# We care for your life Generali China Life

中意人生 一生中意



Create value for clients, shareholders, sales agents, employees and the society 为客户、股东、营销员、员工及社会创造价值



中意人寿保险有限公司成立于2002年,由中国石油天然气集团 有限公司(CNPC)和意大利忠利保险有限公司(ASSICURAZI-ONI GENERALI)合资组建,是中国加入世界贸易组织后首家获 准成立的中外合资保险公司。2016年9月,中方股东中国石油 天然气集团有限公司将其持有50%股权无偿划转给中国石油集 团资本有限责任公司。目前,中意人寿注册资本37亿元,总资 产超过1000亿元。

中意人寿秉承"以客为尊"的服务理念,竭诚为客户提供全方 位、专业化、高品质的服务,理赔服务的时效与品质长期稳居 行业前列。同时倡导差异化服务,不断创新服务内涵。全球紧 急救援、直接付费医疗等,形成了中意人寿的特色服务,让客 户尽享一流保险公司服务的优越与尊荣。

依托忠利集团的保险经营经验和两大股东的雄厚实力,中意人 寿致力于打造成国内一流的保险公司,按照"诚信为本、客户 为尊、专业为基、创新为魂"的经营理念,坚持"自律、进 取、学习"行为准则,努力为客户、股东、营销员、员工和社 会创造价值。

中意人寿总部位于北京,目前已在北京、上海、广东、江苏、 深圳、辽宁、四川、陕西、山东、黑龙江、湖北、河南、 浙江、福建、重庆、河北等16省设立分支机构,控股一家 资产管理公司。 Generali China Life Insurance Co., Ltd (hereinafter referred to as GCL), founded in 2002 as a joint-venture between China National Petroleum Corporation (hereinafter referred to as CNPC) and Assicurazioni Generali S.p.A. (Generali), was the first Sino-foreign joint-ventured insurer approved by the Chinese Government for operation after China joined the World Trade Organization (WTO). In September 2016, the Chinese shareholder China National Petroleum Corporation ("CNPC") transferred its 50% equity interest in Generali China Life Insurance Co., Ltd. ("GCL") to CNPC Capital Company Limited for free. At present, the registered capital of GCL is 3.7 billion RMB and its total assets are more than 100 billion RMB.

Adhering to the customer-oriented service concept, Zhongyi Life life wholeheartedly provides customers with all-round professional and high-quality services. The timeliness and quality of claims service remain in the forefront of the industry for a long time. At the same time, it advocates differentiated services and constantly innovates services to connotation global emergency rescue Direct paid medical treatment forms the characteristic service of Zhongyi Life, allowing customers to enjoy the superiority and honor of first-class insurance company service

Relying on the insurance business experience of Zhongli group and the strong strength of the two major shareholders, Zhongyi life is committed to building a domestic first-class insurance company. In accordance with the business philosophy of "integrity-based, customer-oriented, professional based and innovation as the soul", it adheres to the code of conduct of "self-discipline, enterprising and learning", and strives to create value for customers, shareholders, marketers, employees and society.

Headquartered in Beijing, at present GCL has 16 branches in Beijing, Shanghai, Guangdong, Jiangsu, Shenzhen, Liaoning, Sichuan, Shaanxi, Shandong, Heilongjiang, Hubei, Henan, Zhejiang, Fujian, Chongqing, Hebei province, holding an asset management company.



Cooperation between two giants brings about brilliant achievements 强强联合,成就无限





意大利忠利保险有限公司 Assicurazioni Generali S.p.A.

中国石油集团资本有限责任公司是中国石油天然气集团公司金融业 务管理的专业化公司,是中国石油金融业务整合、金融股权投资、 金融资产管理和监督、金融业务风险管控的平台。

CNPC Capital Company Limited specializes in financial business management, and serves as CNPC's platform for financial business integration, financial equity investment, financial asset management and supervision, and financial business risk control.

