

MARCH 2026

梯子联盟 Ladder Alliance

Newsletter

智慧跨境 · 生态共赢

Smart Cross-border · Ecological Win-win

聚焦上海外贸生态圈 · 数字贸易新机遇

Focus on Shanghai Foreign Trade Ecosystem · New Opportunities in Digital Trade

成员机构 Member Organizations:

中国银行上海分行 Bank of China Shanghai Branch | 中国出口信用保险公司 SINOSURE | 昆仑保险经纪 Kunlun Insurance Brokers | 段和段律师事务所 Duan & Duan Law Firm
京东物流 JD Logistics | 上海跨境电商协会 Shanghai Cross-border E-commerce Association | 上海欣海报关 Shanghai Xinhai Customs Broker | 欧坚集团云贸通平台 Oujian Group Yunmaotong Platform
上海欧高国际货运 Shanghai Ougao International Freight | 上海瀚而普国际贸易 Shanghai Hep International Trade (排名不分先后 in no particular order)

发布日期 Release Date: 2026年3月 March 2026

梯子联盟

Ladder Alliance

核心理念

Core Concept

汇聚跨境金融、出口信保、国际物流、报关服务、法律咨询、数字贸易平台等领域的头部企业，构建一站式外贸服务生态，助力中国企业稳健出海。

Bringing together leading enterprises in cross-border finance, export credit insurance, international logistics, customs brokerage services, legal consulting, and digital trade platforms to build a one-stop foreign trade service ecosystem, helping Chinese enterprises expand overseas steadily.

上海外贸生态圈

Shanghai Foreign Trade Ecosystem



跨境金融

Cross-border Finance

国际结算、贸易融资、汇率避险
International settlement, trade financing, exchange rate hedging



出口信保

Export Credit Insurance

信用保险、风险保障、理赔服务
Credit insurance, risk protection, claims services



国际物流

International Logistics

货运代理、海外仓储、供应链
Freight forwarding, overseas warehousing, supply chain



报关服务

Customs Services

通关申报、关务合规、AEO认证
Customs declaration, compliance, AEO certification



法律咨询

Legal Consulting

跨境合规、争议解决、投资架构
Cross-border compliance, dispute resolution, investment structure



数字平台

Digital Platform

云通关、智慧物流、跨境电商
Cloud customs clearance, smart logistics, cross-border e-commerce

01

中国银行上海市分行
Bank of China Shanghai Branch



承办"智慧跨境·生态共赢"服务沙龙 助力企业稳健出海

Hosted "Smart Cross-border · Ecological Win-win" Service Salon to Help Enterprises Expand Overseas Steadily

在上海市企业走出去综合服务平台（青浦）服务点圆满举行。活动聚焦跨境经贸全链路关键环节，通过政策解读、实战分享与金融对接，助力青浦企业把准风向、稳健出海。吸引近百位企业负责人、出海卖家及行业代表参与。

Successfully held at the Shanghai Enterprise Going Global Comprehensive Service Platform (Qingpu) service point. The event focused on key links in the cross-border economic and trade chain, helping Qingpu enterprises grasp market trends and expand overseas steadily through policy interpretation, practical experience sharing, and financial docking. Attracted nearly 100 enterprise executives, overseas sellers, and industry representatives.

核心亮点

Core Highlights



外贸政策解读

专家以汇率市场分析为切入点，研判近期外汇走势

Experts analyzed the foreign exchange market trends as an entry point to judge recent foreign exchange movements



综合服务能力

系统介绍涵盖结算、融资、避险在内的跨境金融综合服务

Systematically introduced cross-border financial comprehensive services covering settlement, financing, and risk hedging

中国银行发挥全球化优势和综合化特色，境内机构办理国际结算量超：

Leveraging its globalization advantages and comprehensive features, Bank of China's domestic institutions handled international settlements exceeding:

2.1万亿美元

\$2.1 Trillion

同比增长 16.51% | YoY

Growth 16.51%

国际贸易结算业务规模保持市场领先 | International trade settlement business scale maintains market leadership



业务范围扩展获批 银保协同深化外贸服务

Business Scope Expansion Approved, Bank-Insurance Collaboration Deepens Foreign Trade Services

国家金融监督管理总局批复同意中国出口信用保险公司变更业务范围，新增进口信用保险业务、国内信用保险业务等，进一步完善政策性出口信用保险服务体系。

The National Financial Regulatory Administration approved SINOSURE's business scope change, adding import credit insurance business, domestic credit insurance business, etc., further improving the policy-oriented export credit insurance service system.

