



中化资本  
SINOCHEN CAPITAL

中化商务有限公司  
SINOCHEN COMMERCE CO., LTD.

中化商务

SINOCHEN COMMERCE



中化商务 商务智慧

宁高宁 一九九一年一月二十八日

**中化商务有限公司**  
SINOCHEM COMMERCE CO., LTD.





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# 致辞

## FOREWORDS



党委书记、董事长、总经理

2018年末，公司完成更名，2019年，我们迎来“中化商务元年”，全体中化商务人由此站在公司新的发展起点上。

由“中化招标”到“中化商务”，是我们面对国家改革发展的新形势和企业环境的新变化，在公司发展的新阶段所产生的新愿景、新思维、新理念、新战略，当然，其中也必然意味着新干法乃至新活法。更名是公司深刻变革的发轫。

公司适时提出了“一园一链、一能两化、化成产融”新的战略愿景，预示着中化商务要成为一家基于大数据技术、具备投资全链条工程服务能力和产业园区建设咨询服务能力、能有效整合资源、具有显著行业引领、技术引领和模式引领优势的卓越商务公司！

伟大梦想不是等得来、喊得来的，而是拼出来、干出来的。为实现新的战略愿景，我们需要举全力持续打造和提升公司的核心能力、走高质量发展之路。我们要大力补齐、完善和提高公司的各项专业能力，通过整合设计工程公司、设立中化商务研究院等途径，尽快形成较强的投资全链条工程服务能力和产业园区建设咨询服务能力；我们要进一步增强创新发展意识，加强共同愿景的认知和塑造，一方面要加强战略研究，更加全面、深刻、清晰、精准地发展和阐发我们的愿景，另一方面要加强内部沟通，使我们的愿景为每一位员工所认知、所认同，增强全体干部员工的使命感、荣耀感和干事创业激情；最为重要的是，我们要不忘初心，恪守自己的核心价值观，深入研究、创造性实践“以员工全面发展引领企业高质量发展”的经营理念，加强党的建设与企业经营管理的深度融合、进一步形成和强化“人才引领发展”的局面。

蓝图在前，光明在前！我们要按习近平总书记要求，勇立潮头、奋勇搏击，绝不能有半点骄傲自满、固步自封，也绝不能有丝毫犹豫不决、徘徊彷徨。让我们上下同欲、全力以赴，中流勇击水，扬帆再出发，以更加优异的业绩迎接共和国七十周年华诞！







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At the end of 2018, the company was renamed. In 2019, we usher in the “first year of Sinochem Commerce”, and all member of Sinochem Commerce now stand at a new starting point of the company’s development.

The change from “Sinochem Tendering” to “Sinochem Commerce” means a new vision, new thinking, new idea, and new strategy in a new development stage of our company against the backdrop of the new situation of national reform and development and the new change of enterprise environment. Of course, it also means new practices, or even new way of living. The change of company’s name is the start of our company’s profound reform.

The company has timely put forward the new strategic vision of “Link Industrial Chain& Investment Chain, Create Full Service Chain, Integrate Industry and Finance”. It indicates that Sinochem Commerce will become an excellent commercial service provider with all-chain engineering service capability and industrial park construction consulting service capability-based on big data technology, which can effectively integrate resources, and has significant leading advantages in the industry, technology and business model.

A great dream can only be realized by great efforts. In order to realize the new strategic vision, We need to continuously build and improve the company’s core strength and take the path of high-quality development. We should make great efforts to perfect and improve the company’s professional capabilities, and try to form a strong engineering service capacity for whole-chain investment project and industrial park construction consulting service capacity as soon as possible by means of integrating design engineering companies and setting up the Sinochem Commerce Research Institute. We need to further enhance the awareness of innovation and development, and strengthen the recognition and shaping of a common vision. On the one hand, we should strengthen strategic research, develop and explain our vision in a more comprehensive, profound, clear and accurate way. On the other hand, we should strengthen internal communication, so that our vision is recognized and accepted by every employee, and enhance the sense of mission, sense of honor and entrepreneurship passion of all the staff. Most importantly, we should not forget our original intention, abide by our core values, deeply study and creatively practice the business philosophy of “leading the high-quality development of the enterprise with comprehensive development of employees”, strengthen the in-depth integration of Party building and corporate operation and management, and further form and strengthen the situation of “talent-driven development”.

The blueprint is ahead and so is the hope! As General Secretary Xi Jinping required, we must take the lead and fight bravely without even a little bit arrogance, stagnation or hesitation. Let’s go all out to press ahead and set on a new journey to celebrate the 70th anniversary of the foundation of the People’s Republic of China with more outstanding achievements!

Cui Yan  
Party Secretary, Chairman and  
General Manager





# 01

## 企业概况 CORPORATE OVERVIEW



## 企业简介 ABOUT US

中化商务有限公司（简称“中化商务”）成立于1997年，前身为中化国际招标有限责任公司，是中国中化集团有限公司（简称“中化集团”，已29次入围世界500强企业，2019年位列第88位）的全资子公司，隶属于中化集团金融事业部。中化商务总部设在北京，在国内设有20家分公司以及分支机构。

中化商务是国内最早专业化从事招标采购和咨询服务的企业之一，具有较高的行业地位和良好的市场口碑，在全国招投标领域行业评选中连续十一年蝉联“中国招标代理公司十大领军品牌”称号。公司聚焦国防工业、军队采购、轨道交通、石油化工、民用航空、市政基础设施、金融、文化、广电等国家重要行业及重大建设项目，以各级政府部门、军队、重要事业单位、中央企业、大型国有企业、大型金融机构等为主要客户群，为客户提供采购、咨询、国际贸易、泛金融等各类综合商务服务。

面向未来，秉承中化集团“科学至上”的价值理念，依托中化集团多元产业基础及丰富客户资源，中化商务坚定践行新发展理念，积极投身国家现代化经济体系建设，矢志追求自身高质量发展，引领行业创新发展。公司以“一园一链、一能两化、化成产融”为核心战略，以“为客户创造价值，为社会培育英才”为使命，努力向“最具影响力的国际化综合商务服务商”的远大愿景迈进。





Founded in 1997, Sinochem Commerce Co., Ltd. (Sinochem Commerce for short) was formerly known as Sinochem International Tendering Co., Ltd. Currently, Sinochem Commerce is a wholly owned subsidiary of Sinochem Group Co., Ltd. (Sinochem Group for short), and a member of Finance SBU, Sinochem Group. Sinochem Group has 29 appearances on the Fortune Global 500 list in total, ranking 88th in 2019. Headquartered in Beijing, Sinochem Commerce has established nearly 20 subsidiaries and branches across China.

Sinochem Commerce is one of the earliest domestic enterprises specializing in procurement and consulting services, with well-recognized market position and sound reputation. It has been awarded the title of “top ten leading brands of China bidding agency” for 11 consecutive years in the national bidding industry evaluation. Sinochem Commerce’s main clients include all-level government body, military, key public institutions, central SOEs, large SOEs, large financial institutions, and it aims at national major industries and construction projects, such as national defense industry, military acquisition, railway transport, petrochemical industry, civil aviation, municipal utilities, finance, culture and radio and television, etc., In these fields, Sinochem Commerce provides clients with procurement, consulting, international trade, pan-finance among other comprehensive business services.

Looking into the future, Sinochem Commerce, adhering to the value of “In Science We Trust” of Sinochem Group and relying on the diversified industrial foundation and rich client resources of Sinochem Group, will firmly uphold new development idea, actively devote itself to the construction of the country's modern economic system, pursue its own high-quality development, and lead the innovative development of the industry. With the core strategies of “Link Industrial Chain&Investment Chain, Create Full Service Chain, Integrate Industry and Finance”, and with the mission of “creating value for clients and cultivating talents for society”, the company will strive to march toward the broad vision of “becoming the most influential international comprehensive business service provider”.



## 管理团队 MANAGEMENT TEAM



崔焱 Cui Yan

党委书记、董事长、总经理  
Party Secretary, Chairman and General Manager



程小钧 Cheng Xiaojun

党委副书记、常务副总经理  
Deputy Party Secretary,  
Standing Deputy General Manager



张琦 Zhang Qi

党委委员、纪委书记  
Member of the Party Committee,  
Secretary of Discipline Inspection  
Committee



