

COMPANY LEADERS

陈 忠 德

上海汽车集团财务有限责任公司 监事长

高级 经济 师

Mi Chen zhongde

Chief supervisor

seniorEconomist

Established in November 1994, holding an independent legal status, the Shanghai Automotive Finance Co., Ltd. (hereinafter referred to as SAICFC or the Company) is an on-bank non-financial institution approved by the Peoples Bank of China (hereinafter referred to as PBOC) as a registered capital chiefed one billion RMB (including USD 10 million) and was incorporated in Shanghai Automotive Industry Co., Ltd. (SAIC) (5578 /o) 'and Shanghai Automotive Co., Ltd. (40 /o) ' Shanghai Automotive Co., Ltd. (422%) Mr. Hu Miao is the Chairman of the Board of Directors and Mr. Zhu Genlin is the General Manager.

The General Manager of the Company is responsible for the Board of Directors. The organization of the Company consists of the following departments: GM, HR, Finance, Risk Management, Credit, Information Technology, Security, etc. There are 116 employees of which 93 are in the production. About 58% of the employees are under the age of 35 and 63% of the employees have college or higher academic degrees.

The business scope of the Company includes domestic and foreign currency deposits (3-month and/or long term deposits from SAIC subsidiaries (Group Members); issuing non-convertible company bonds; inter-bank borrowing; providing loans and financing for Group Members; providing consumer credit; providing non-convertible loans for Group Members' products; cooperating and discounting commercial bills for Group Members; offering interest-free loans and investment for Group Members; issuing and/or Group Members' bonds; underwriting and/or Group Members' bonds issued by Group Members; providing non-convertible loans for Group Members; off-shore borrowings; providing inter-bank services among Group Members; and other non-financial services in local and foreign currency provided by PBOC and the State Administration of Foreign Exchange.

In the year 2001, SAICFC was upgraded to a public company (Yantai No. 1000000) 'and the Customer Satisfaction Program Evaluation Report transferred the work was expanded 18 days 'but

the speed of the development of the company has accelerated. The company has achieved a significant increase in sales volume from RMB 3 billion at the beginning of the year to RMB 5 billion which accounted for 91% of the total sales volume of SAIC. The Company developed its business credit in Shanghai and other regions, providing services for various personal and consumer credit business. The company has developed a new non-financial business model and achieved a significant increase in the number of projects. The company has implemented new products and services, such as foreign currency deposits and trade finance. The company has provided a significant amount of investment for its customers. As the leader of the SAICFC regrouped SGM syndicate, the company was contracted to provide services for large business enterprises. By speeding up on-going construction of electronic non-financial services, the company has entered the second phase of development. The company has achieved a significant increase in sales volume and has provided a significant amount of investment for its customers. The company has provided a significant amount of investment for its customers. The company has provided a significant amount of investment for its customers.

SAICFC has achieved good results in 2001 and is keeping itself on the forefront of the industry. As a result of the company's efforts, the company has obtained sound results with a total of RMB 192 billion and profit amount of RMB 207 million. The company has been awarded the 'SAICFC' award by SAIC for three consecutive years and was honored as 'Best' by Shanghai Municipal Government. The company has made great achievements in the field of non-financial services.

2001年、上汽财务公司在集团总公司和中国人民银行的领导下，依照“加强服务、规范运作、着力创新、应对挑战”的经营方针，依靠员工的不懈努力，扎实有效地实施用户满意工程、全面创新工程、全球经营工程和人本管理工程，各项工作达到了预期指标，为上汽集团战略目标的实现发挥了积极作用。

为应对入世后汽车和金融行业面临的双重挑战，公司采取了一系列切实有效措施：在积极实施用户满意工程，全面提升金融服务质量的同时，对外，全力加快合资工作步伐，争取及早建立全国首家合资的汽车金融服务公司；对内，继续抓紧建章立制，强化稽核审计功能，改善信贷资产质量，健全内控管理制度；大力推进人本管理工程，加强员工业务培训，全面实行持证上岗，力争建成集团内和同行间首屈一指的人才资源高地。

