC became one of the few trust companies which started early to conduct such transaction in China. Till now, FOTIC has issued and managed a number of trust products invested in stock index futures contracts, with a new increase exceeding RMB3 billion.

### Main Operation Mode

Based on the strategies brought forward by FOTIC's investment consultant, FOTIC conducts due diligence, evaluates such strategies, designs the transaction structure of the product, carries out risk control measures, and then initiation of a fund trust. The investor entrusts the trust company with its legally held fund which will, according to the proposal of the investment consultant, be invested in security assets such as stock index futures contracts. FOTIC will provide effective and dedicated management and allocate in accordance with the trust plan the principal and proceeds of the trust investment to relevant beneficiaries.

### Successful Cases

FOTIC · Zunjia ALPHA Trust Plan of Assembled Funds

FOTIC · Jinde Quantified Arbitrage Trust Plan of Assembled Funds

### Contact Information

010-59568815、59569752





“委托人意愿至上”是外贸信托的服务宗旨，2011 年外贸信托开创行业先河，面向高端客户推出“五行财富·财富管理”品牌，通过打造财富管理营销一体化服务平台，旨在为客户提供全方位的金融服务，帮助客户分析其金融需求，并为客户制定个性化的金融解决方案，逐渐实现由信托产品销售向财富管理服务的转变。

### 主要运作方式

根据客户的风险偏好与财富管理期望，以及外贸信托财富管理中心“五行资产配置”计划，为客户推荐合适的信托产品，将客户托付的信托财产，以股权投资、证券投资、信托贷款等形式，通过相应的信托计划投向金融行业、能源行业、房地产行业、证券市场及其他工商企业等领域，并通过完善的风险管理措施，保障信托计划的顺利运作，实现高端客户的财富管理目标。

Giving the highest priority to the willingness of clients is the service tenet of FOTIC. In 2011, FOTIC pioneered the launch of a “Five-Element Wealth · Wealth Management” brand specialized for high-end investors. FOTIC intends to create an integrated wealth management and marketing service platform with this brand, to provide customers with overall financial services which include helping customers analyze their financing demand and customizing financial solutions, and to gradually complete the transfer from product sales to wealth management services.

### Main Operation Mode

FOTIC Wealth Management Center has, based on the customers' risk appetite and their expectations of wealth management, launched a “Five-element Assets Allocation” plan by which the Center recommends appropriate trust products to different customers and, according to relevant trust plan, invest the trust assets entrusted to it by the customers, in the form of equity investment, securities investment and trust loan, in finance, energy, real estate, securities market and other industrial and commercial sectors, and ensures successful operation of such trust plan through full-fledged risk management, to satisfy the wealth management objectives of high-end clients.

外贸信托财富管理基于中国传统物质观，为客户打造“木、火、土、金、水”五个贵宾理财室，为客户提供私密、优雅的服务环境。同时，财富管理中心专业的财富顾问团队在为客户提供“一对一”、“多对一”的专属投资顾问服务同时，以“五行财富·财富私塾”系列沙龙活动为客户增值服务的窗口，在健康关怀、子女教育、投资收藏、高端运动等方面，为客户提供全方位的财富生活管理服务。

“五行财富”财富管理品牌于 2012 年 2 月落地山西，之后相继在华南、西南、华东启幕，四个区域财富中心的设立，将延续和完善外贸信托“五行财富·财富私塾”增值服务体系。

截至 2012 年底，外贸信托全年共发行集合信托计划超过 1300 只，资金规模逾 1260 亿元。其中，自主发行能力显著提升，规模增长迅速，同比增长 57%。

依托于公司强大的资产管理能力和稳健经营的策略，外贸信托财富管理业务获得了行业、客户的高度评价，收获多项业内大奖。公司荣获 2012 年信托产品及服务创新论坛暨信托颁奖典礼之“最佳财富管理信托公司”大奖；荣获 2012 第五届中国优秀信托公司评选之“优秀理财管理团队”奖；荣获 2012 中国金融机构金牌榜·金龙奖评选之“年度最佳财富管理信托公司”奖。

### 业务联系电话

400-898-8806  
华东区域总部：021-68906688  
西北区域总部：0351-6859806  
华南区域总部：0755-23626666  
西南区域总部：028-86726868

The Center has set up five VIP rooms corresponding to China's traditional view of matter that includes five basic elements – wood, fire, dust, metal and water, to provide a service environment of privacy and elegance to customers. Furthermore, while establishing a team of professional wealth consultants to offer customers exclusive “one-for-one” or “many-for-one” investment consulting services, the Center has also initiated a number of salon activities under the theme of “Five-Element Wealth · Private Wealth School” which serve as a window for customers to receive value-added services, in order to provide customers with overall wealth and life management services in respect of health, education of children, investment and collection, and high-end sports, among others.

Following its settlement in February 2012 in Shanxi, the “Five-Element Wealth” brand came to South China, Southwest China and East China successively. These four wealth centers will extend and improve the value-added service system of “Five-Element Wealth · Private Wealth School”.

As of the end of 2012, FOTIC has issued over 1300 assembled trust plans throughout the whole year, involving more than RMB126 billion; specifically, the amount issued independently by FOTIC increased by 57% compared to last year, representing significant improvement in FOTIC's capability for independent issuance.

Sustained by the company's strong assets management capability and robust operational strategy, FOTIC wealth management services have been highly recognized by the industry and the clients and granted various industrial awards. FOTIC was granted the award of “Best Trust Company for Wealth Management” at the 2012 Forum for Innovations in Trust Products and Services & the Trust Award Ceremony; was granted “Excellent Wealth Management Team” award at the “Fifth China's Excellent Trust Companies” in 2012; was granted “Best Trust Company of the Year for Wealth Management” at the Golden Dragon Award in 2012 “Golden Medal List of China Financial Institutions”.