3月重要动态

March Key Updates

Mar 4

国家金融监督管理总局正式批复业务范围变更

(金复〔2026〕126号)

The National Financial Regulatory Administration officially approved the business scope change (Document No. Jin Fu [2026] 126)

Mar 12

进出口银行副行长王康与中国信保副总经理徐新伟举行会谈

就深化银保合作、为"走出去"企业提供集信贷、保险、融智于一体的综合服务方案达成共识

Wang Kang, Vice President of the Export-Import Bank, and Xu Xinwei, Deputy General Manager of SINOSURE, held talks and reached consensus on deepening bank-insurance cooperation and providing comprehensive service solutions integrating credit, insurance, and financial intelligence for "going global" enterprises

2026年前2个月业务数据

Business Data for First 2 Months of 2026

4000亿

美元 | Billion USD

前2个月承保金额
Insurance Amount
(First 2 Months)

同比增长 14.6% | YoY
Growth 14.6%

5656亿

美元 | Billion USD

2025年承保金额
2025 Insurance Amount

同比增长 13.5% | YoY
Growth 13.5%

22.3万

家企业 | Enterprises

服务客户
Served Customers

同比增长 11.9% | YoY
Growth 11.9%

总经理付辉平赴天津开展业务交流 深化信用保险服务

General Manager Fu Huiping Visited Tianjin for Business Exchange to Deepen Credit Insurance Services

先后与渤海钻探公司、渤海装备公司开展业务交流，重点围绕信用保险、货运险等外贸相关业务进行深入探讨。

Conducted business exchanges with Bohai Drilling Company and Bohai Equipment Company successively, focusing on in-depth discussions on foreign trade-related businesses such as credit insurance and cargo insurance.

天津业务交流要点

Tianjin Business Exchange Highlights

1

信用保险业务

与渤海钻探公司围绕信用保险等业务开展深入沟通交流，进一步拓宽合作领域

Conducted in-depth communication with Bohai Drilling Company on credit insurance and other businesses to further broaden cooperation areas

2

货运险拓展

与渤海装备公司就货运险业务拓展及保险培训等具体事项展开探讨

Discussed specific matters such as cargo insurance business expansion and insurance training with Bohai Equipment Company

3

风险减量管理

在理赔流程优化、风险减量管理方面提供专业支持，获得客户高度评价

Provided professional support in claims process optimization and risk reduction management, receiving high praise from clients

外贸服务能力

Foreign Trade Service Capabilities

货物运输保险

Cargo Transportation Insurance

海洋 · 航空 · 陆运
Ocean · Air · Land

出口信用保险

Export Credit Insurance

海外投资保险

Overseas Investment Insurance

雇主责任险

Employer Liability Insurance

依托中石油集团资源，为"一带一路"项目及跨境贸易提供专业风险保障

Relying on CNPC resources, providing professional risk protection for "Belt and Road" projects and cross-border trade



虹桥法务区标杆律所 赋能企业出海打造涉外服务新标杆

Benchmark Law Firm in Hongqiao Legal District, Empowering Enterprises to Build New Benchmarks in Foreign-related Services

《解放日报》头版以"大虹桥超级服务团护航企业出海"为主题，深度报道段和段律师事务所作为虹桥国际中央法务区标杆律所，在推动中国企业全球化发展中的创新实践。

The front page of Jiefang Daily, with the theme of "Hongqiao Super Service Group Escorting Enterprises Going Global", deeply reported Duan & Duan Law Firm as a benchmark law firm in the Hongqiao International Central Legal District, and its innovative practices in promoting the globalization development of Chinese enterprises.

战略布局

Strategic Layout

作为首批入驻虹桥国际中央法务区的标杆律所之一，段和段率先完成大虹桥核心区域战略布局，着力打造面向全球的涉外法律服务平台，已逐步成长为长三角企业"走出去"的重要法律支撑力量。

As one of the first benchmark law firms to settle in the Hongqiao International Central Legal District, Duan & Duan took the lead in completing the strategic layout of the core area of Greater Hongqiao, focusing on building a foreign-related legal service platform facing the world, and has gradually grown into an important legal support force for Yangtze River Delta enterprises "going global".

服务升级

Service Upgrade

通过"法律+产业+资源"的综合服务模式，深度参与企业境外投资架构设计、合规路径规划及本地化落地实施，实现从"风险防控者"向"路径设计者"的转型升级。

Through the integrated service model of "Law + Industry + Resources", deeply participating in enterprise overseas investment structure design, compliance path planning, and localization implementation, achieving transformation and upgrading from "risk preventer" to "path designer".