其以控(参)股方式投资于昆仑银行股份有限公司、中意人寿保险 有限公司等十家金融企业,通过规范完善的法人治理结构,对控 (参)股金融企业进行管理,推动产融协同、融融合作,实现资源 共享。

It has invested in Bank of Kunlun Co., Ltd., GCL and other eight financial enterprises by (majority) shareholding, managed these enterprises with a standard and sound corporate governance to improve industry-finance coordination, cooperation between various financial sources and achieve resources sharing. 忠利集团是全球最大的保险和资产管理公司之一。 成立于1831年,业务遍布全球50个国家,2020年 保费收入总额超过707亿欧元。集团拥有近72000 名员工,为6590万客户服务,在欧洲处于行业领先 地位,在亚洲和拉丁美洲的业务也在不断增长。忠 利集团的目标是成为客户的终身合作伙伴,凭借强 大的分销网络提供创新和个性化的解决方案。 在《财富》杂志2021年公布的世界500强企业排名 中列第73位。

Generali is one of the largest global insurance and asset management providers. Established in 1831, it is present in 50 countries in the world, with a total premium income of more than  $\in$  70.7 billion in 2020. With nearly 72,000 employees serving 65.9 million customers, the Group has a leading position in Europe and a growing presence in Asia and Latin America. Generali's ambition is to be the life-time partner to its customers, offering innovative and personalized solutions thanks to an unmatched distribution network. Generali ranked 73th on Fortune 500 that published by Fortune magazine in 2021.



GCL has maintained a solid development, with its channels expanding healthily, rapidly and sustainably 稳健经营,各渠道保持健康、快速、持续发展

## 多年来,中意人寿稳健经营,各渠道保持健康、快速、持续发展。

Over the years, GCL has maintained a solid development, with its channels expanding healthily, rapidly and sustainably.

# 个人营销渠道以打造知识型、专业化营销员队伍在业内享有盛 誉,业务蓬勃发展,赢得了客户的高度认可。

The Knowledge Agency Channel, well known for its efforts in building a knowledgeable and professional team of individual agents, has developed prosperously and has won the recognition from the clients.

# **银行保险渠道**与国内各大银行之间保持着紧密、良好的合作, 业绩长期位居外资、合资保险公司前列。

The Bancassurance Channel has maintained close and sound cooperation with major banks in China.



# 团体保险渠道服务于众多世界**500**强在华企业和国内知名企事 业单位,业务规模和品质长期稳居外资、合资保险公司之首。

The Group Business Channel serves plenty of global top 500 enterprises in China as well as many well-known Chinese enterprises and institutions; its business scale and quality has long been No. 1 among foreign and joint-ventured insurance companies.

# **经纪代理渠道**依托强大的后援支持平台和先进的服务理念,与 多家大型集团性代理公司建立合作,业务发展迅速。

The General Agency Channel, relying on its strong support platform and advanced service concepts, has established good cooperation with many agents of large-scale companies and has seen its business developing rapidly. With innovative products and through professional telemarketing,

# 网电业务渠道借助电话、互联网、电子商务技术等手段开展保 险推广、销售和服务的渠道,为客户提供快捷、高效、自主的 保险信息、保险产品和保险服务。

Telemarketing & Electronic business channel aims to conduct insurance promotions, sales and services via telephone, internet and e-business, to provide necessary information, insurance product and service for our customers in a promptly, efficient and optional way.

# 此外,为了更好地为中方股东中国石油提供保险服务,中意人 寿专门组建了由高素质员工组成的**中国石油关联业务渠道**,负 责为中国石油广大在职及离退休职工提供保险保障服务,重点 向中国石油所属单位提供各类团体保险业务的承保、理赔和后 续服务等工作。

In addition, in order to provide better service for its Chinese shareholder, GCL established CNPC Captive Business Channel with a dedicated team to provide exclusive insurance services for CNPC's employees and retirees. The services provided for affiliated companies of CNPC mainly include underwriting and claim dealing of various group insurance programs as well as somefollow-up services.