### Contact Information

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Northwest China HQ: 0351-6859806  
South China HQ: 0755-23626666  
Southwest China HQ: 028-86726868

 <b>木</b>	 <b>火</b>	 <b>土</b>	 <b>金</b>	 <b>水</b>
<b>故家乔木</b> 代表成长型产品以及子女教育类增值服务 Wood The Pillar Inherited from Prominent Family Boasts of Superior Texture Standing for growth products and value-added services for offspring education investment	<b>星火燎原</b> 代表进取型产品以及时尚运动类增值服务 Fire A Little Spark Generates a Prairie Fire Standing for aggressive growth products and added-value services for vogue sports investment	<b>积土成山</b> 代表稳健型产品以及健康养生类增值服务 Earth The Sand Piled up Will Make a Mountain Standing for steadfast products and value-added services for healthcare investment	<b>金鼓喧阗</b> 代表风险型产品以及金融投资类增值服务 Gold The Clamor of Gongs and Drums Resounds to the Heavens Standing for risky products and value-added services for financial investment	<b>水到渠成</b> 代表平衡型产品以及收藏鉴赏类增值服务 Water A Canal Is Formed by Flowing Water Standing for balanced products and value-added services for artwork investment



## 社会责任 SOCIAL RESPONSIBILITY

企业社会责任体现了信托公司对委托人、受益人、股东、员工及社会的价值传递。作为中化集团金融业务板块的骨干企业之一，外贸信托秉承了中化集团优秀的企业文化，在长期的实践中，形成了“稳健思变，诚客礼才”的经营理念。

2012年，面对经济金融复杂的形势，公司始终遵循合规经营、思变求进、诚信经营、以人为本的基本理念，严守风险底线，提高发展质量，在服务实体经济、调结构促转型、满足金融消费者需求等方面取得了不俗业绩的同时，密切关注股东、客户和社会发展的需要，为公司各利益相关方创造了持续增长的价值，在企业社会责任方面取得了新的进展。

Corporate social responsibility reflects the value transfer of a trust company to its clients, beneficiaries, shareholders, employees and the society. As one of key members of Sinochem Group's financial sector, FOTIC has inherited the excellent corporate culture of Sinochem Group and formed its own management philosophy of "Steady Growth, Innovative Approach, Integrity Towards Clients, Respect For Talent." during a long-term practice.

Facing complicated financial situations in 2012, FOTIC has been following the basic philosophy of compliance operation, change-making for improvements, honest operation and people oriented, with full adherence to risk bottom line and aiming at higher growth quality. While achieving outstanding performance in serving real economy, making the structure adjustment to promote the transformation and meeting the requirements of financial customers, FOTIC has paid close attention to the needs of shareholders, customers, and social development, created sustainable value for all of its stakeholders, and made new progress in terms of corporate social responsibility.

## 法律责任 Legal Responsibilities

2012年，公司严格遵守国家法律法规、监管部门规章、规范性文件及公司相关规范，坚持诚信经营，自觉履行纳税义务，恪守社会公德和商业道德。公司坚决履行反洗钱义务，维护国家金融秩序和金融安全。与此同时，公司坚持督促从业人员不断提高专业技能和职业道德水平，严格遵守金融机构从业人员道德准则及从业人员职业操守。

公司自觉遵守信托业自律规则，积极维护信托业市场竞争秩序，赢得了良好的行业声誉和品牌形象。

In 2012, FOTIC has been in strict compliance with national laws and rules, bylaws issued by supervision authorities, regulatory documents and its own provisions; conducted its operations on a trustworthy basis and performed its tax liabilities in its own initiative, as well as abided by social ethics and commercial morality. The company has been uncompromisingly performing its obligation of anti-money laundering to maintain the order and security of China's financial industry. Meanwhile, the company insists on urging its staff to keep improving their professional skills and ethical levels, and supervises the conformance of its staff to the moral guidelines and professional codes for workers in financial institutions.

FOTIC abides consciously by the self-regulation rules of the trust industry, and takes the initiative to maintain the market competition order of the trust industry, creating goodwill in the industry and establishing a favorable brand image.



## 经济责任 Economic Responsibilities

### 股东 Shareholders

公司坚持为股东创造价值，以出色的业绩回报股东，持续完善公司治理、业务运营、风险控制、企业文化建设等各方面，促进公司高效、可持续、健康发展，实现了对股东的承诺。2012年，公司营业收入、利润指标均创历史新高，实现营业收入 16.5 亿元人民币，同比增长 35%；实现税前利润 13.8 亿元，同比增长 36%；公司管理的信托资产规模 2100 多亿元。

在复杂的市场环境和监管形势下，公司的风险管理工作继续扎实推进，全体员工的风险防范意识、受托责任意识明显增强，从交易对手选择、尽职调查、项目审核到过程管理的全流程的风险管理体制和机制完善和加强，为业务转型升级夯实了基础。2012 年，公司到期信托项目均正常兑付清算，为受益人的合法权益提供了有力保障，维护了金融市场秩序稳定。

公司财富管理业务的核心竞争优势逐步显现，自主管理能力得到较大提升，业务创新稳步推进。

### 客户 Customers

公司从客户需求出发，以打造全新的客户关系管理系统为主线，为客户提供全方位、体系化的财富管理增值服务。从优质产品开发、渠道建设、信息技术等几大方面夯实客户服务基础，提升整体服务能力，初步形成了具有外贸信托特色的客户服务模式。2012 年，为客户创造信托收入超过 102 亿元。

结合市场形势，公司加大产品研究和开发力度，推出大量风险可控、收益较高的优质产品，产

FOTIC is committed to creating value and providing outstanding performance in return for shareholders. The company has, therefore, taken a number of actions in relation to corporate governance, business operation, risk control and corporate culture building to realize efficient, sustainable and healthy growth. As a result, it has kept its promise to shareholders. In 2012, the company has made new records in revenue and profits indicators. The revenue is RMB1.65 billion, with a 35% increase compared to last year. The pre-tax profits are RMB1.38 billion, with a 36% increase. The size of trust assets managed by the company is more than RMB210 billion.