王鹤飞 Wang Hefei

党委委员、财务总监

Member of the Party Committee,  
CFO



黄文渊 Huang Wen yuan

党委委员、副总经理

Member of the Party Committee,  
Deputy General Manager



欧阳兮 Ouyang Xi

党委委员、副总经理

Member of the Party Committee,  
Deputy General Manager



顾有恒 Gu Youheng

党委委员、副总经理

Member of the Party Committee,  
Deputy General Manager



肖继军 Xiao Jijun

总经理助理

Assistant to the General Manager



徐国庆 Xu Guoqing

总经理助理

Assistant to the General Manager



王强 Wang Qiang

总经理助理

Assistant to the General Manager



张勇 Zhang Yong

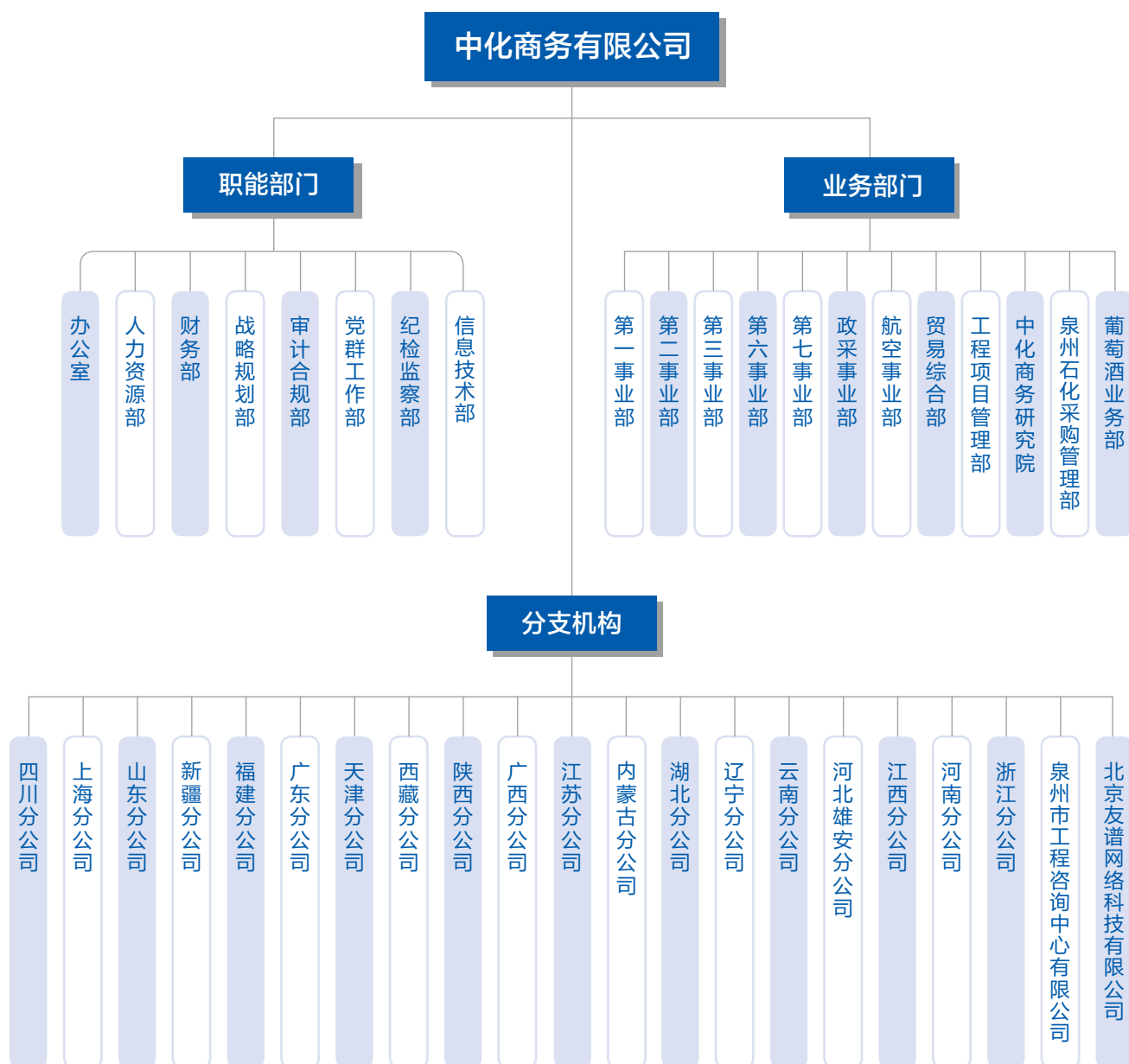
总经理助理

Assistant to the General Manager



# 组织架构

## ORGANIZATIONAL STRUCTURE





# 企业愿景

## CORPORATE VISION

愿景  
VISION

成为最具影响力的国际化综合商务服务商

To become the most influential international comprehensive business service provider





# 企业战略

## CORPORATE STRATEGY

### 中化商务企业战略：“一园一链、一能两化、化成产融”

“一园一链”即以服务园区建设和投资链条带动的产业链为业务主线，围绕整个国民经济的主脉提供一站式集成服务，扩大公司业务领域和服务范围，这是公司着力聚焦的创新业务；

“一能两化”即补充全过程工程咨询能力，通过专业化深耕与区域化拓展充分协同，促进公司整体规模提升与内涵的延伸；

“化成产融”即在专业的商务服务中导入产业资源，嫁接金融工具，促进产业与金融的有机结合，带动公司服务模式的转型升级。

### Strategy of Sinochem Commerce: “Link Industrial Chain& Investment Chain, Create Full Service Chain, Integrate Industry and Finance”

“Link Industrial Chain& Investment Chain”: Centering on the industrial chain arising from the construction of industrial park and the investment chain, providing one-stop integrated services for important main areas of national economy, and expanding corporate business fields and service scope. This is the innovative business that the company focuses on.

“Create Full Service Chain”: Supplementing the whole-process engineering consulting ability, enhancing sufficient coordination of specialization and regionalization to promote the overall size of the company and to reinforce the value of business service.

“Integrate Industry and Finance”: Introducing industrial resources into specialized business services, making use of financial instruments in order to bolster the organic integration of industry and finance, and boosting the transformation and upgrading of the company’s service model.









# 02

## 业务概览 BUSINESS OVERVIEW



# 采购

## PROCUREMENT



历经20余载的行业积淀与发展，中化商务提供的采购服务由“传统招标采购”逐步发展成为涵盖“招标采购、政府采购、集中采购、采购管理、电子招投标平台及大数据应用”的一站式综合采购服务。

目前，公司在巩固采购领域优势地位的同时，积极利用大数据、AI技术，借助先进科技不断升级服务功能，矢志成为引领行业变革、创新发展的领军企业。

After more than 20 years of industry accumulation and development, the connotation of procurement services provided by Sinochem Commerce has gradually evolved from “traditional bidding & procurement” to one-stop comprehensive procurement service covering the “tendering, government procurement, centralized procurement, procurement management and and E-Bidding Platform and Big Data Application”.

At present, while consolidating its dominant position in the field of procurement, the company actively uses big data and AI technology among other advanced technologies to continuously upgrade its service functions, with an aim to become a pioneer of leading the industry reform and innovative development.



# 招标 TENDERING

中化商务是国内最早专业化从事招标代理服务的机构之一，主营业务涵盖利用国际金融组织和外国政府贷款、政府投资、企业投资以及社会融资等各类资金来源的国家重点工程、大型基础设施及公用事业建设工程，项目涉及国防工业、石油、化工、电力、冶金、交通、城市基础设施、船舶、港口、医药卫生、扶贫、环境保护、文化教育、金融等多个行业和领域。

同时，公司拥有在行业内具有资深经验及较高理论水平的专家，参与制定和编写《招标投标法》《招标投标法实施条例》《机电产品国际招标投标实施办法》《机电产品国际招标标准招标文件》《招标采购代理规范》《非招标方式采购代理服务规范》《全国招标师职业资格考试大纲及辅导教材》《中国招标采购常用法规选编》《中国招标投标业发展调研报告》等相关法律法规、行业规范和行业发展报告，并多次为国家发改委、财政部、商务部、国资委、中国招标投标协会等政府主管部门、行业协会提供招标采购立法与实务专业咨询。

中化商务作为行业领先的招标采购综合服务商，为客户提供一站式、多元化增值服务，以实现合作共赢的发展目标。



Sinochem Commerce is one of the earliest professional tendering agencies in China. Its main business covers key national projects, large-scale infrastructure and public utility construction projects which are funded by loans from international financial organizations and foreign governments, government investment, corporate investment and social financing among other sources. The projects involve national defense industry, petroleum, chemical industry, electric power, metallurgy, transportation, urban infrastructure, shipping, port, medicine, health care, poverty alleviation, environmental protection, culture, education, finance and other industries and fields.

Meanwhile, the company has experienced experts with high theoretical level, who have participated in the formulation and preparation of relevant laws and regulations, industry norms and industry development reports including *Tendering and Bidding Law of the People's Republic of China*, *Regulation on the Implementation of the Bidding Law of the People's Republic of China*, *Implementing Measures for International Bidding for Mechanical and Electrical Products*, *Electrical & Mechanical International Bidding Standard Bidding Document*, *Operation Specifications for Bidding & Procurement Agency*, *Operation Specifications for Non Bidding Mode Procurement Agency Service*, *Outline and Tutorial Text Book of National Tenderer Vocational Qualification Examination*, *Common Laws of Bidding & Procurement in China*, *Research Report on the Development of Bidding Industry in China*, and has provided professional consultation on bidding and purchasing legislation and practice for industry associations and competent government departments such as NDRC, the Ministry of Finance, the Ministry of Commerce, State-owned Assets Supervision and Administration Commission of the State Council and China Tendering & Bidding Association.

As a leading comprehensive service provider of bidding and procurement, Sinochem Commerce provides customers with one-stop diversified and value-added services to achieve the development goal of win-win cooperation.