# Over 100 offices are established across the country

# 稳健拓展, 100余家分支机构遍及全国

作为合资寿险公司在中国发展的典范,中意人寿相比于中资保 险公司的快速扩展战略,经营更加趋于稳健谨慎,坚持以内涵 价值为导向,注重效益,成立20年,目前已在北京、上海、广 东、江苏、深圳、辽宁、四川、陕西、山东、黑龙江、湖北、 河南、浙江、福建、重庆、河北等16省设立分支机构。

As a model of joint-ventured life insurance company in China, GCL tends to be more prudent in business operation, compared with the aggressive expansion strategy adopted by Chinese insurance companies. GCL adheres to the embedded value and value creation, emphasizing efficiency and performance. Over the past 20 years since its establishment, GCL has set up more 16 provincial branches and a total of 100 branch offices spread in Guangdong, Beijing, Shanghai, Jiangsu, Shenzhen, Liaoning, Sichuan, Shanxi, Shandong, Heilongjiang, Hubei, Henan, Zhejiang, Fujian, Chongqing, Hebei.



# 2002年

中意人寿在**广州**成立,深耕细 作,打造出坚实的发展根基。 In 2002, GCL was established in

Guangzhou and took root for further development.

# 2007年

2011年

**黑龙江省**分公司成为中

意人寿第十家分公司。

In 2011, Heilongjiang

provincialbranch was

become the 10thpro-

vincial branch in GCL

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## 深圳营销服务部升级为分公 司:同年,开设**辽宁省**分公 司,布局东北。

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In 2007, Shenzhen Sales and Service office was upgraded to a branch company; in the same year, the Liaoning provincial branch was set up, targeted at the northeast market.



#### In 2008, it' s business was expanded to West China , and

开拓西部市场,先后开设四

川省、陕西省两家分公司。

the Sichuan and Shaanxi provincial branches were subsequently set up.

# 2015年

开设河南省分公司。 In 2015, It's Henanprovincial branch

waslaunched, targeted at thecentral plains market.

# 2016年



成立**浙江省**分公司。 Zhejiang provincial branch was set up in 2016.

# 2017年 开设福建省分公司。

In 2017, Fujian provincial branch was established targeted at the southeast coastal market.



#### 中意人寿重庆分公司成 立,加速西南地区布局, 推进高质量发展。

Sino Italian life insurance Chongqing Branch was established to accelerate the layout of Southwest and China promote high-quality development.



#### 北省设立**石家庄中支**,构建京 津冀协同发展新格局。 Following the national strategy,

2021年

Zhongyi Life insurance set up shijiazhuang Branch in Hebei Province to build a new pattern of coordinated development of Beijing, Tianjin and Hebei.



# 在**北京**开设首家分公 司。 In 2004, its first

2004年

branch was set up in Beijing



2008年

# 2005年

开设**上海**分公司,进军长三角 市场。

In 2005, its Shanghai branch was launched, which marked the entry in the Yangtze River Delta market.

# 2006年



总公司迁址北京,**广东省**分公司随 之成立,继续深度经营广东地区;同 年,开设**江苏省**分公司。

In 2006, its HQs were relocated in Beijing, and the Guangdong provincial branch was then established to continue to intensively develop business in Guangdong; in the same year, the Jiangsu provincial branch was also established.

# 2009年

开设**山东省**分公司,贯通 东北、华北、华东和华南 的经营网络。 In 2009, its Shandong provincialbranch was set

up,which linkedthe business in Northeast China.North China, East China, an dSouth China into a network











Ten years of constant innovation wins various honors

二十余载稳健创新,二十余载春华秋实

作为企业文化的一部分,荣誉既是企业品牌的载体,也是政府、社会、媒体和客户对中意人寿的信任。这种信任的力量将 推动企业品牌的发展与升华。

中意人寿凭借其稳健发展,收获了由《金融时报》、和讯网 颁发的"影响力合资保险公司奖","最具创新力保险公司 奖"和"年度最值得信赖合资保险公司奖"。中意人寿在科 技创新、便捷服务和品牌建设方面做出卓越的成绩,获得 "年度质效双保障示范单位"称号以及中国保险行业协会公 众宣传大比武"最佳传播奖"。中意人寿产品以其优异的创 新性和保障性,也赢得了权威媒体和社会公众的好评。"中 意一生挚爱(少儿版)年金保险(分红型)保险产品"、 "中意年年优悦两全保险产品"获得中国保险报"年度保险 产品"称号;"中意一生安康重大疾病保险产品"在和讯网 主办的"第十六届财经风云榜保险行业评选"活动中获得 "年度创新力产品"的荣誉。

Honors, as part of the corporate culture, represent the image of the company and embody the trust from the government, the public, media and clients. The power of trust will help promote the development of GCL's corporate brand.