In view of complex market and supervisory conditions, FOTIC continues to take measures to strengthen solid risk control. All employees have a substantial enhancement in awareness of risk prevention and accountability. The risk control system and mechanism have been improved and strengthened covering everything from counterparty selection to due diligence, project review and process management, which has laid a solid foundation for business transformation and upgrading. In 2012, all of the company's mature trust projects have been paid and settled on a normal basis, providing a strong guarantee in favor of rights and interests of legitimates and maintaining the stability of the financial market order.

FOTIC has come to show its core competence in wealth management, and made great achievements in self-management capability and steady progress in business innovation.

Oriented by the needs of customers and to create a brand new customer relationship management system, FOTIC has been providing them with all-round and systematic value-added wealth management services. A FOTIC-featured customer service mode has been initially shaped as the company has taken measures to consolidate the customer service basis and improve the whole service ability in development of quality products, channel building and information technology. In 2012, the trust income created by FOTIC for customers amounted to more than RMB10.2 billion.

Taking account of the market conditions, FOTIC has put more efforts on product research and development and launched a

品结构和种类进一步丰富。在原有的富荣、富祥、汇金、汇富、鑫欣、善水、鼎鸿等多款系列产品之外，新增加了晶睿、恒盛、竞越等产品系列，构建了包括不同风险收益配比、不同期限结构的产品体系，契合了不同高端客户的投资需求。

秉承“专业为本、人情是道”的财富管理理念，公司进一步挖掘和深化“五行财富”的内涵，除为客户提供全方位的金融服务外，继续在健康关怀、子女教育、投资收藏、高端运动等多方面，为客户提供悉心周到的增值服务，初步形成了具有外贸信托特色的财富管理模式。“五行财富·财富管理品牌”的市场影响力逐步扩大。

结合环境变化和客户需求，公司大力加强财富管理区域总部建设，使产品营销和客户服务协调发展，提高对区域客户的服务能力和水平。目前，公司已基本形成了以山西、上海、深圳、四川为区域中心，辐射西北、华东、华南、西南四个片区的服务网络。

number of quality portfolios with controllable risks and higher yields, enriching the product structure and type. Besides the existing portfolios such as Furong, Fuxiang, Huijin, Huifu, Xinxin, Shanshui and Dinghong, the company has launched new series of products such as Jingrui, Hengsheng and Jingyue, building a product system encompassing different risk-income ratios and maturity structures, which meets diverse investment demands of high-end customers.

Believing in the wealth management philosophy of “uphold professional fundamentals and utilize social relations”, the company has further explored and deepened the connotation of its “Five-Element Wealth” brand. In addition to all-round financial services being provided to customers, the “Five-Element Wealth” continues to offer customers considerate value-added services in terms of health care, education of children, investment and collection, and high-end sports. A wealth management mode with FOTIC features has therefore been formed. And the influence of “Five-Element Wealth · Wealth Management” brand has expanded.

In light of market changes and customer needs, FOTIC has put an emphasis on the building of regional wealth management headquarters, so as to achieve coordinated development of product marketing and customer service and increase the service ability for regional customers. In general, the company has formed a service network with four regional centers in Shanxi, Shanghai, Shenzhen and Sichuan, covering Northwest China, East China, South China and Southwest China.

为客户创造信托收入超过  
Trust proceeds generated for clients has exceeded

102 亿元  
hundred million yuan



员工  
Talents

公司坚持“人才领先”的人力资源发展战略，持续优化人才引进、人才培养和企业文化机制建设，以打造一支规模适度、梯次分布、能力领先、匹配公司战略发展的人才队伍，同时为员工创造一个健康、和谐、上进的发展平台。

在人才引进方面，全年招聘总人数创历史新高，并在关键领域高层次人才引进上取得突破，改善了公司的人才结构，有力支持了重点战略议题的推进和实施。

在人才培养方面，公司以“卓越领导者”项目、“青年金融专才”计划及专业培训的体系化建设为抓手，推动了人才培养工作的全面升级及队伍能力的稳步提升。

在企业文化建设方面，公司在持续加强党、工、团基层组织建设，加强反腐倡廉与纪检监察工作的同时，进一步梳理全员 EAP 体系，生动真切地传递“健康工作，快乐生活”的理念，增强了员工的归属感、自豪感与团队凝聚力。

Dedication to a human resource development strategy of "Talents Precedence", the company has been improving its mechanism of talents introduction, talents cultivation and the construction of corporate culture. It is intended to create a medium-sized talent team with echelon distribution and leading skills to match the company's development strategy and build a healthy, harmonious and motivated development platform for its employees.

As for talents introduction, FOTIC set a record in the total number of newly-recruited employees in 2012, and made a breakthrough in introducing high-level talents in key areas, which has improved the talent structure of the company and effectively supported the implementation of key strategic issues.

In terms of talents cultivation, the company has boosted the upgrading of talents cultivation and the steady improvement of the talent team's skills by launching such programs as "Excellent Leadership" and "Young Financial Professionals" and building a professional training system.