# 集中采购

## CENTRALIZED PROCUREMENT

中化商务是中化集团旗下唯一的采购管理机构，设有专门的集中采购团队，为中化集团提供管理制度编制、采购方案策划、采购代理和合同执行等全过程采购咨询服务。同时，公司大力开展第三方集中采购业务，为大型综合性企业提供科学化、定制化的采购服务。

中化商务利用信息化技术，实现采购全流程电子化，满足项目公开透明、成本降低、质量提升等要求；同时提供供应商信息管理和项目后期评价等增值服务，不断提升采购管理内涵，助力客户业务全面发展。

Sinochem Commerce is the only purchasing management institution affiliated to Sinochem Group. With a special centralized purchasing team, it aims to provide whole-process procurement advisory services for Sinochem Group, including management system formulation, purchasing planning, purchasing agent and contract execution. At the same time, the company vigorously carries out third-party centralized procurement business to provide scientific and customized procurement services for large comprehensive enterprises.

Sinochem Commerce makes use of information technology to realize the electronization of the whole procurement process and meet the requirements of openness and transparency, cost-reduction and quality-enhancement; at the same time, we provide value-added services such as supplier information management and post-project evaluation to constantly improve the connotation of procurement management, and help customers to develop comprehensively.



# 政府采购

## GOVERNMENT PROCUREMENT

中化商务是国家《政府采购法》颁布后第一批获得政府采购代理资格和甲级招标资质的招标机构，主营业务涵盖利用国家财政性资金为国家部委、各级党政机关、事业单位等大客户提供不同领域的专业化服务。项目涉及新闻出版、广电传媒、金融、文博、医疗卫生、科研教育、环境保护等多个领域的货物、工程和服务采购。服务模式从招标、代理进口延伸至项目前期调研、项目预算评审、采购方案设计、采购管理咨询、供应商履约能力及风险分析、合同谈判、履约验收、绩效评价等各个环节。

通过多年在政府采购项目中积累的宝贵经验，中化商务拥有一套完整有效的采购工作流程和标准过程文本，包括各行各业采购项目过程中涉及的各项政策性规定、采购方式变更程序、进口产品审批程序、采购文件的有效编制、质疑投诉的有效处理等各项内容。

精湛的项目操作能力、高素质的专业服务团队、高效的应急响应速度，是中化商务为您提供政府采购全方位专业咨询服务的有力保障。

Sinochem Commerce is one of the first tendering agencies that obtained the qualification of government procurement agency and Grade A bidding qualification after the promulgation of *the Government Procurement Law of the People's Republic of China*. Its main business covers providing specialized services in different fields for major customers such as the ministries and commissions, party and government organs at all levels and public institutions with state financial funds. The projects involve the goods/engineering/services procurement of press and publications, radio and television media, finance, cultural expositions, health care, scientific research and education, and environmental protection and other fields. The service mode extends from bidding, import agent to prophase research, budget review, purchasing plan design, purchase management consulting, supplier performance ability and risk analysis, contract negotiations, performance acceptance and performance evaluation.

Through years of accumulated valuable experience in the government procurement projects, Sinochem Commerce has a complete and effective set of purchasing work process and standard process texts, including the policies, provisions, purchase mode change procedures, imported goods approval procedures, effective compilation of procurement documents and effective handling of complaints concerning the procurement of all sectors.

Exquisite project operation ability, high-quality professional service team and efficient emergency response are the powerful guarantee for Sinochem Commerce to provide you with comprehensive professional consulting services on government procurement.



# 采购管理

## PROCUREMENT MANAGEMENT

中化商务具备承担大型石化建设项目的全链条采购管理能力，拥有规范的采购管理体系及由设备、电气、仪表、材料等专业技术人才组成的采购管理服务团队。目前，公司承接了中化泉州100万吨/年乙烯及炼油改扩建项目建厂物资的采购、供应、仓储等工作，为项目建设提供安全、高效的物资保障。

中化商务提供的采购管理服务范围涵盖：接洽设计院、技术交流、商务谈判、招标方案制定、框架协议策略制定、物资催监交、现场物资接保检、供应商管理、采购物资编码、物资质量管理及采购合同管理等工程建设项目关键环节。

凭借科学合理的资源配置、廉洁自律的工作作风及规范化、标准化的业务流程管控，中化商务努力为客户实现物资集中采购的效益最大化。

Sinochem Commerce has the ability to undertake the whole-chain procurement management of large-scale petrochemical construction projects, and boasts a standardized procurement management system and a procurement management service team composed of professional technical personnel in equipment, electrics, instruments and materials. Currently, the company undertakes the procurement, supply and storage of the construction supplies for Sinochem Quanzhou 1MT/a ethylene project, so as to provide safe and efficient material guarantee for the construction of the project.

The scope of procurement management services provided by Sinochem Commerce covers: contacting with design institutes, technical exchanges, business negotiation, formulation of bidding schemes, formulation of framework agreement strategies, material urging, supervision and delivery, on-site materials acceptance and inspection, supplier management, coding of procurement materials, material quality management, procurement contract management and other key links of engineering construction projects.

With scientific and reasonable resource allocation, clean and self-disciplined work style and standardized business process control, Sinochem Commerce strives to maximize the benefits of centralized material procurement for its customers.





# 电子招标投标平台及大数据应用

## E-BIDDING PLATFORM AND BIG DATA APPLICATION

### 电子招标投标平台

#### E-BIDDING PLATFORM

中化商务电子招标投标平台(以下简称“平台”)采用“互联网+”架构与运营模式,通过整合中化集团内外部资源,实现招投标业务全流程的电子化管理与运作。平台已于2018年9月获得国家电子招标投标交易系统最高级——三星级认证,目前已为中国航天科工集团有限公司、中国商用飞机有限责任公司等大型集团用户构建并成功运行全流程、定制化招标采购平台。

Sinochem Commerce E-Bidding Platform (hereinafter referred to as “the platform”) adopts “Internet+” architecture and operation model and achieves electronic management and operation of the whole bidding process through Sinochem Group’s internal and external resources integration. In September 2018, the platform obtained the highest three-star certification of the national electronic bidding and tendering system. So far, it has built customized whole-process e-bidding platform for large enterprise users such as CASIC and COMAC.

### 大数据应用

#### BIG DATA APPLICATION

中化商务积极利用大数据、云计算、AI技术,通过科技赋能电子化招标平台,拓展咨询服务能力,为地方政府、央企及地方国企、产业与科技园区等主要客户提供“标准化+专业化+系统化”等全方位综合解决方案。

Sinochem Commerce actively uses big data, cloud computing and AI technology to empower electronic bidding platforms and expands to procurement information consulting capabilities, in order to provide major customers like local government, central SOEs and local SOEs and industrial and science park with integrated solutions includes “management consulting + platform services + data services”.

### 平台可提供的服务清单





# 咨询

## CONSULTATION



聚焦国家发展战略及区域经济发展需求，通过资源整合和能力提升，中化商务的咨询业务已形成涵盖全过程工程咨询、PPP咨询、创新科研及产业咨询等多维度、全方位业务格局。

未来，公司将在大型工程建设项目、产业园区建设发展与运营、政府与社会资本方合作等方面为客户提供全链条、个性化的管理咨询综合解决方案。

Focusing on national development strategy and regional economic development needs, Sinochem Commerce's consulting business has formed a multi-dimensional and all-round pattern covering the whole process engineering consulting, PPP consulting, innovative research and industry consulting through resource integration and capacity improvement.

In the future, the company will provide clients with full-chain and personalized integrated management consulting solutions in such fields as large-scale engineering construction projects, industrial park construction, development and operation, cooperation between the government and social capital, etc.

# 全过程工程咨询

## WHOLE-PROCESS ENGINEERING CONSULTING

中化商务在环保、化工、农业、石油仓储等专业领域为建设单位提供工程管理咨询服务。公司的主要工程管理咨询服务的项目有：

- 中国种子集团“中种迪卡甘肃玉米种子加工厂”、“中种甘肃临泽玉米种子加工厂”、“中种云南玉米种子加工厂”工程项目
- 中国商飞北京民用飞机技术研究中心101号办公主楼工程项目
- 沈阳中亚环保科技发展有限公司沈阳再生资源产业园危险废物处置项目

中化商务不断总结、积累工程管理实践经验，完善、夯实工程管理体系，具备了较强的全过程工程管理能力，可为建设单位在项目决策、招标代理、勘察设计、造价咨询、工程监理、项目管理、竣工验收及运营保修等各个阶段持续提供局部或整体解决方案及管理服务。全过程工程管理咨询可以串联起项目立项、勘察、设计、监理、施工等相对分割的建设环节，对项目建设进行全过程统一筹划和系统管理，有效提升信息传递和沟通效率，降低项目咨询成本。

未来，中化商务将围绕环保、化工等领域的工程建设项目，整合公司内外部资源，集约化管理技术、经济、信息、人才，打造出一支专业、高效的管理团队，为业主提供优质的管理咨询服务，帮助其顺利实现工程建设目标。







Sinochem Commerce provides engineering management consulting services for construction units in such professional fields as environmental protection, chemical industry, agriculture and petroleum storage. The company's main engineering management consulting services projects include:

- “Dika Gansu Corn Seed Processing Plant of China National Seed Group Co., Ltd.”, “Gansu Linze Corn Seed Processing Plant of China National Seed Group Co., Ltd.” and “Yunnan Corn Seed Processing Plant of China National Seed Group Co., Ltd.”
- No.101 office building of COMAC Beijing Aeronautical Science & Technology Research Institute (BASTRI)
- Hazardous waste disposal project of Shenyang Zhongya Environmental Technology Development Co., Ltd. at Shenyang Renewable Resources Industrial Park

Sinochem Commerce constantly summarizes and accumulates practical experience in project management, improves and enhances its project management system, and has got strong whole-process project management capabilities. It is able to continuously provide partial or whole solutions and management services for construction units in such stages as project decision-making, bidding agency, survey design, cost consulting, project supervision, project management, completion acceptance and operation warranty. The whole-process project management consulting can connect the construction links such as project initiation, survey, design, supervision and construction that are segmented to carry out whole-project consultation.