2001年公司实现利润207亿元，年末资产总额达192亿元，人均创利220万元，是公司创建以来经营业绩最佳的一年。

诚然，财务公司取得的成绩是与上海汽车工业（集团）总公司和中国人民银行的关怀和指导，与集团成员单位的支持与配合，与金融同行和社会各界的关心和帮助是分不开的，在此，我们谨代表公司全体员工致以诚挚的谢意。

2002年是中国加入WTO后的第一年，中国的汽车和金融市场环境及市场运行规则都将发生重要变化，市场竞争将空前激烈。公司要深入贯彻“满足用户需求，提高创新能力，集成全球资源，崇尚人本管理”的集团理念，牢固确立“金融营销”的思想观念，坚持“及时调整、着力创新、再造优势、促进发展”的经营方针，全面加快金融创新，及时调整业务结构，大力发展“贴身式”服务，不断开发新的利润增长点，构筑新的服务优势，形成核心竞争力，为集团经济新一轮发展不遗余力地发挥金融支撑作用。

董事长 弥

石

总经理 王

胡茂元	董事长	高级经济师
陈忠德	监事长	高级经济师
朱根林	董事 总经理	高级经济师
齐鸿浩	董事	高级会计师
朱克勤	董事	高级经济师
叶永明	董事	经济师
赵凤高	董事	工程师
李丹	董事	高级会计师
莫桂鸿	副总经理	高级经济师
陈月明	副总经理	高级经济师
忻鼎康	监事	高级经济师
李敖齐	监事	经济师
郑德一	襄理	高级会计师
张晓俊	襄理	经济师

Hu Maoyuan Chairman of the Board, of Directors
senior Economist

Chen zhongde Chairman of the supervisory Board
senior Economist

Zhu Genlin Director and General Manager
senior Economist

Qi Honghao Director senior Accountant

Zhu Keqin Director senior Economist

Ye Yongming Director senior Economist

Zhao Fenggao Director Engineer

Li Dan Director senior Accountant

Mo Guihong Deputy General Manager
senior Economist

Chen Yuen,ing Deputy General Manager
Economist

Xin Dingkang Member of supervisory Board
senior Economist

Li Aiqi Member of supervisory Board
Economist

Zhang Doqi Assistant General Manager
senior Accountant

Zhong Xirolun Assistant General Manager
Economist

投资银行业务

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2001年 公司投资银行业务从以往零星的、单一的财务顾问服务转向了常年的、综合的财务顾问服务。已与股份公司、客车公司、销售公司、汽车城、离合器公司及进出口公司等七家单位签署了常年财务顾问协议。一年来，积极为企业 提供包括事前咨询、事中参与、事后分析在内的一揽子投资银行服务。主要有：牵头重组上海通用 16亿美元、44亿美元等值人民币的贷款银团，再降企业融资成本；受托股份公司修订《会计工作指导书》，为客车公司作应收帐款财务分析报告；参与离合器公司内部会计控制规范的修订；受托销售公司进行法人股、长期股权投资和应收帐款的清理；参与拖内公司对斯泰克公司农业机械公司的改制工作；完成进出口公司资产出售项目招商计划书等等。

The investment business of the Company has transferred from a traditional or simple non-financial advisory service to a comprehensive financial consulting service. In 2001, the Company has signed long-term financial advisory agreements with seven companies, including the Joint Venture Company, the Bus Company, the Sales Company, the Automobile City, the Clutch Company, and the Import and Export Company. The Company has provided a full range of investment banking services, including: leading the recapitalization of General Motors Shanghai, a \$1.6 billion and \$4.4 billion RMB equivalent loan syndicate, reducing the company's financing cost; entrusted by the Joint Venture Company to revise the Accounting Work Guidelines, and to prepare the receivables financial statement for the Bus Company; participated in the revision of the internal accounting control standards of the Clutch Company; entrusted by the Sales Company to conduct the due diligence of the equity investment and receivables clearance; participated in the restructuring work of the Satek Company, an agricultural machinery company; completed the asset disposal project tender plan for the Import and Export Company, etc.

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