When it comes to corporate culture building, besides enhancing the grassroots organizations at the Party, trade union and society levels, and the anti-corruption and discipline inspection, FOTIC has vividly conveyed the concept of "Work Healthily and Live Happily" by further implementing the Employee Assistant Program (EAP), which has increased the senses of belonging and pride and team cohesiveness among all the employees.





## 公益责任及环境保护 Responsibilities For Public Welfare And Environmental Protection

多年来，公司和广大员工一直热心社会公益事业。在大灾大难面前，公司始终发扬“一方有难、八方支援”的精神，及时伸出援手，组织员工开展捐赠活动，帮助灾区人民共克时艰、共度难关。面对 2004 年印尼海啸、2008 年汶川大地震、2010 年青海玉树地震，公司都第一时间组织员工积极捐款，为海内外灾区人民早日恢复生产、重建家园奉献一份爱心，展现了慈善、大爱的精神风貌。

公司倡导“绿色办公”、“绿色出行”、“绿色行动”，在日常办公运营中，不断提高员工的环保意识，提倡节约能耗，提升电子化办公水平，为实现“无纸化办公”，为保护地球资源作出自己的贡献。



FOTIC and its employees have been actively engaged in social and public welfares over the past years. Each time when encountering severe disaster, FOTIC has, under the spirit of “difficulties in one place, aid from everywhere”, organized employee donations, to do its best to help the sufferers overcome the difficulties. For example, FOTIC donated as soon as possible for the Indonesia tsunami in 2004, the Wenchuan earthquake in 2008 and the Yushu earthquake in Qinghai in 2010, contributing to the recovery of the production and the livelihood of foreign sufferers and representing the company's humanity and philanthropy as well.

The company advocates “Green Office”, “Green Travel” and “Green Action”. During daily operations, FOTIC is committed to strengthening the sense of environmental protection among the employees, calling for saving energy and lifting the electronic office level, to make its own contributions to the realization of “Paperless Office” and protection of resources on the earth.





## 公司大事记 MILESTONES

### 1月 January

1月13日，公司召开2012年工作会议，全面总结2011年的成绩和不足，明确2012年经营计划和工作重点。

On January 13th, FOTIC held work meeting of 2012, summarizing its achievements and deficiencies in every respect it made in 2011 and defining the business plan and work priorities it would follow in 2012.

### 2月 February

2月27日，公司成立绩效考核委员会。

2月29日，公司在太原举办“2012 稳进中的财富新动向”论坛暨“五行财富·财富管理”品牌落地山西揭牌仪式，标志着外贸信托“五行财富·财富管理”品牌正式落地山西。

On February 27th, FOTIC established a performance appraisal committee.

On February 29th, sponsored by the company, the “2012 Forum of New Wealth Moves in Steady Progress” and the “Five-Element Wealth · Wealth Management” inauguration ceremony was held in Taiyuan, Shanxi, marking official settlement of the brand in Shanxi.

### 3月 March

3月16日，在《理财周刊》和第一理财网联合举行的“2011年度信托公司评选”中，公司荣获“年度最佳财富管理信托公司”大奖。

3月31日，在第六届中国私募基金高峰论坛上，公司荣获“2011年中国最佳私募证券基金信托服务商”奖，成为获得该奖项的唯一一家信托公司。

On March 16th, FOTIC was awarded “Best Trust Company of the Year for Wealth Management” at the “2011 Trustees Award” that was jointly held by Money Weekly and www.amoney.com.cn.

On March 31st, FOTIC was awarded “2011 Best Private Securities Fund Trust Service Supplier of China” at the Sixth China Private Fund Summit Forum held in Shenzhen, becoming the only trust company winning the prize.

### 4月 April

4月6日，公司召开第四届董事会第九次会议、2012年第二次股东会、第二届监事会第九次会议，对《2011年度经营管理工作报告》、《2011年度财务决算报告》、《2012年度财务预算报告》等议案进行审议。

4月26日，公司在《金融时报》、《上海证券报》披露2011年年度报告摘要。

4月28日，银监会发文批准公司股指期货交易业务资格，标志着外贸信托的证券投资信托业务正式进入金融衍生品投资领域，并成为全国第二家、北京市第一家取得该资格的信托公司。

On April 6th, FOTIC held the ninth session of its fourth board of directors, the second shareholders meeting in 2012 and the ninth session of its board of supervisors, to review matters referred to in Operation and Management Report of 2011, the Report of Financial Final Accounts of 2011 and the Report of Financial Budget of 2012.

On April 26th, FOTIC disclosed the summary of its annual report of 2011 on Financial Times and Shanghai Securities News.

On April 28th, FOTIC was qualified to deal with stock index futures by China Banking Regulatory Commission, which indicates the securities investment trust business of FOTIC has officially entered the field of financial derivatives investment and the company has become the second trust company in China and the first in Beijing to obtain such qualification.

### 5月 May

5月4日，公司荣获中央企业团工委授予的“2012-2014年度中央企业五四红旗团委创建单位”称号。

On May 4th, FOTIC was entitled “2012-2014 Creating Unit of May Fourth Red Flag Communist Youth League Committee of Central Enterprise” by the Work Committee of Central Enterprises of the Communist Youth League of China.

### 6月 June

6月20日，在第六届“诚信托”奖颁奖典礼暨2012中国信托业峰会上，公司第六次蝉联“诚信托·卓越公司”奖，同时，“鑫欣8号矿业股权并购基金集合信托计划”获得“诚信托·价值信托产品”奖。

On June 20th, FOTIC was awarded “Trustees · Best Company” for the sixth consecutive time at the Sixth “Trustees” Award Ceremony & China Trust Industry Summit 2012. And the “Xinxin Trust Plan VIII of Assembled Funds for Mineral-Related Industry Equity Merger” was credited the “Trustees · Valuable Trust Product”.