In the future, Sinochem Commerce will integrate internal and external resources and intensively manage technology, economy, information and talents to build a professional and efficient management team focusing on engineering construction projects in environmental protection and chemical industry, so as to provide excellent management consulting services for owners and help them to achieve their engineering construction goals smoothly.

# PPP咨询

## PPP CONSULTING

中化商务聚焦固废及水务等环保行业细分领域PPP咨询专业服务，从2004年执行国内首个垃圾焚烧发电BOT咨询项目起，公司始终坚持为政府主管部门和社会资本方提供专业服务。

中化商务在垃圾焚烧及污水处理咨询领域具有较强市场竞争力，能够为客户提供PPP咨询、社会资本采购、处理服务费测算、调价咨询、招标采购、全过程工程管理服务、建设期监管、运营期监管、绩效评价等专业服务，服务范围涵盖投资前期决策、建设过程监管、运营质量监督等项目全生命周期。

此外，中化商务还能够为客户提供专业化、定制化的第三方监管（绩效评价）服务，主要包括PPP项目建设期监管咨询、PPP项目全生命周期政府付费调价咨询、PPP项目运营期绩效管理咨询和中期评估等。

中化商务致力于成为环保行业客户PPP项目全生命周期管理顾问，为国家生态建设和环境工程领域贡献力量。







Sinochem Commerce focuses on the PPP consulting service for the subdivided fields of environmental protection industry such as solid waste and water treatment. Since the implementation of the first waste incineration power generation BOT consultation project in China in 2004, the company has been committed to providing government bodies and social funders with professional services.

Sinochem Commerce has strong market competitiveness in the field of waste incineration and sewage treatment consulting, being able to provide PPP consulting, social capital procurement, treatment service fee calculation, price adjustment consulting, bidding and procurement, complete project management service, construction period supervision, operation period supervision, performance evaluation and other professional services. Its service scope covers the whole life cycle of a project, from early-stage investment decision-making to supervision of construction process, operation quality supervision and so on.

In addition, Sinochem Commerce can also provide clients with specialized and customized third-party supervision (performance evaluation) services, mainly including supervision and consultation during the construction period of PPP projects, full-life cycle consultation on adjustment of the price paid by the government, performance management consultation during the operation period of PPP projects and mid-term evaluation.

Sinochem Commerce is committed to becoming a full-life cycle management consultant for PPP projects in the environmental protection industry and contributing to the national ecological construction and environmental engineering fields.

# 创新科研及产业咨询

## INNOVATIVE RESEARCH AND INDUSTRY CONSULTING

中化商务研究院承担公司科研、业务创新、高端会议和培训、行业智库等创新与科技职能，以“科学至上”为指导，聚焦公司“一园一链”战略，整合行业、客户、专家、数据和服务能力资源，围绕“产业—区域—园区—企业—人才”五位一体，重点开展产业和市场咨询，区域和专业园区发展规划和咨询，产业升级和招商引资服务，企业战略咨询、精准营销和投标专家咨询，高层次人才引进和评估服务，“一带一路”咨询以及跨境商务和法律、政策咨询，高端商务培训，知识产权评估和运营，专利技术全球战略寻源，科技成果转化服务。公司充分挖掘和整合资源，通过加强科研投入提高服务的科技含量和核心价值，通过搭建各类交流合作平台保持行业权威和引领地位，不断培育和提升高端咨询服务能力，持续为各类客户提供更具价值的服务和帮助。







Sinochem Commerce Research Institute performs the innovation, science and technology functions of the company such as scientific research, business innovation, high-end conference and training and industry think tank. Sinochem Commerce, under the guidance of “In Science We Trust”, focuses on the company strategy of “Link Industrial Chain& Investment Chain” to integrate industry, clients, experts, data and service capacity resources. Centering around the “Industry-Region- Industrial Park-Enterprise-Talent”, the company focuses on industry development and market consultation, development planning and consultation of regional and professional parks, industrial upgrading and investment promotion services, enterprise strategy consultation, precision marketing and bidding expert consultation, high-level talent introduction and evaluation services, “Belt and Road” consulting and cross-border business and legal service, policy consulting, high-end business training, intellectual property assessment and operation, global strategic sourcing of patent technology, and technology achievements commercialization service. The company fully explores and integrates resources, enhances the scientific and technological content and core value of its services by strengthening scientific research investment, maintains its industry authority and leading position by building various exchange and cooperation platforms, and continuously cultivates and improves its high-end consulting service ability so as to provide more valuable services and help for all kinds of clients.





# 国际贸易

## INTERNATIONAL TRADE



国际贸易是中化商务极具优势的重要业务领域，中化集团作为中国最大的外贸企业之一的行业背景优势，已转化为公司构建贸易体系及整合内外部资源的重要平台。

围绕进出口代理、国内/国际物流集成、税务和进口贴息咨询、综合商务服务四大核心业务，中化商务始终致力于为客户量身打造贸易综合解决方案。

International trade is an important field where Sinochem Commerce has great advantages. The industrial background advantage of Sinochem Group as one of China's largest foreign trade enterprises has been transformed into an important platform for the company to build trade system and integrate internal and external resources.

Centering on the four core businesses i.e. import and export agency, domestic and international logistics integration, tax and import discount consultation and comprehensive business service, Sinochem Commerce has always been committed to providing customized comprehensive trade solutions for its customers.







## 进出口代理 IMPORT AND EXPORT AGENCY

中化商务成立20余年来，伴随招标、咨询等业务的发展壮大，公司的贸易业务已覆盖轨道交通、石油化工、民用航空、烟草机械、冶金工业和环保等各行业，并拥有国际贸易、外语、法律、税务、航运、机械等专业特长的国际化团队，长期从事单机设备、成套设备、零部件进口和技术进出口业务。

In the more than 20 years since foundation, with the development of the bidding and consulting business, Sinochem Commerce's trade business has covered rail transit, petrochemical industry, civil aviation, tobacco machinery, metallurgy industry and environmental protection, and boasts an international team with professionals in international trade, foreign languages, law, tax affairs, shipping and machinery. The company is long engaged in import business of individual equipment, complete equipment, and parts and components, as well as import and export business of technology.

## 国内、国际物流集成 DOMESTIC AND INTERNATIONAL LOGISTICS INTEGRATION

中化商务为客户提供各种货物国际、国内运输服务（包括超大件货物、自轮运输特种车辆、以及对温度、湿度、运输时间有要求的特种货物）和境内外多地集货、分装、集成、运输等物流集成业务，确保服务专业、高效、物超所值。

Sinochem Commerce provides customers with a variety of international and domestic transportation services (including super-large cargo, self-propelled transport of special vehicles, and special goods with requirements on temperature, humidity or transport time) and logistics integration services like domestic and overseas goods collection, sub-packaging, integration and transport to ensure professional, efficient and low-cost services.

## 税务和进口贴息咨询

### TAX AND IMPORT DISCOUNT CONSULTATION

中化商务对货物进出口合同和技术进出口合同(专利权转让合同、专利申请权转让合同、专利实施许可合同、技术秘密许可合同、技术服务合同和含有技术进出口的其他合同)相关的法律、税收减免政策精准把握,一方面为客户在合法、合规的前提下编制货物减免税方案/技术合同税务分析及方案/进口贴息方案,减少不必要的税赋;另一方面,借助国际化业务形成的外部资源,为中国企业“走出去”提供税务咨询服务。

Sinochem Commerce has targeted mastery of the relevant laws concerning the goods import and export contracts and technology import and export contracts (patent transfer contract, patent application right transfer contract, patent licensing contract, technical secret licensing contract, technical service contract and other contracts containing technology import and export), and tax relief policies. On the one hand, we develop tax reduction and exemption schemes/technical contract tax analysis schemes/import discount interest schemes for customers under the premise of compliance with laws and regulations to reduce unnecessary taxes; on the other hand, with the help of external resources formed by international business, we provide tax consulting services for Chinese enterprises to “go out”.



## 综合商务服务

### COMPREHENSIVE BUSINESS SERVICE

中化商务利用庞大的国内外客户资源和丰富的贸易经验,为单个项目提供定制化商务服务,这些服务包括但不限于:配合中国企业“走出去”战略,为国内客户在境外设立合资公司或承担工程项目,提供境外法律咨询、税务方案策划、运营模式评估等咨询服务;为境外企业提供在华集中采购业务;以及代理销售外商产品等。

Sinochem Commerce, drawing on its abundant domestic and international customer resources and rich trade experience, provides customized business service for a single project. These services include but not limited to: cooperating in the strategy of Chinese enterprises to “go out”; providing consulting services such as overseas legal consulting, tax planning and operation mode evaluation for domestic clients to set up joint ventures or undertake engineering projects; providing centralized procurement services in China for overseas enterprises; undertaking agent sales of foreign products.