Thanks to its stable development, GCL was awarded as the "Influential Joint Venture Insurance Company Award" "Most Innovative Insurance Company Award" and "Annual Most Reliable Joint Venture Insurance Company Award" by the Financial Times and Hexun.com. Owing to its remarkable achievements in technological innovation, convenient service and brand building, GCL has honored as the "Annual Quality and Efficiency Double Guarantee Demonstration Unit" and the "Best Communication Award" by the Chinese Insurance Industry Association. In addition, GCL has received highly praise from the popular media and the public for its innovative and safe products. "GCL Yi Sheng Zhi Ai (children's edition) annuity insurance (dividend-sharing type) insurance products" and "GCL Nian Nian You Yue insurance Plan" was awarded as the "Annual Insurance Products" by the China Insurance Daily. "GCL YI Sheng An Kang insurance Plan" was awarded as the "Annual Innovative products" by the Hexun.com.



**2018**年,中意人寿 "空中投保系统项目"荣获中国信息协会、中国金融CIO 联盟颁发的"2017年度中国保险行业信息化突破项目奖"。

**2018**年,中意人寿在金融时报社与中国社会科学院金融研究所主办的"中国 金融机构金牌榜·金龙奖"活动中获得"2018年度最具创新力保险公司"的 殊荣。

**2019**年,中意人寿智能客户服务中心荣获中国信息协会客户联络中心专业委员会颁发的"2019年度中国客户联络中心奖——客户口碑奖"。

**2019**年,中意人寿人身核验平台在《金融电子化》2019年度金融科技及服务优秀创新奖评选中荣获"金融科技产品创新突出贡献奖"。

**2020**年,中意人寿荣获《每日经济新闻》2020中国保险行业风云榜"年度 卓越外资保险公司"。

**2020**年,中意人寿"百万重疾,一日速赔"荣获2020中国银行保险报年度 理赔案例。

**2020**年,中意人寿在中国保险行业协会2019年度保险法人机构经营评价中获评A级。

**2020**年,中意一生福康团体重大疾病保险(优睿版)获得中国银行保险报 2020年度严选重疾保险产品。

**2021**年,中意人寿在金融时报主办的"中国金融机构金牌榜·金龙奖"中获得"年度最佳外资保险公司"的殊荣。

**2021**年, 中意人寿品牌宣传片荣获中国银行保险报"金诺·以责任之心 铸品牌价值"金融品牌峰会"中国金融品牌优秀宣传片"奖。

In 2018, The "air Insurance System project" of Zhongyi Life Was awarded the "2017 China Insurance Industry Informatization Breakthrough Project Award" by China Information Association and China Finance CIO Alliance.

In 2018, Zhongyi Life was awarded the title of "The Most Innovative Insurance Company in 2018" in the "Gold Medal List of Chinese Financial Institutions • Golden Dragon Award" sponsored by Financial Times and Institute of Finance and Banking of Chinese Academy of Social Sciences.

In 2019, Zhongyi Life Intelligent Customer Service Center was awarded "2019 China Customer Contact Center Award -- Customer Reputation Award" by Customer Contact Center Professional Committee of China Information Association.

In 2019, Zhongyi Life's personal verification platform was awarded the "Outstanding Contribution Award for Fintech Product Innovation" in the fintech And Service Excellence Innovation Award 2019.

In 2020, Zhongyi Life was awarded "Outstanding Foreign Insurance Company of the Year" by National Business Daily in 2020.

In 2020, Zhongyi Life was awarded the annual claim settlement case of bank of China Insurance Report 2020 for "one million serious diseases, quick compensation in one day".

In 2020, Zhongyi Life was rated as A in the insurance Legal person Organization operation Evaluation of Insurance Industry Association of China in 2019.

In 2020, Zhongyi Fukang Group Critical disease Insurance (Uorui Version) was selected as the strictly selected critical disease insurance product by Bank of China Insurance In 2020.