## 7 月 July

7 月 18 日，公司第一届职工代表大会暨会员代表大会第七次会议召开，选举产生职工监事，首次公开工会经费收支情况、公司 2012 年度选人用人满意度调查情况，并审议通过《外贸信托薪酬福利管理规定》。

7 月 26 日，公司 2012 年年中工作会议在凯晨世贸中心 B1 国际会议中心举行，公司全体员工参加了会议。

7 月 26 日，公司第二届爱心慈善拍卖晚会在职工之家举行。

On July 18th, FOTIC First Workers' Conference & Seventh Session of Member Representative Conference elected employee supervisors of FOTIC, to disclose for the first time the income and expenditure of the trade union and the result of 2012 satisfaction survey of talent selection and recruitment and to review and approve the FOTIC Compensation and Welfare Management Rules.

On July 26th, the Mid-2012 Work Meeting of FOTIC was held at the International Conference Center B1 of Chemsunny World Trade Center, with all employees present.

On July 26th, the Second Charity Auction Dinner of FOTIC was held at the China People's Place.

## 8 月 August

8 月 13 日，公司，召开第五届董事会第一次会议，选举王引平担任公司董事长，并对信托委员会、审计委员会和风险控制委员会进行换届选举。

8 月 31 日，公司在财富管理论坛暨第五届中国优秀信托公司评选中，荣获“中国优秀信托公司”和“优秀理财管理团队”两项综合大奖。同时，“鼎诺风险缓冲 2 期证券投资集合资金信托”和“鑫欣 8 号矿业股权并购基金集合资金信托计划”还分别荣获“最佳证券投资类信托计划”和“最佳矿产能源投资信托计划”奖。

On August 13th, FOTIC held the first session of its fifth board of directors where Wang Yinping was elected as Chairman of FOTIC and new members were elected respectively for trust, audit and risk control committees.

On August 31st, FOTIC was entitled “China's Excellent Trust Company” and “Excellent Wealth Management Team” at the Wealth Management Forum & Fifth China's Excellent Trust Companies Award. At the same award, “Dingnuo Assembled Fund Trust II for Risk Cushion Securities Investment” and “Xinxin Trust Plan VIII of Assembled Funds for Mineral-Related Industry Equity Merger” were also respectively awarded “Best Trust Plan for Securities Investment” and “Best Trust Plan for Mineral and Energy Investment”.

## 9 月 September

9 月 1 日 –6 日，公司组织包括总经理在内的 16 名中高层管理者前往敦煌，参加“玄奘之路·刀锋领导力”实践营。

From September 1st to 6th, FOTIC organized 16 middle & senior officers, including General Manager, to participate in the practice camp of “Road of Xuanzang · Blade Leadership” in Dunhuang.

## 10 月 October

10 月 19 日，公司举行“心怀感恩、稳健前行”25 周年司庆答谢晚宴，中化集团总裁刘德树等领导，公司各董事、监事、离退休干部，以及客户代表等 300 多位嘉宾出席庆祝活动。

On October 19th, FOTIC held a banquet named “Move Forward in a Solid Manner with Sense of Appreciation” celebrating its 25th anniversary. Over 300 guests, including Liu Deshu, President of Sinochem Group, and directors, supervisors and retired officers of FOTIC, as well as customer representatives attended the banquet.

## 11 月 November

11 月 2–6 日，公司参加第十四届中国国际矿业大会，与参会实体企业、金融机构就项目合作进行深入探讨，并与信息媒体平台达成初步战略合作意向。

From November 2nd through 6th, FOTIC attended China Mining 2012, having deep discussions with other entities and financial institutions present and expressing a preliminary intent of strategic cooperation with the information media platform.

## 12 月 December

12 月 7 日，公司主办的“2013 新政策·新机遇投资论坛”暨财富信卡发布仪式在深圳举行，标志着公司“五行财富·财富管理”品牌落地华南。

12 月 12 日，公司在中国信托业协会第三届会员大会上当选为副会长单位。

12 月 17 日，在“2012 中国金融机构金牌榜·金龙奖”评选活动中，公司再次夺得“年度最佳财富管理信托公司”奖。

12 月 25 日，国资委监事会主任王建雄一行莅临公司，听取公司关于管理提升工作开展情况的汇报，并对我司该项活动开展情况和工作质量给予了充分肯定。

On December 7th, “2013 Investment Forum for New Policy · New Financial Opportunities” & Unveiling Ceremony of Wealth Credit Cards, which was sponsored by FOTIC, was held in Shenzhen, marking the settlement of “Five-Element Wealth · Wealth Management” brand in South China.

On December 12th, FOTIC was elected as the vice-president unit of China Trustee Association at the third members' assembly of the Association.

On December 17th, FOTIC was again awarded “Best Trust Company of the Year for Wealth Management” at the Golden Dragon Award in 2012 “Golden Medal List of China Financial Institutions”.

On December 25th, a delegation led by Wang Jianxiong, Director of Board of Supervisors, State-Owned Assets Supervision and Administration Committee (SASAC), paid a visit to FOTIC. They listened to the report on management improvements, and fully recognized the progress and quality of the activities conducted by FOTIC.