68.76

65.32

-12.14

47.85

15.44

75.25

55.01

11.08



# 泛金融

## PAN-FINANCE



中化商务推行实践的“招标+金融”概念的诞生与发展，是自身迎接行业转型升级的主动探索与率先突破，更是对市场机遇及客户需求的敏锐把握。中化商务将中化集团金融事业部的强大金融资源优势与自身积累的庞大客户资源、行业大数据有机结合，充分发挥在招投标采购业务环节连接核心企业和中小企业的桥梁纽带作用，链接产业端和金融端，碰撞产生“聚能”效应，创造高附加值的综合服务。通过深挖行业客户需求，积极探索实践，“招标+金融”新商业模式已初具规模。

The birth and development of the “bidding +finance” concept proposed by Sinochem Commerce is not only an active exploration and pioneering breakthrough for the company itself to welcome the transformation and upgrading of the industry, but also a keen grasp of market opportunities and client needs. Sinochem Commerce combines the strong financial resource advantages of SBU of Finance of Sinochem Group with the huge client resource and industry big data accumulated by itself, and gives full play to its role as a bond connecting core enterprises and small and medium-sized enterprises in the process of bidding and procurement to link the industry end and the financial end, make “energy-gathering” effect and create integrated services with high added value. The new business model of “bidding + finance” has begun to take shape by digging into the needs of industrial clients and active exploration and practice.

## 融资租赁服务 FINANCE LEASING

中化商务能够为客户量身定制“商务咨询+招标+贸易+融资+租赁”等一体化解决方案，满足客户多方面需求；拓展多元化融资渠道；实现表外融资，降低固定资产投资，达到轻资产运营目标；统筹税务规划，优化财务报表，合理调节税费与利润指标。

Sinochem Commerce can tailor integrated solutions such as “business consultation+bidding+trade+financing+leasing” to meet clients' needs in various aspects: expanding diversified financing channels; realizing off-balance-sheet financing and reducing fixed-asset investment to achieve the light-asset strategy; coordinating tax planning, optimizing financial statements, and reasonably adjusting tax and profit indicators.

## 保证金保理服务 CASH DEPOSIT FACTORING

聚焦采购链前端投标人的投标保证金、履约保证金、质量保证金的占用、周转及资金融通等问题，中化商务设计开发了保证金保理服务产品，为众多投标人客户提供保证金融资解决方案。通过成熟、标准化的保证金保理产品，能够帮助客户减少资金占用、增加现金流、提高资金使用效率；做到快速响应客户融资诉求，且项目审核时间短、放款速度快。

Focusing on issues such as the occupation, turnover and financing of the bid bond, performance bond and quality guarantee deposit of the bidders at the front end of the procurement chain, Sinochem Commerce has designed and developed deposit factoring service products to provide deposit financing solutions for multiple bidders. Through mature and standardized deposit factoring products, we are able to help clients reduce capital occupation, increase cash flow and improve capital use efficiency. We can quickly respond to clients' financing requests, and ensure short project approval time and fast loaning.





## 供应链金融服务 SUPPLY CHAIN FINANCING

中化商务以受让招标人的应付账款、投标人的应收账款的方式，为供应链上、下游企业提供综合性金融解决方案，并负责应付/收账款的收付结算、管理与催收等相关工作。供应链金融服务可以拓宽产业链上、下游企业的融资渠道；可以实现表外融资，优化财务报表；缩短账期，缓解资金流压力；加快产品周转，提高资金使用效率。

Sinochem Commerce provides comprehensive financial solutions for the upstream and downstream enterprises in the supply chain in the ways of accepting the accounts payable from the tenderers or the bidders, and is responsible for the collection, settlement, management and urging of accounts payable/receivable and other related work. The supply chain financing services can broaden the financing channels of the upstream and downstream enterprises of the industrial chain; achieve off-balance-sheet financing and optimize financial statements; shorten payment days, relieve the pressure of fund flow; accelerate the turnover of products and improve the efficiency of capital use.

## 票据贴现服务 NOTE DISCOUNT

中化商务票据贴现业务具有办理流程便捷、手续费低、审批放款时间短的优势和特点，可以为客户提供银行票据的贴现服务。

面对“为金融机构规模获客，深度参与金融业务风控，以及为“采-供-融”三方信息融通、交易服务等新机遇，中化商务将持续突破自我，创新思维，力争达到行业引领、技术引领和模式引领的国际化综合商务服务商水准。

The note discount business of Sinochem Commerce has the advantages and characteristics of convenient handling process, low handling fee, short approval time and fast loaning. We can provide clients with discount service of bank bills.

Faced with such opportunities as winning clients for large-scale financial institutions, deeply participating in risk control of financial business, and providing information financing and transaction services for the purchasers, suppliers and financial institutions, Sinochem Commerce will keep seeking breakthrough and innovating ways of thinking to truly become an international comprehensive business service provider that leads the industry, leads in technology and leads in business mode.



海外基础设施基金  
OVERSEAS INFRASTRUCTURE FUND



2018年9月24日，中化集团金融事业部副总裁、中化商务董事长、总经理崔焱和波黑塞族共和国高速公路公司总经理杜尚·托普奇代表双方签署欧五C高速公路及其联络线合作协议。

On September 24, 2018, Mr. Cui Yan (Vice president of SBU of Finance of Sinochem Group and Chairman, General Manager of Sinochem Commerce Co., Ltd.) and Mr. Dusan Topic (General Manager of Republic of Srpska Motorway Company, Bosnia and Herzegovina) signed the Protocol on Cooperation of Pan-European Corridor Vc and its Connection Line.

中化商务积极响应“一带一路”倡议，以海外咨询、产业基金在内的多种形式参与“一带一路”沿线国家的基础设施、能源、交通、环保等领域的项目建设，促成国际贸易新商机。

凭借多年来在PPP咨询、工程管理咨询、海外业务咨询等方面积累的宝贵经验和人才储备，中化商务充分发挥项目发掘能力、投融资能力、管理能力和保障能力，聚焦“一带一路”沿线的重点国家和重点行业（包括交通运输、能源电力、环保行业），与国内工程承包企业和装备制造企业携手“走出去”。公司与“ENR 250强”中的中国企业展开合作，为海外基础设施建设项目提供咨询、投融资、项目管理等综合服务，以重点项目为突破推动资源整合和产融结合，逐步探索、发展“招标+一带一路”的业务模式。

In response to the “Belt and Road” initiative, Sinochem Commerce actively participates in the construction of infrastructure, energy, transportation, environmental protection projects in the countries along the “Belt and Road” in diversified forms including overseas consulting and industry funds to promote new business opportunities like international trade.

Relying on our valuable experience and talent reserves accumulated in multiple years in PPP consulting, engineering management consulting, overseas business consulting and other fields, Sinochem Commerce gives full play to its project exploring ability, investment and financing ability, management capability and support capability, focuses on the major countries and major industries along the “Belt and Road” (including transportation, energy, electric power and environmental protection) by “going out” hand in hand with the domestic engineering contracting and equipment manufacturing enterprises. The company has cooperated with Chinese enterprises among “ENR top 250” to provide comprehensive services such as consulting, investment and financing and project management for overseas infrastructure construction projects to promote resource integration and industry-finance integration through key projects, and is gradually exploring and developing the business model of “bidding + ‘Belt and Road’”.









Relying on the industrial depth of Sinochem Group and the rich financial license resources of Sinochem Capital, and drawing on the reach of regional market layout, Sinochem Commerce implements the “industry consulting + industrial park service” innovated business mode in cooperation with local governments.

Based on the top-level design of the local industrial structure and location advantages, Sinochem Commerce contributes to the optimization, upgrading and restructuring of the regional industrial structure with the capital of industrial investment fund. In such advantaged fields as energy, chemical industry, agriculture, energy conservation and environmental protection, the company, by taking business cooperation opportunities as PPP projects and industrial park projects, gets deeply involved in the investment management, advisory services, industry due diligence of industrial investment fund and the modern operation and management of project companies. Based on industry development needs, the company digs into the potential investment value, optimizes resources allocation and builds market-corporate-government communication platforms.



# 优势领域

## ADVANTAGEOUS AREAS



中化商务深入参与国家核心产业发展、大型基础设施及公用事业工程建设，在国防工业、军队采购、轨道交通、石油化工、民用航空、金融、船舶工业等涉及国计民生的众多支柱产业积累了丰富行业经验并形成了自身独特优势。

Sinochem Commerce has been deeply involved in the development of national core industries and the construction of large-scale infrastructure and utility projects. It has accumulated rich industrial experience and exclusive advantages in multiple pillar industries related to the national economy and people's livelihood, such as the national defense industry, military acquisition, rail transit, petrochemical industry, civil aviation, finance and shipbuilding.