In 2021, Zhongyi Life was awarded the "Best Foreign Insurance Company of the Year" in the "Golden Dragon Award of Chinese Financial Institutions" sponsored by the Financial Times.

In 2021, the brand promotion film of Zhongyi Life won the "Excellent Promotion Film of Chinese Financial Brand" award of "Jinnuo · Brand Value With Responsibility" Financial Brand Summit held by China Bank and Insurance News.



It's the most truehearted wish of all GCL people to safeguard and care for your life

# 保障生命、关爱生命,是每一个中意人最真挚的心愿

在很多时候,人们只是简单地把公益事业看作是捐钱,其实 不然。我们在给予别人帮助时,我们自己反而收获得更多。 因为,他们虽然在物质上不及我们富有,但他们却让我们的 灵魂更加丰满,让我们愈加完美。

People have always looked at donations as a one-way street; from the donors to those who are in need of support. But there is much more to it. A return street; from them to us, which enriches our souls and contributes in making us better people.



中意人寿是少有的拥有自己公益品牌的合资保险公司。"爱·我中意" 之于中意人寿,不仅是一个公益品牌,更像是一面旗帜,每一名员工都 自发地团结旗下,与公司一道积极践行企业公民责任。关爱,对中意人 寿,对中意人寿的员工来说,不仅是一种力量,更是一种血脉的传承。 在"爱·我中意"公益品牌的指引下,中意人寿总、分公司通过自己组 织或与红十字会、青少年发展基金会、妇女联合会、残疾人奥委会等组 织合作的方式,累计举办公益项目 **60** 多个,涉及助学、扶贫、救灾、环 保和体育等多个方面,累计捐赠现金、保险保额近 **1.6** 亿元。

GCL is constantly committed to fulfill corporate citizenship. With a long time participation in the charity activities, it has built a sound brand of "Willing To Be Your Wings", making GCL outstanding in this area among all the joint venture insurance companies. All the staffs in GCL are encouraged to dedicate themselves to the voluntary works. Guided by the brand "WillingTo Be Your Wings", GCL HQ and branches have initiated more than 60 public welfare programs by themselves or cooperating with the NGOs, such as Red Cross, China Youth Development Foundation, All-China Women's Federation, and Paralympic Committee. These programs cover various aspects including sponsoring the uneducated students, helping the poor, disaster relief, environment protection, and sports. The total amount of donation and insurance premium contributed by the company has reached nearly RMB 160 million.

# 中意人寿公益项目巡礼

# A Glimpse of GCL's Public Welfare Programs

**2018**年,中意人寿通过在全国各地组织开展走进学校、儿童福利院、老人颐养院、采购滞销农产品、植树等多种形式,累计达成公益捐赠共计70余万元。

In 2018, Zhongyi Life has made a total of more than 700,000 yuan of public donations by organizing schools, welfare homes for children, nursing homes for the elderly, purchasing unsalable agricultural products and planting trees across the country.

# **2019**年,中意人寿携手"鸿基金"为重庆地区留守儿童捐助 38.5万元,建立爱心图书馆及捐赠生活学习用品,为留守儿童的 成长献出关怀和爱心。

In 2019, Zhongyi Life donated 385,000 yuan to left-behind children in Chongqing together with Hong Fund, established a love library and donated living and learning supplies to provide care and love for the growth of left-behind children.

#### **2020**年, 中意人寿深圳分公司"爱绽放"助学工作站通过 "深圳市鸟博爱心互助协会"将自行募集到的助学善款捐赠给11名 分用学生,帮助他们顺利完成学业

# 贫困学生,帮助他们顺利完成学业。

In 2020, the "Aiblossom" student work station of The Shenzhen branch of Zhongyi Life Insurance donated the money it raised to 11 poor students through "Shenzhen Birbo Love Mutual Aid Association", helping them successfully complete their studies.

# **2020**年,中意人寿向湖北35所小学捐赠价值500万元的空气消毒机,为悉心守护孩子们的健康,为湖北疫区筑建起一道坚固的防疫战线。

In 2020, Zhongyi Life donated air disinfection machines worth 5 million yuan to 35 primary schools in Hubei province to protect the health of children and build a strong epidemic prevention front for the epidemic areas in Hubei Province.