# VII 审计报告 AUDITOR'S REPORT

天职京 SJ[2013]982 号

## 中国对外经济贸易信托有限公司全体股东：

我们审计了后附的中国对外经济贸易信托有限公司（以下简称“贵公司”）财务报表，包括 2012 年 12 月 31 日的资产负债表，2012 年度的利润表、现金流量表、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贵公司管理层的责任，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中国注册会计师职业道德守则，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，贵公司财务报表在所有重大方面按照企业会计准则的规定编制，公允反映了贵公司 2012 年 12 月 31 日的财务状况以及 2012 年度的经营成果和现金流量。



中国注册会计师：



中国注册会计师：



TZJ No. SJ[2013]982

## To All Shareholders of FOTIC,

We have audited the attached financial statements of China Foreign Economy and Trade Trust Co., Ltd. (hereinafter referred to as "the Company"), including the balance sheet as of December 31, 2012, and the related statement of income, statement of cash flows, statement of equity changes and notes to the financial statements for the year 2012.

### 1. Management's responsibility for financial report

The management class of your company is responsible to prepare and fairly represent the financial statements, including: (1) to prepare the financial statements in line of Accounting Standards for Business Enterprises and fairly present the financial position of the Company; (2) the design, implementation and maintenance of necessary internal controls, in order to ensure that there is no material misstatement due to fraud or error.

### 2. Auditor's responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audit in accordance with the provisions of the Auditing Standards for China's Certified Public Accountants. Those standards require us to comply with China's Code of Ethics for Certified Public Accountants and to plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit includes the implementation of auditing procedures to obtain evidence relevant to the amounts and disclosures in the financial statements. The auditing procedures selected depend on the auditor's professional judgment, including the risk assessment on the material misstatement of the financial statements due to fraud or error. The certified public accountants are, during such risk assessment, considering the internal controls related to the preparation and fair presentation of financial statements to design appropriate audit procedures. But the purpose is not to express our views on the effectiveness of internal controls. An audit also includes assessing whether the accounting policies selected and accounting estimates made by the management are reasonable, as well as evaluating the overall financial statement presentation.

We believe that our audit obtained sufficient and adequate evidence to provide the basis for our opinion.

### 3. Auditor's opinion

In our opinion, the financial statements of the Company have been already prepared in compliance with the Accounting Standards for Business Enterprises in all material respects, and presented fairly the financial position of the Company as of December 31, 2012 and the results of its operations and its cash flows for the year 2012.



资产负债表  
BALANCE SHEET

金额单位：元  
In RMB

资产 Assets	年末余额 At end of year	年初余额 At beginning of year
流动资产 Current assets		
货币资金 Cash and cash equivalents	1,036,370,323.82	441,824,049.49
拆出资金 Lendings to banks and other financial institutions	—	—
交易性金融资产 Trading financial assets	1,050,055,913.65	300,966,943.68
衍生金融资产 Derivative financial assets	—	—
买入返售金融资产 Reverse repurchase agreements	—	—
应收票据 Notes receivable	—	—
应收账款 Trade accounts receivable	169,709,506.26	82,574,781.96
预付账款 Advances payment to suppliers	938,715.79	1,316,171.10
应收利息 Interest receivable	—	—
应收股利 Dividend receivable	—	—
其他应收款 Other receivables	12,583,035.57	10,317,515.69
发放贷款及垫款 Loans and advances	—	—
代理业务资产 Capital in vicarious business	—	280,000.00
其他流动资产 Other current assets	564,812,010.66	833,344,618.03
流动资产合计 Total current assets	2,834,469,505.75	1,670,624,079.95

资产负债表  
BALANCE SHEET

金额单位：元  
In RMB

资产 Assets	年末余额 At end of year	年初余额 At beginning of year
非流动资产： Non-current assets		
可供出售金融资产 Available-for-sale financial assets	1,794,295,340.43	1,669,408,779.96
长期应收款 Long-term receivables	—	—
持有至到期投资 Held-to-maturity investment	313,008,864.69	427,299,898.07
长期股权投资 Long-term equity investment	495,100,934.91	472,626,424.27
固定资产 Fixed assets	10,931,906.55	6,604,272.42
固定资产清理 Disposal of fixed assets	—	—
无形资产 Intangible assets	10,161,994.42	6,147,624.82
商誉 Goodwill	—	—
长期待摊费用 Long-term deferred expense	9,718,550.91	3,150,085.57
递延所得税资产 Deferred income tax assets	—	—
其他非流动资产 Other non-current assets	—	—
非流动资产合计 Total non-current assets	2,633,217,591.91	2,585,237,085.11
资产合计 Total assets	5,467,687,097.66	4,255,861,165.06

资产负债表  
BALANCE SHEET

金额单位：元  
In RMB

负债和所有者权益 Liabilities and owner's equity	年末余额 At end of year	年初余额 At beginning of year
流动负债 Current liabilities		
拆入资金 Borrowings from Banks and Other Financial Institutions	-	-
交易性金融负债 Trading financial liabilities	-	-
衍生金融负债 Derivative financial liabilities	-	-
卖出回购金融资产款 Payment from sale of repo financial assets	-	-
应付职工薪酬 Payroll payable	49,501,860.75	37,641,150.64
应交税费 Taxes and dues payable	111,960,657.16	77,681,932.15
应付利息 Interest payable	-	-
应付股利 Dividend payable	-	-
应付账款 Trade accounts payable	-	-
其他应付款 Other payables	27,759,718.63	108,527,657.35
代理业务负债 Liabilities from vicarious business	-	280,000.00
流动负债合计 Total current liabilities	189,222,236.54	224,130,740.14