# 国防工业

## NATIONAL DEFENSE INDUSTRY

自2002年以来，中化商务在国防工业领域的业务不断发展壮大，客户范围遍及航天科工、航天科技、中船重工、中国船舶、中航工业、兵器工业、中国电科、中国航发、核九院等国家国防科技工业骨干力量汇集的数百家科研生产单位，逐步成为领域内获得广泛认可、占有较大业务份额的第三方专业采购代理综合服务商，并多次荣获“军工行业招标代理机构首选品牌”、“军工项目招标代理机构前三强”等荣誉。

2013年8月，中化商务成功获得国家国防科工局颁发的《军工涉密业务咨询服务安全保密条件备案证书》，成为首批获得该证书的招标代理机构。

中化商务深度参与国防科技工业固定资产投资项目的采购工作，保障了一批国家重大科技工程、重点型号任务的顺利实施。同时，公司打造了一支认同军工精神、融入军工文化、专业、高效的业务团队。此外，中化商务还拥有一支由上千名军工行业专家组成的顾问团队，为采购项目提供技术保障支持。

随着国家军民融合战略的深入推进及国防科技工业的改革发展，中化商务深挖客户需求，为国防客户提供了一系列包括电子招投标、保理、融资租赁、项目预审计等在内的专业化、个性化创新服务。





Since 2002, Sinochem Commerce has been continuously growing strong in the national defense industry, with its customers covering CASIC, CASC, CSIC, CSSC, AVIC, NORINCO Group, CETC, AECC, CAEP among other backbone forces of China's national defense industry, gradually becoming a widely recognized third-party comprehensive service provider specialized in procurement with a large market share. The company is entitled "preferred brand of bidding agency in military industry" and "top three tendering agent for military projects".

In August, 2013, Sinochem Commerce was successfully awarded by the State Administration of Science, Technology and Industry for National Defense, PRC *the Certificate of Security and Confidentiality Conditions for Confidential Business Consulting Services in the Military Industry*, becoming one of the first tendering agents that obtained the certificate.

Sinochem Commerce has been deeply involved in the purchasing work of the fixed-asset investment projects of defense science and technology industry, ensuring the successful implementation of a batch of major national science and technology projects and key type tasks. At the same time, the company has built a professional and efficient business team that adores military spirit and integrates military culture. In addition, Sinochem Commerce also has a consultant team composed of thousands of military industry experts to provide technical support for purchasing projects.

With the deepening of the national civil-military integration strategy and the reform and development of national defense science and technology industry, Sinochem Commerce has dug deep into customer demands with an aim to provide a series of professional and personalized innovative services for national defense customers, including e-bidding, factoring, finance leasing, and pre-audit of projects.

# 军队采购

## MILITARY ACQUISITION

中化商务积极践行军民融合战略，紧抓军队装备、物资、服务、工程领域采购改革契机，成为首批为军队开展采购咨询和招标代理服务的地方单位之一。

截至目前，中化商务已为中央军委装备发展部、中央军委联合参谋部、空军装备及后勤部门、火箭军装备部门、战略支援部队装备、参谋及后勤部门、海军装备及参谋部门、武警部队装备及后勤部门、陆军后勤及装备部门等机关单位，以及各军兵种基层部队、基地、院校、研究院所等150余家单位提供专业招标代理服务，累计承担军队采购招标代理项目400多个，业务范围涉及装备、物资、服务、工程等多个招标采购领域，形成了针对招标、竞谈、询价、单一来源等不同采购形式的文件模板和 workflow 规范，得到了相关单位的高度肯定。

随着军队相关领域改革的深入，中化商务将严格按照军队相关法律法规要求，持续为提高军队采购效率和效益贡献力量。







2017年9月19日,中化商务董事长、总经理崔焱代表公司与中央军委装备发展部正式签署代理服务协议。

On September 19, 2017, Cui Yan, Chairman and General Manager of Sinochem Commerce, signed an agency service agreement with the Equipment Development Department of the Central Military Commission on behalf of the company.

Sinochem Commerce has actively implemented the strategy of military-civil integration. By seizing the opportunity of procurement reform in the fields of military equipment, materials, services and engineering, it has become one of the first civil units to provide procurement consulting and bidding agency services for the military.

By now, Sinochem Commerce has provided professional bidding agency services for more than 150 organizations including government organs like the Equipment Development Department of People's Republic of China Central Military Commission, the Joint Staff Department of the Central Military Commission, the Equipment and Logistics Department of PLA Air Force, the Equipment Department of the PLA Rocket Force, Equipment, the Staff and Logistics Department of the PLA Strategic Support Force, the Equipment and Staff Department of the PLA Navy, the Equipment and Logistics Department of the PLA Armed Police, and the Equipment and Logistics Department of the PLA Land Force as well as the grass root troops, bases, educational institutions and research institutes of different forces. It has undertaken over 400 military procurement bidding agency projects accumulatively. Its business scope covers equipment, material, service, engineering and other bidding and procurement fields, and it has formed document templates and working process specifications for bidding, negotiation, inquiry, single source and other procurement links, which have been highly recognized by relevant units.

With the deepening of the reform in related military fields, Sinochem Commerce will continue to improve the efficiency and benefits of military procurement in strict accordance with relevant military laws and regulations.

## 轨道交通 RAIL TRANSIT

1997年，中化商务开始参与铁路“九五”技术改造，为中车公司下属企业提供设备采购服务，以设备招标代理和进口代理为出发点，开启了中化商务服务轨道交通装备制造行业的历程。

2007年以来，中化商务在深耕轨道交通装备制造领域的基础上，进一步拓展至城市轨道交通建设和铁路外资建设等领域，为各铁路客运专线和地方地铁公司等提供采购代理及咨询服务。

20余年来，轨道交通是中化商务投入最早、合作时间最长的领域。公司经历了铁道部到铁路总公司的变迁，目睹了南、北车到中车的重组，见证了“和谐号”到“复兴号”的变革。从传统的招标代理到零部件进口采购，从技术引进和出口咨询到一体化融资租赁服务，我们始终坚持以客户需求为中心，为客户量身定制专业化采购咨询方案，助力客户实现技术升级并加速企业成长，共同为中国轨道交通装备制造产业的发展做出积极贡献。





In 1997, Sinochem Commerce began to participate in the technical transformation of railway in the “Ninth Five-Year Plan” period, providing equipment procurement services for CRRC subordinates. Starting from equipment tendering agent and import agent business, Sinochem Commerce began to provide service for the rail transportation equipment manufacturing industry.

Since 2007, on the basis of making deep efforts in the field of rail transit equipment manufacturing, Sinochem Commerce has further expanded to such fields as urban rail transit construction and foreign-funded railway construction, providing procurement agency and consulting services for various railway passenger lines and local subway companies.

Over the past 20 years, rail transit is the field in which Sinochem Commerce has been engaged for the longest time. The company has experienced the changes from the Ministry of Railways to China Railway Corporation, witnessed the restructuring of CSR and CNR into CRRC, and saw the transformation from “CRH” to “Renaissance EMU”. Starting from traditional tendering agency to import and purchasing of parts and components, technology introduction and export consulting to integrated finance leasing service, we always adhere to the principle of centering on customers demand, customize professional purchasing consultation scheme for customers and help customers realize technology upgrading and accelerate corporate growth so as to jointly develop China’s rail transportation equipment manufacturing industry.



# 石油化工

## PETROCHEMICAL INDUSTRY

中化商务深耕石油化工行业20余年，业务涵盖石油炼化、石油仓储、煤化工、盐化工、氯碱、化肥、农药、精细化工、氟化工、医药等石化行业各领域采购服务。

中化商务立足行业，打造了一支专业、高效、负责的石化行业优秀团队，始终秉承“专业化、全过程、深层次”的服务宗旨，为石化工程建设项目以及生产运营管理提供差异性、多元化的全过程采购管理服务。专业化团队为客户提供工程建设项目前期策划、采购方案咨询、EPC总承包策划、工艺包引进、各类工程项目招标采购代理、进口代理和生产经营物资采购代理。多年的稳扎稳打，成就了中化商务作为石化领域采购服务商的领先地位，公司与泉州石化、舟山国储、中石油、中石化等企业保持多年的合作关系，连续数年被评为国内石油化工领域招标代理前十佳，并获得2018年度中国化工项目招标代理机构前三强。





Sinochem Commerce has been deeply engaged in the petrochemical industry for more than 20 years, and its business covers the purchase services for petroleum refining, petroleum storage, coal chemical industry, salt chemical industry, chlor-alkali, chemical fertilizers, pesticides, fine chemical industry, fluorine chemical industry, medicine and other petrochemical industries.

Based on the petrochemical industries, Sinochem Commerce has built a professional, efficient and responsible excellent team, which always adheres to the service philosophy of “professional, whole-process and in-depth”, and is committed to providing differentiated and diversified whole-process procurement management services for petrochemical engineering construction projects and production operation management.

We have professional teams to provide customers with preliminary planning for engineering construction projects, procurement scheme consulting, EPC planning, process package introduction, bidding procurement agency of various engineering projects, import agency, and production and management material procurement agency. Years of steady progress has made Sinochem Commerce a leading supplier in the field of petrochemical procurement. The company has maintained years of cooperative relations with Sinochem Quanzhou, Zhoushan State Oil Reserve, PetroChina and Sinopec among other enterprises. We have been rated as one of the top ten tendering agencies in China's petrochemical industry for several years in a row, and were ranked among the top three tendering agencies of chemical industry projects in China in 2018.

