



3 - 4 September, 2009 Swissôtel Beijing Hong Kong Macau Center, Beijing, China

各位朋友，各位同仁：

Ladies and Gentlemen:

“2009年中国租赁业峰会”，将于2009年9月在北京举行。这是金融危机两周年时刻的一次研讨会。目前金融危机席卷全球，中国关注着世界发生的事，世界也在关注着中国，关注着中国的金融体系和各行各业，其中也可能包括租赁业。

*China Leasing Summit 2009 - Vendor Program under "the Crisis"* will be held in Beijing in September 2009. This is a Summit to be held at the moment amid two years of the global financial crisis. Nowadays the financial crisis has engulfed the entire world and China is solicitous for what is happening in the world, meanwhile the world is solicitous for China and its financial system and variety of industries in which leasing business is not an exception.



不容否认，中国的一些出口依赖型企业，因订单锐减而陷于困境。某些行业的日子很不好过。最近，通过对租赁业内人士的访谈和调查，我们惊奇地发现：金融危机对于中国租赁业来讲，机遇大于挑战。除少数外商投资的融资租赁公司的境外部分受到一些影响以外，大多数公司正在抓住机遇，努力开拓业务。

Undoubtedly some enterprises in China which relied on export have fallen into a difficult position due to a drastic decrease of overseas demand and some other industries in China have suffered in various degrees. Recently, however, a survey surprised us that the opportunities are more than challenges for the leasing business in China. Most lessors, except some small amount of foreign-invested leasing companies whose overseas business has been somewhat affected by the financial crisis, are doing hard but promisingly well in developing their business in China.

金融危机对于中国租赁业来讲，机遇大于挑战。我想原因有以下四方面：（1）融资租赁在中国，一直是用以满足内需，不存在出口依赖；（2）中国的金融体系是银行主导型而不是证券主导型；（3）租赁融资立足于国内，以银行资金为主，很少有金融衍生产品；（4）国内制造业还有很大的发展空间。

As to the financial crisis for the leasing business in China, the opportunities are more than the challenges, the reasons of which I think are in the four aspects: 1, Finance leasing in China has been meeting domestic demand since the beginning and has never relied on export; 2, The financial system in China is bank-oriented rather than security-oriented; 3, Lease financing is based on domestic sources, the majority of which is from domestic banks and not financial derivatives; 4, The manufacturing sector in China has plenty potential for growth.



China Leasing Summit 2009 — A Duxes Event

## Vendor Program under "the Crisis"

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对于中国的租赁业来讲，2004 年是一个值得记住的年份。这一年，中国融资租赁的投资环境全面改善，包括法律环境、交易环境和公众对融资租赁的认知，中国的融资租赁业全面恢复了活力。2008 年底的一次调查显示：中国的租赁业的发展势头看好，融资租赁公司的数量达到 126 家；当年的新签合同额，超过 1550 亿元；厂商租赁、销售商租赁等各种解决方案齐全，整个租赁业界，信心十足。

2004 is worth to remember for the leasing business in China for that the investment environment has been entirely improved, including the legal environment; transaction system and public perception. Overall, China's leasing business has been reviving. A market survey at the end of 2008 witnesses promising trends of the leasing business in China. The survey shows that the total number of finance leasing companies is 126; current volume is more than 155 billion Yuan; solutions are well established for captive leasing, vendor leasing, etc.; and confidence has been fully re-installed in the entire business sector.

这次峰会将使你耳目一新。你将看到迅速进步的中国融资租赁业的全貌；你将能理解中国的融资租赁业能抵御金融风险的原因。这次峰会将使你获得新的信息、结识新的伙伴、获得新的商机。

This year's Summit will refresh you in many aspects. You will see the whole picture of the leasing business in China that has been rapidly progressing; you will understand why the leasing business in China is capable of protecting itself against the financial crisis. In this Summit you will acquire updated information, new partnership and new business opportunities.

最后，作为“2009 年中国租赁业国际峰会”的名誉主席，诚挚地邀请您的参与，并期待着与您在北京再次见面！

In conclusion, as the Honorary Chairman of *China Leasing Summit 2009*, I sincerely invite you to participate in the Summit and I look forward to meeting you in Beijing.

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