专业领域

Professional Areas

跨境争议解决

Cross-border Dispute Resolution

跨境交易

Cross-border Transactions

国际贸易

International Trade

海关与进出口

Customs & Import/Export

海事海商

Maritime & Commercial

国际工程与项目融资

Int'l Engineering & Project Finance

海外履约能力持续增强 自营海外仓面积翻番

Overseas Fulfillment Capability Continuously Enhanced, Self-operated Overseas Warehouse Area Doubled

京东物流即时配送业务快速增长，海外履约能力持续增强。2025年成功实现自营海外仓面积翻番的目标，仓储网络履约能力持续增强。

JD Logistics' instant delivery business is growing rapidly, and overseas fulfillment capabilities continue to strengthen. In 2025, it successfully achieved the goal of doubling the area of self-operated overseas warehouses, and the fulfillment capability of the warehousing network continues to improve.

跨境电商布局

Cross-border E-commerce Layout

1

自营海外仓

管理总面积近 **200万平**，覆盖全球 **25个** 国家和地区

Self-operated overseas warehouses with total management area of nearly 2 million square meters, covering 25 countries and regions worldwide

2

香港产业基地

在中国香港落地首个供应链产业基地，实现BC同仓

Launched the first supply chain industrial base in Hong Kong, China, achieving B2B and B2C in the same warehouse

3

入库单量增长

2025年京东物流供应链中国香港产业基地入库单量同比增长超 **10倍**

In 2025, JD Logistics' Hong Kong industrial base inbound order volume increased by more than 10 times year-on-year

2026年发展规划

2026 Development Plan

战略目标

构建全球供应链基础设施网络

Strategic Goal: Build a global supply chain infrastructure network

具体举措

京东物流将继续拓展海外仓布局，加强跨境电商运力协调和供需对接，助力中国制造出海。

JD Logistics will continue to expand overseas warehouse layout, strengthen cross-border e-commerce capacity coordination and supply-demand docking, and help Chinese manufacturing go global.

3月重点工作

March Key Work

1

政府工作报告解读 3月9日 | March 9

发布《2026年政府工作报告 | 外贸跨境电商要点速览》

- 推动跨境电商加海外仓模式扩容升级
- 扩大高水平对外开放，稳定对外贸易和投资

Released "2026 Government Work Report | Key Points of Foreign Trade and Cross-border E-commerce"

- Promote the expansion and upgrading of cross-border e-commerce plus overseas warehouse model
- Expand high-level opening up and stabilize foreign trade and investment

2

协办服务沙龙 3月18日 | March 18

联合中国银行上海市分行等机构，举办"智慧跨境·生态共赢"系列公益培训

Jointly organized the "Smart Cross-border · Ecological Win-win" series of public welfare training with Bank of China Shanghai Branch and other institutions

3

持续发布协会简报 Continuously Released

定期发布行业简报，涵盖：

- 跨境电商进出口数据
- 政策解读
- 行业趋势分析

Regularly released industry briefs covering:

- Cross-border e-commerce import and export data
- Policy interpretation
- Industry trend analysis

外贸数据发布

Foreign Trade Data Release

据海关统计，2026年前2个月我国货物贸易进出口总值

According to customs statistics, China's total import and export value of goods trade in the first 2 months of 2026

7.73万亿

7.73 Trillion RMB

进出口总值 | Total Import & Export Value

+18.3%

同比增长 | YoY Growth

自2024年1月以来首次重回两位数增长

First double-digit growth since January 2024

三十周年庆典圆满举行 卅载深耕智创未来

30th Anniversary Celebration Successfully Held, 30 Years of Deep Cultivation and Intelligent Innovation for the Future

第二十四届"欣海之春"文化节暨欣海报关30周年庆成功举行。2026年正值欣海报关成立三十周年（1996-2026），千余名欧坚人欣海人与各界嘉宾齐聚一堂共襄盛会。

The 24th "Xinhai Spring" Cultural Festival and Xinhai Customs Broker's 30th Anniversary Celebration were successfully held. 2026 marks the 30th anniversary of Xinhai Customs Broker (1996-2026), with over a thousand Oujian and Xinhai people and guests from all walks of life gathering together to celebrate this grand event.