## 民用航空 CIVIL AVIATION

由中国商用飞机有限责任公司（以下简称“中国商飞”）承担的C919 大型客机项目是亿万中国人的圆梦工程。自中国商飞成立之日起，中化商务就成为中国商飞的采购和咨询服务合作伙伴。十余年时间，中化商务紧紧围绕客户和项目需求，实施了工程建设及设备货物招标采购、主要信息化及试验设备进口代理、发动机及主要机载系统供应商选择与研制合同谈判、机体供应商选择、飞机销售商务咨询、试验飞行咨询等专业化服务，同时完成了C919项目管理文件体系咨询、C919项目生产线（总装、部装）全过程采购合同管理等工作，不断延伸服务链条，提升服务内涵，实现了与C919大飞机项目共同成长。

中化商务的卓越服务标准和严谨工作作风赢得了客户的信赖和尊重，不仅为未来与中国商飞在CRJ929宽体客机等项目上的合作奠定了良好基础，还使公司成为了国内民用航空领域商务咨询服务的典范。

2017年，中化商务成为“波音公司B737MAX 系列飞机完工与交付中心”国际招标和进口代理服务商，标志着公司具备了服务国际一流航空制造企业的能力。







The C919 large passenger aircraft project undertaken by COMAC is a dream project for billions of Chinese people. Since the founding of COMAC, Sinochem Commerce has been a partner of COMAC that provides purchasing and consulting services. Over the past ten years, Sinochem Commerce has closely focused on customer and project needs, and supplied professional services such as engineering construction and goods bidding and procurement, import agency of major information and test equipment, supplier selection and development contract negotiation for engines and major airborne systems, airframe suppliers selection, aircraft sales business consulting and test flight consulting. At the same time, we have completed the consulting on C919 project management document system and the whole-process procurement contract management of C919 project production line (general assembly/subassembly), continuously extending our service chain and improving our service connotation to realize common growth with C919 large passenger aircraft project.

Sinochem Commerce's excellent service standards and rigorous work style have won the trust and respect of its customers, which not only opens up a good prospect for future cooperation with COMAC in the CRJ929 wide-body aircraft and other follow-up projects, but also makes the company become a model of business consulting services in the civil aviation field in China.

In 2017, Sinochem Commerce became the international bidding and import agent service provider of "Boeing 737 Completion and Delivery Center", which indicates that the company has the ability to serve world-class aviation manufacturing enterprises.

# 船舶工业

## SHIPBUILDING INDUSTRY

2003年，中化商务独立承担了我国最大的两个造船基地——上海中船长兴和广州中船龙穴造船基地建设项目的招标采购工作，在长江三角洲和珠江三角洲的船舶工业业务同时起航。

截至2008年6月长兴造船基地一期竣工，中化商务共计完成该项目约700项招标采购工作，项目中标金额近100 亿元。在“2007年招投标领域年度盛典活动”中，该项目名列全国“十大最具影响力的招标项目”。此外，公司组织龙穴岛造船基地项目招标采购600 余次，项目内容涉及工程、材料设备等，招标金额近百亿元。

此外，中化商务还承接了中船长兴造船基地二期、中船江南重工长兴制造基地、中船临港船用柴油机基地、黄埔文冲船厂改扩建项目、广州番禺船舶配套产品生产基地、广船国际土壤修复和广船国际中山基地建设等项目的招标采购工作，船舶工业业务蓬勃发展。





In 2003, Sinochem Commerce independently undertook the bidding and procurement of China's two largest shipbuilding bases i.e. Shanghai CSSC Changxing Ship building Base and Guangzhou CSSC Longxue Shipbuilding Base, and set sail for the shipbuilding industry in the Yangtze River Delta and the Pearl River Delta at the same time.

By the time of completion of Changxing Shipbuilding Base Project phase I in June, 2008, Sinochem Commerce had completed about 700 bidding and procurement work items of the project, and the bid price of the project was nearly 10 billion yuan. In the evaluation activity of "annual event in the field of bidding of the year 2007", the project ranked among the "top ten most influential bidding projects in China". In addition, the company organized bidding procurement over 600 times for the Longxue Shipbuilding Base Project. The procurement involved engineering materials and equipment, with total bidding price of nearly 10 billion yuan.

Furthermore, Sinochem Commerce has undertaken the procurement by invitation to bid for Phase II of CSSC Changxing Shipbuilding Base, Changxing Shipbuilding Base of CSSC Jiangnan Heavy Industry Co., Ltd., CSSC Lingang Marine Diesel Engine Base, Huangpu Wenchong Shipbuilding Factory Renovation and Extension Project, Auxiliary Ship Products Production Base in Panyu of Guangzhou, GSI Soil Restoration and GSI Zhongshan Base Construction Projects. As thus, our shipping industry business is booming.



## 金融 FINANCIAL INDUSTRY

依托中化集团金融事业部的品牌影响力及行业资源优势，近年来中化商务在金融行业迅速崛起，先后为中国人民银行、国家开发银行、中国进出口银行、中国农业发展银行、中国工商银行、中国农业银行、中国交通银行、中国民生银行、渤海银行、天津银行、上海银行、中国人保财险、中国人寿财险、新华保险、国开证券、银河证券、中国华融、北京金融资产交易所、百信银行、百行征信等30多家涵盖银行、保险、证券、资产管理及金融科技类公司提供专业采购代理及咨询服务。

中化商务致力于在金融行业实现专业化发展，承接了多个包括金融机具采购、核心IT网络设备采购、核心系统建设开发、人力资源池搭建等涵盖货物、服务、工程领域且具有金融行业特点的项目。2017年，公司参与了国家开发银行和进出口银行（“一带一路”丝路基金的出资方）针对“一带一路”沿线国家重点产业、行业投融资服务的课题研究，助推国家重大发展战略方针实施落地。

中化商务通过不断积累金融行业采购项目经验及建立大数据支持，精准把握行业客户需求，积极延伸服务链条，开发出包括金融领域采购管理体系制度构架、采购标的品类库建设、供应商市场寻源及履约能力评估、标的物价格指数在内的一系列采购管理咨询服务，不断实现自身跨越式发展。





Relying on the brand influence and industry resource advantages of the Finance SBU of Sinochem Group, Sinochem Commerce has been rising rapidly in the financial industry in recent years. It has provided professional procurement agency and consulting services for more than 30 banks, insurance, security, asset management and financial technology companies, including People's Bank of China, China Development Bank, the Export-Import Bank of China, Agricultural Development Bank of China, Industrial and Commercial Bank of China, Agricultural Bank of China, Bank of Communications, China Minsheng Bank, China Bohai Bank, Bank of Tianjin, Bank of Shanghai, PICC, China Life Property & Casualty Insurance Company Limited, New China Life Insurance Company Limited, China Development Bank Securities, China Galaxy Securities, China Huarong Asset Management Co., Ltd., Beijing Financial Assets Exchange, AiBank and Baihang Credit.

Sinochem Commerce is committed to achieving professional development in the financial industry. It has undertaken a number of finance-related projects including financial equipment procurement, core IT network equipment procurement, core system construction development and human resource pool construction that cover the goods, service and construction fields. In 2017, the company participated in the research on the key industries of countries along the "Belt and Road" and industry investment and financing services conducted by China Development Bank and Export-Import Bank (the investors of "Belt and Road" fund) to propel the implementation of national major development strategies and policies.

Sinochem Commerce, through continuously accumulating the procurement project experience in the financial sector and establishing large data support, accurately masters the customer demands, and actively extends the service chain. The company has developed a series of purchasing management consulting including the institutional framework of the procurement management system, the construction of the category library of procured objects, the supplier's market sourcing and performance ability evaluation, and the price guidance on the subject matter to continuously realize leap-forward development.







# 区域分布

## REGIONAL DISTRIBUTION



从热情似火的新疆乌鲁木齐，到熙熙攘攘的国际化大都市上海；从深处青藏高原的西藏拉萨，到海上丝路起点福建泉州，中化商务已逐步形成覆盖全国20多个重要城市的全国性布局，致力于深度参与区域经济建设，助力地方产业发展升级。

From passionate Urumqi in Xinjiang to the bustling international metropolis Shanghai, from Lhasa on the Qinghai-Tibet Plateau to Quanzhou of Fujian, the starting point of the Maritime Silk Road, Sinochem Commerce has gradually formed a nationwide layout covering more than 20 important cities in China, and is committed to deeply participating in regional economic construction and promoting local industrial development and upgrading.

区域化发展中化商务“一园一链、一能两化、化成产融”战略的重要组成部分。经过多年的耕耘，公司现已拥有20家地方分支机构，其中包括19家区域分公司、1家地方合资企业，覆盖全国大部分地区。

中化商务充分挖掘“专业化”事业部与“区域化”布局的协同发展潜能：一方面，中化商务将总部多年积累的专业能力输出到区域公司，增强区域公司的市场拓展能力及客户服务能力，为地方产业和经济社会发展贡献力量；另一方面，区域公司具有获取核心信息资源的地域优势，是公司推广创新商业模式，整合优势资源的前沿阵地。

Regional development is an important integral part of the strategies of Sinochem Commerce. After years of hard work, the company now has 20 local branches, including 19 regional branches and one local joint venture, covering most areas of the country.