资产负债表  
BALANCE SHEET

金额单位：元  
In RMB

负债和所有者权益 Liabilities and owner's equity	年末余额 At end of year	年初余额 At beginning of year
非流动负债 Non-current liabilities		
长期应付款 Long-term payables	-	-
预计负债 Estimated liabilities	-	-
递延所得税负债 Deferred income tax liabilities	122,503,569.90	71,505,142.53
非流动负债合计 Total non-current liabilities	122,503,569.90	71,505,142.53
负债合计 Total liabilities	311,725,806.44	295,635,882.67
所有者权益 Owner's equity		
实收资本 Paid-in capital	2,200,000,000.00	2,200,000,000.00
资本公积 Capital reserves	389,545,410.75	251,139,433.89
盈余公积 Surplus reserve	405,575,485.36	299,842,482.36
一般风险准备 General risk provisions	247,466,227.92	128,699,222.87
未分配利润 Retained profit	1,913,374,167.19	1,080,544,145.27
所有者权益合计 Total owner's equity	5,155,961,291.22	3,960,225,284.39
负债和所有者权益总计 Total liabilities and owner's equity	5,467,687,097.66	4,255,861,167.06



利润表  
INCOME STATEMENT

金额单位：元 In RMB		
项目 Item	本年金额 Current year	上年金额 Previous year
营业收入 Income from operations	1,648,688,266.29	1,222,128,030.29
利息净收入 Interest income, net	13,018,894.45	5,497,886.27
利息收入 Interest income	13,018,894.45	5,497,886.27
利息支出 Interest expense	-	-
手续费及佣金净收入 Fee and commission income, net	1,165,416,164.50	788,892,490.00
手续费及佣金收入 Fee and commission income	1,165,416,164.50	788,892,490.00
手续费及佣金支出 Fee and commission expense	-	-
租赁收益 Income from leasing	-	-
投资收益（损失以“-”号填列） Income from investment (loss is expressed with "-")	449,183,816.78	426,827,637.08
公允价值变动损益（损失以“-”号填列） Profit from fair value changes (loss is expressed with "-")	21,080,168.97	1,310,039.87
汇兑损益（损失以“-”号填列） Foreign exchange gain and loss (loss is expressed with "-")	-10,778.41	-446,787.94
其他业务收入 Income from other operations	-	46,765.01
营业支出 Operating expense	265,477,204.16	203,267,661.92
营业税金及附加 Business tax and surcharges	97,392,638.70	77,576,916.60
业务及管理费 Operation and administrative expense	165,401,287.35	122,185,725.52
资产减值损失 Assets impairment loss	1,359,749.48	2,163,440.55
其他业务成本 Other operational cost	1,323,528.63	1,341,579.25

利润表  
INCOME STATEMENT

金额单位：元 In RMB		
项目 Item	本年金额 Current year	上年金额 Previous year
营业利润（亏损以“-”号填列） Operating profit (loss is expressed with "-")	1,383,211,062.13	1,018,860,368.37
加：营业外收入 Add: Non-operating income	255,441.93	32,065.33
减：营业外支出 Less: Non-operating expense	252,660.84	23,417.91
利润总额（亏损总额以“-”号填列） Gross profit (gross loss is expressed with "-")	1,383,213,843.22	1,018,869,015.79
减：所得税费用 Less: Income tax expense	325,883,813.25	234,055,244.64
净利润（净亏损以“-”号填列） Net profit (net loss is expressed with "-")	1,057,330,029.97	784,813,771.15
每股收益 Earnings per share	-	-
基本每股收益 Basic	-	-
稀释每股收益 Diluted	-	-
其他综合收益 Other comprehensive income	138,405,976.86	-406,997,498.23
综合收益总额 Total comprehensive income	1,195,736,006.83	377,816,272.92

信托项目资产负债表

BAIANCE SHEET OF TRUST PROJECTS

金额单位：元  
In RMB

资产 Assets	年末余额 At end of year	年初余额 At beginning of year
流动资产 Current assets		
货币资金 Cash and cash equivalents	9,149,476,937.32	41,559,209,679.31
拆出资金 Lendings to Banks and Other Financial Institutions		0.00
交易性金融资产 Trading financial assets	49,705,875,150.21	17,871,992,043.99
衍生金融资产 Derivative financial assets		0.00
买入返售金融资产 Reverse repurchase agreements	3,237,745,531.79	5,025,706,343.52
应收票据 Notes receivable	0.00	56,268,612,183.66
应收账款 Trade accounts receivable	2,080,226,898.17	2,800,100,420.74
预付账款 Advances payment to suppliers		0.00
应收利息 Interest receivable	475,115,163.07	77,401,731.26
应收股利 Dividend receivable		0.00
其他应收款 Other receivables	1,936,241,916.72	1,211,687,088.83
发放贷款及垫付 Loans and advances	65,673,432,980.98	64,283,486,912.77
代理业务资产 Capital in vicarious business		0.00
其他流动资产 Other current assets		0.00
流动资产合计 Total current assets	132,258,114,578.26	189,098,196,404.08

信托项目资产负债表

BAIANCE SHEET OF TRUST PROJECTS

金额单位：元  
In RMB

资产 Assets	年末余额 At end of year	年初余额 At beginning of year
非流动资产 Non-current assets		
可供出售金融资产 Available-for-sale financial assets	28,322,753,084.42	21,224,615,513.34
长期应收款 Long-term receivables		0.00
持有至到期投资 Held-to-maturity investment	18,065,873,873.00	14,993,900,000.00
长期股权投资 Long-term equity investment	30,338,797,562.52	13,457,596,440.07
固定资产 Fixed assets		0.00
固定资产清理 Disposal of fixed assets		0.00
无形资产 Intangible assets		0.00
商誉 Goodwill		0.00
长期待摊费用 Long-term deferred expense		852,222.24
递延所得税资产 Deferred income tax assets		0.00
其他非流动资产 Other non-current assets	6,200,638,475.15	0.00
非流动资产合计 Total non-current assets	82,928,062,995.09	49,676,964,175.65
资产总计 Total assets	215,186,177,573.35	238,775,160,579.73