# **2021**年,中意人寿总、分公司累计举办精准扶贫公益项目10余次,累计捐赠现金、物资合计近15.42万元,惠及贫困家庭、学生上千人次。

In 2021, The head office and branches of Zhongyi Life Insurance held more than 10 targeted poverty alleviation public welfare projects, and donated cash and materials totaling nearly 154,200 yuan, benefiting thousands of poor families and students.

# **2021**年,中意人寿积极调集各方面资源参与河南救灾行动,并开 通绿色通道和应急服务举措,协助客户及家属进行快速理赔,帮 助客户渡过难关。

In 2021, Zhongyi Life actively mobilized resources from all aspects to participate in the disaster relief operations in Henan province, and opened the green channel and emergency service measures to assist customers and their families to quickly settle claims and help customers tide over difficulties.



中意人寿联合中华少年儿童慈善救助基金 会,向贵州贫困小学捐赠爱心图书馆"。 GCL donated"love library"to the poverty primary schools in Guizhou province.



中意人寿向湖北小学捐赠空气消毒机。 Zhongyi Life Donated air disinfection machines to hubei primary schools.

中音爱白外

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# 中意人寿保险有限公司总公司(Head Quarter)

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- **T.** 010-5930 3388

# 上海分公司 (Shanghai Branch)

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- **T.** 021-6105 5588

# 广东省分公司(Guangdong Branch)

## 广州市天河区珠江东路6号周大福金融中心18层

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  6 Pearl River East Road, Tianhe District, Guangzhou
- **T.** 020-8327 8888

## 江苏省分公司 (Jiangsu Branch)

## 南京市鼓楼区集庆门大街272号2幢32层

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## 深圳分公司 (Shenzhen Branch)

## 深圳市南山区粤海街道深大社区深南大道9819号

## 深铁金融科技大厦**20**F

- A. Room 20F, Shentie Financial Technology Building, No.9819 shennan Avenue, Shenda Community, Yuehai Street, Nanshan District, Shenzhen
- **T.** 0755-6686 2888

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- **T.** 028-8689 0888

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- **T.** 029-6866 9188

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#### 济南市经七路156号国际财富中心10层

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 T. 0531-6668 8688

# 黑龙江省分公司(Heilongjiang Branch)

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A. 1F, 20-23 F, Guomao Building, 87 Zhongshan Road, Xiangfang District, Harbin
 T. 0451-5153 7111

# 湖北省分公司(Hubei Branch)

## 武汉市江汉区建设大道737号广发银行大厦31层

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- **T.** 027-5925 8888

## 河南省分公司(Henan Branch)

## 郑州市郑东新区金水东路51号楷林商务中心7座9层

- **A.** Floor 9, Block 7, Kailin Business Center, 51 Jinshui East Road, Zhengdong New District, Zhengzhou city
- **T.** 0371-5360 6888

# 浙江省分公司(Zhejiang Branch)

## 杭州市下城区上塘路15号武林时代商务中心7层及8层05、06室

- A. Room 05 06, Floor 7 and Floor 8, Wulin Times Business Center, No. 15 Shangtang Road, Xiacheng District, Hangzhou
- **T.** 0571-2620 1888

# 福建省分公司(Fujian Branch)

## 福州市鼓楼区古田路60号福晟财富中心8层

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- **T.** 0591-3837 9888

## 重庆市分公司(Chongqing Branch)

## 重庆市江北区江北嘴聚贤岩广场9号国华天平大厦(国华金融中心)A塔26层

- A. 26 / F, Tower A, Guohua Tianping Building (Guohua Financial Center), No.9 Juxianyan Square, Jiangbeizui, Jiangbei District, Chongqing
- **T.** 023-8919 7888

# 石家庄中支(Shijiazhuang Middle Branch)

河北省石家庄市桥西区自强路118号中交财富中心

## T1、T2商务办公楼1单元8层

- A. Floor 8, Unit 1, T1, T2 Business Office Building, Zhongjiao Fortune Center,
- No.118 Ziqiang Road, Qiaoxi District, Shijiazhuang city, Hebei Province
- **T.** 0311-8986 6000



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