Sinochem Commerce fully explores the potential of coordinated development between specialization and regionalization: On the one hand, Sinochem Commerce exports the professional competence accumulated by the headquarters to its regional branches to enhance their market expansion ability and customer service ability, and contribute to the local industrial, economic and social development; on the other hand, regional companies have the geographical advantage of acquiring core information resources, which is the forward position for the companies to promote innovative business models and integrate superior resources.



## 全国分支机构分布图

### THE DISTRIBUTION MAP OF REGIONAL BRANCHES









03

企业文化  
CORPORATE  
CULTURE



## 企业愿景 VISION

成为最具影响力的国际化综合商务服务商

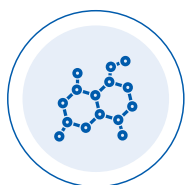
To become the most influential international comprehensive business service provider



## 企业使命 MISSION

为客户创造价值 为社会培育英才

Creating value for clients and cultivating talents for society



## 核心价值观 CORE VALUES

做人: 诚信、尊重、合作、善于学习

About being a man: honest, respectful, cooperative, good at learning

做事: 认真、创新、卓越、客户导向

About doing things: earnest, innovative, excellent, customer-oriented



## 经营理念 BUSINESS PHILOSOPHY

以员工全面发展引领企业高质量发展

Lead the high-quality development of the enterprise with the comprehensive development of employees









04

精英团队  
ELITE TEAM



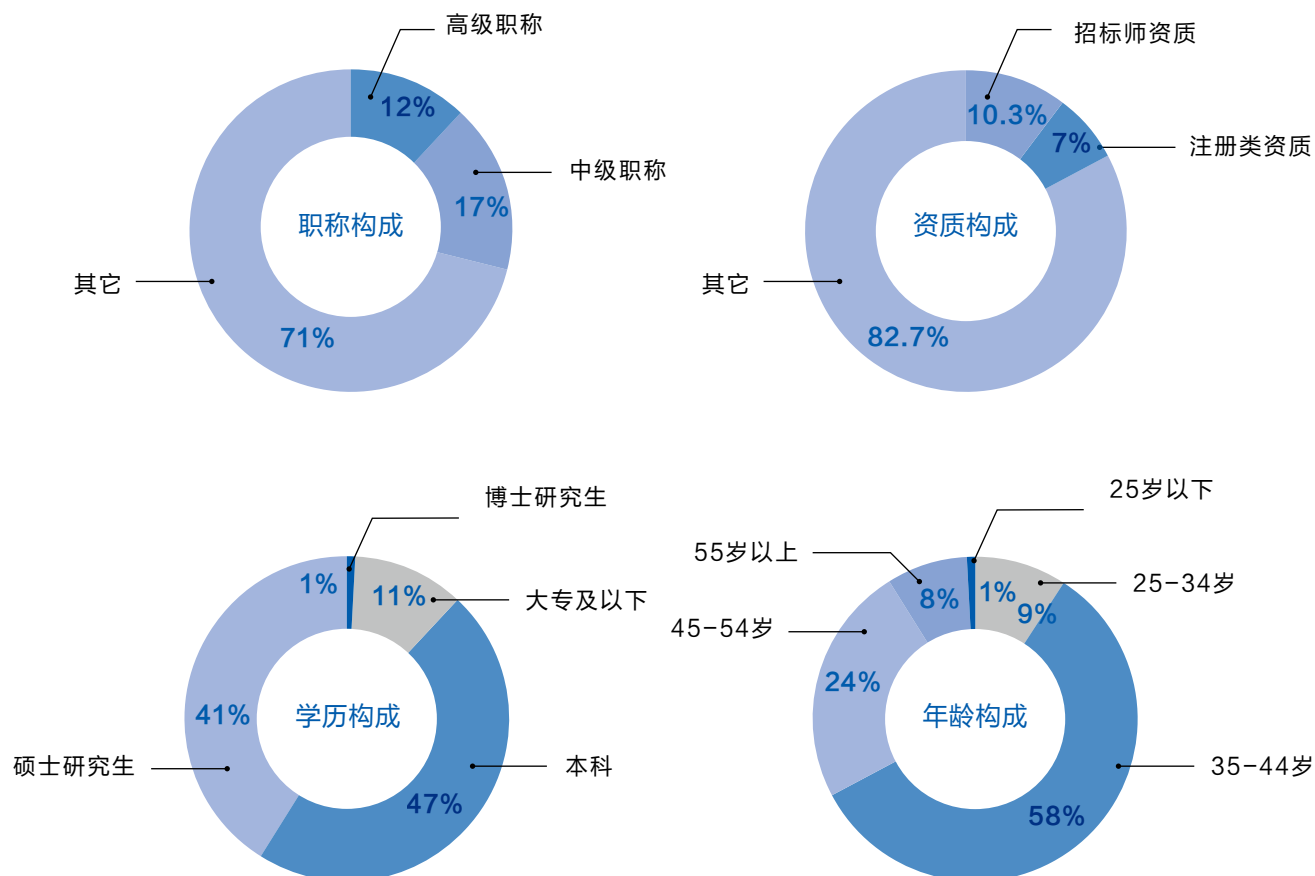
“人本”理念是中化商务管理哲学最基本的组成部分。

长期以来,中化商务以“为客户创造价值,为社会培育英才”为企业使命,形成了以“文化陶冶人、事业锻炼人、体系培养人、情怀凝聚人”的浓厚“育人”文化积淀。

我们将“员工全面发展”定义为“企业通过组织层面、团队层面、个人层面的教育、培训、训练和养成,使员工在价值观、能力、身心等方面获得提升”,并把“员工全面发展”的内涵概括为理想信念坚定、能力完善和身心健康三个方面。公司以“员工全面发展”为抓手,持续发力,有效推进企业的质量变革、效率变革、动力变革,也为社会培养了众多精英人才。



## 队伍全貌 TEAM ANALYSIS



The human-centered concept is the most fundamental part of the management philosophy of Sinochem Commerce.

For a long time, Sinochem Commerce regards “creating value for clients and cultivating talents for society” as its mission, and has formed a profound “talent cultivation” culture of “nurturing people with culture, cultivating people with career, training people with system, and uniting people with spirits”.

We define the “comprehensive development of employees” as the course and state of the enterprise improving employees' values, abilities, physical and mental strength through the education, training and cultivation at the organizational level, team level and individual level. Meanwhile, we summarize the connotation of “employees' comprehensive development” as three aspects: firm ambition and belief, comprehensive capabilities, and physical and mental health. The company takes the “comprehensive development of employees” as the starting point and continuously makes efforts to effectively promote the quality reform, efficiency reform and driving-force reform of the enterprise and meanwhile cultivate numerous elites for the society.







05

社会责任  
SOCIAL  
RESPONSIBILITY

中化商务牢记自身作为中央企业的使命担当，坚定履行社会责任。

### 服务国计民生

在企业发展战略层面，中化商务积极响应党中央号召，向国家区域经济发展主战场和服务国计民生的重要领域倾斜优势资源、聚焦能力建设。

### 客户服务

中化商务践行“为客户创造价值，为社会培育英才”的企业使命，以客户需要为中心，不断拓展服务内涵，提升服务能力，追求与客户的共同发展。

### 员工发展

中化商务奉行“以员工全面发展引领企业高质量发展”经营理念，致力于通过人才培养为增进全社会福祉贡献力量。

### 精准扶贫

中化商务创造性落实“精准扶贫”政策，坚持“扶贫先扶智，招商先招人”的策略，积极创造条件设立西藏、新疆、内蒙古分公司，优先招聘少数民族和当地员工，对少数民族和边疆、贫困地区员工采取定制和大力度的培训培养措施。

### 公益事业

通过举办“善若春泥”活动，中化商务建立长期捐助机制，定点捐助西藏、青海等贫困地区学生，实施开展捐资助学行动。

Sinochem Commerce always bears in mind its mission as a central SOE and firmly performs its social responsibilities.

### Serving national economy and people's livelihood

At the level of enterprise development strategy, Sinochem Commerce actively responds to the call of the CPC Central Committee, and focuses its superior resources and capacity building on the main battlefields of national regional economic development and important areas serving national economy and people's livelihood.

### Client service

Sinochem Commerce practices the enterprise mission of “creating value for clients and cultivating talents for society”. It takes the client needs as the center when constantly expanding service connotation and improving service ability, and pursues common development with clients.

### Staff development

Sinochem Commerce adheres to the business philosophy of “leading high-quality development of the enterprise with the comprehensive development of employees”, and is committed to contributing to the well-being of the whole society through talent training.

### Targeted poverty alleviation

Sinochem Commerce creatively implements the targeted poverty alleviation policy and adheres to the strategy of “education-driven poverty relief and talent-driven business attraction”. It actively creates conditions for the establishment of the Tibet, Xinjiang and Inner Mongolia branches, gives priority to employees of ethnic minorities and local areas, and takes customized and intensive training measures for employees of ethnic minorities, and from border areas and poverty-stricken areas.

### Public welfare

By holding the campaign “Benevolence Is Like Spring Mud”, Sinochem Commerce has established a long-term donation mechanism targeting at students in poverty-stricken areas such as Tibet and Qinghai to offer financial aid to those students.





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