信托项目资产负债表

BAIANCE SHEET OF TRUST PROJECTS

金额单位：元  
In RMB

负债和所有者权益 Liabilities and owner's equity	年末余额 At end of year	年初余额 At beginning of year
流动负债 Current liabilities		
拆入资金 Borrowings from Banks and Other Financial Institutions	-	0.00
交易性金融负债 Trading financial liabilities	-	0.00
衍生金融负债 Derivative financial liabilities	-	
卖出回购金融资产款 Payment from sale of repo financial assets	-	0.00
应付职工薪酬 Payroll payable	-	0.00
应交税费 Taxes and dues payable	15,794,716.26	3,949,343.60
应付利息 Interest payable		0.00
应付股利 Dividend payable	244,589,814.14	16,531,689.57
应付账款 Trade accounts payable	256,077,234.98	14,221,560.16
其他应付款 Other payables	602,122,707.38	925,171,677.53
代理业务负债 Liabilities from vicarious business		0.00
流动负债合计 Total current liabilities	1,118,584,472.76	959,874,270.86
非流动负债 Non-current liabilities		
长期应付款 Long-term payables		-
预计负债 Estimated liabilities		-
递延所得税负债 Deferred income tax liabilities		-
其他非流动负债 Other non-current liabilities		-
非流动负债合计 Total non-current liabilities	0.00	0.00

信托项目资产负债表

BAIANCE SHEET OF TRUST PROJECTS

金额单位：元  
In RMB

负债和所有者权益 Liabilities and owner's equity	年末余额 At end of year	年初余额 At beginning of year
负债合计 Total liabilities	1,118,584,472.76	959,874,270.86
所有者权益 Owner's equity		
实收信托 Paid-in trust	213,127,308,023.81	236,898,602,950.28
资本公积 Capital reserves	886,854,235.73	758,077,140.03
盈余公积 Surplus reserve		0.00
信托赔偿准备金 Trust indemnity reserves		0.00
未分配利润 Retained profit	53,430,841.05	158,606,218.56
所有者权益合计 Total owner's equity	214,067,593,100.59	237,815,286,308.87
负债和所有者权益总计 Total liabilities and owner's equity	215,186,177,573.35	238,775,160,579.73

信托项目利润及利润分配表

STATEMENT OF INCOME AND PROFIT APPROPRIATION OF TRUST PROJECTS

金额单位：元  
In RMB

项目 Item	本年实际数 Current year actual	上年实际数 Previous year actual
营业收入 Income from operations	13,188,085,457.72	5,839,648,807.22
利息净收入 Interest income, net	8,114,753,209.01	8,094,227,640.71
利息收入 Interest income	8,114,753,209.01	8,094,227,640.71
利息支出 Interest expense	-	-
手续费及佣金净收入 Fee and commission income, net	-	-
手续费及佣金收入 Fee and commission income	-	-
手续费及佣金支出 Fee and commission expense	-	-
租赁收益 Income from leasing	284,171,587.50	38,621,683.33
投资收益（损失以“-”号填列） Income from investment (loss is expressed with "-")	2,327,445,053.56	-503,496,445.87
其中：对联营企业合营企业的投资收益 Including: income from investment in associates and partnership enterprises	344,790,693.02	165,073,521.32
公允价值变动损益（损失以“-”号填列） Profit and loss from fair value changes (loss is expressed with "-")	2,410,648,068.32	-2,044,469,165.02
汇兑损益（损失以“-”填列） Foreign exchange gain and loss (loss is expressed with "-")	-	-
其他业务收入 Income from other operations	51,067,539.33	254,765,094.07
营业支出 Operating expense	2,952,909,565.81	1,703,613,436.44
营业税金及附加 Business tax and surcharges	51,752,598.78	41,257,277.16
业务及管理费 Operation and administrative expense	2,901,156,967.03	1,662,356,159.28
资产减值损失 Assets impairment loss	-	-
其他业务成本 Other operational cost	-	-

信托项目利润及利润分配表

STATEMENT OF INCOME AND PROFIT APPROPRIATION OF TRUST PROJECTS

金额单位：元  
In RMB

项目 Item	本年实际数 Current year actual	上年实际数 Previous year actual
营业利润（亏损以“-”号填列） Operating profit (loss is expressed with "-")	10,235,175,891.91	4,136,035,370.78
加：营业外收入 Add: Non-operating income	5,022.47	-
减：营业外支出 Less: Non-operating expense	160.00	-
利润总额（亏损总额以“-”号填列） Gross profit (gross loss is expressed with "-")	10,235,180,754.38	4,136,035,370.78
减：所得税费用 Less: Income tax expense		
净利润（净亏损以“-”号填列） Net profit (net loss is expressed with "-")	10,235,180,754.38	4,136,035,370.78
加：期初未分配信托利润 Add: Retained trust profit at beginning of period	158,606,218.56	1,591,512,789.62
可供分配的信托利润 Distributable trust profit	10,393,786,972.94	5,727,548,160.40
减：本期已分配的信托利润 Less: Distributed trust profit for the period	10,340,356,131.89	5,568,941,941.84
期末未分配信托利润 Retained trust profit at end of period	53,430,841.05	158,606,218.56



**FOTIC** 中国对外经济贸易信托有限公司  
CHINA FOREIGN ECONOMY AND TRADE TRUST CO.,LTD.





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