庆典亮点

Celebration Highlights

1

规模盛大

千余名员工与各界嘉宾齐聚，并以直播形式共赴盛会

Over a thousand employees and guests from all walks of life gathered together and participated in the grand event via live streaming

2

荣誉颁奖

颁发"欣海·创业者"、"20周年员工纪念奖"、2025年度优秀员工/团队等多个奖项

Presented multiple awards including "Xinhai Entrepreneur", "20th Anniversary Employee Memorial Award", 2025 Outstanding Employee/Team Awards

3

行业回顾

舞台小品生动演绎从纸质报关单到AI智能辅助的行业变迁

Stage skits vividly portrayed the industry transformation from paper customs declarations to AI intelligent assistance

董事长葛基中主题演讲要点

Key Points of Chairman Ge Jizhong's Speech

▶ 自1996年成立至今，历经五届董事会，形成"一体引领，两翼齐飞"格局

Since its establishment in 1996, it has gone through five boards of directors, forming a pattern of "one body leading, two wings flying together"

▶ 从报关延伸至国际物流、跨境贸易与数字化平台

Extended from customs declaration to international logistics, cross-border trade, and digital platforms

▶ 坚守长期主义，深耕积淀、顺势应变，方能行稳致远

Adhere to long-termism, deeply cultivate and accumulate, adapt to trends, in order to go steadily and far

09

欧坚集团数智平台事业部·云贸通平台

Oujian Group Digital Intelligence Platform Division · Yunmaotong Platform



3月直播活动

March Live Events

Event
1

出口关务合规专题直播 3月19日 13:00 | Mar 19, 13:00

嘉宾：关务大咖胡静磊（15年实战经验）、苏以迪（20年实战经验）

- 双强联手拆解合规要点
- 规避通关风险

Guests: Customs Experts Hu Jinglei (15 years practical experience), Su Yidi (20 years practical experience)

- Two experts jointly analyze compliance key points
- Avoid customs clearance risks

Event
2

中日出口管制专题直播 3月20日 | Mar 20

嘉宾：唐文君（上海科越信息技术股份有限公司总经理、中国报关协会智慧关务委员会副主任）

- 在线深度解析关务合规核心要点

Guest: Tang Wenjun (General Manager of Shanghai Keyue Information Technology Co., Ltd., Vice Chairman of Smart Customs Committee of China Customs Brokers Association)

- In-depth online analysis of core customs compliance points

核心功能

Core Functions

AI智能化云通关软件

智能报关、智能归类等一站式服务

AI Intelligent Cloud Customs Clearance Software: One-stop services including intelligent customs declaration and intelligent classification

智慧通关系统

AI报关引擎

Smart Customs Clearance System: AI customs declaration engine

线上展示平台

为国内外客商、供应链服务商及销售渠道提供互联互通

Online Display Platform: Providing interconnection for domestic and foreign merchants, supply chain service providers, and sales channels

平台定位 | Platform Positioning

云贸通是由上海欧坚网络发展股份有限公司创立的跨境贸易综合服务平台，以通关为核心的一站式跨境供应链服务，为进博会展商提供"6+365"天线上展示和渠道推荐。

Yunmaotong is a comprehensive cross-border trade service platform founded by Shanghai Oujian Network Development Co., Ltd., providing one-stop cross-border supply chain services with customs clearance at the core, and offering "6+365" days online display and channel recommendations for CIIE exhibitors.



首航开播启新程 每周固定直播打造专属直播间

First Live Broadcast Opens New Journey, Weekly Fixed Live Streaming to Build Exclusive Live Room

上海欧高国际货运成功举办首场国际物流产品介绍直播，标志着公司数字化营销转型迈出关键一步。基于首场直播的积极反响，欧高正式宣布将固定每周开展主要航线直播，并着手打造欧高专属直播室。

Shanghai Ougao International Freight successfully held its first live broadcast of international logistics product introduction, marking a key step in the company's digital marketing transformation. Based on the positive response to the first live broadcast, Ougao officially announced that it will conduct weekly live broadcasts on major shipping routes and is working on building an exclusive Ougao live room.

企业定位

Company Positioning

上海欧高国际货运代理有限公司专注于国际货运代理、跨境贸易供应链解决方案，为外贸企业提供专业、高效、创新的跨境物流服务。

Shanghai Ougao International Freight Forwarding Co., Ltd. focuses on international freight forwarding and cross-border trade supply chain solutions, providing professional, efficient, and innovative cross-border logistics services for foreign trade enterprises.

开播时间 | Broadcast Date

2026年3月13日

March 13, 2026 | Shanghai

航线网络布局

Route Network Layout

1

全球网络覆盖

整合海运、空运、陆运资源，构建覆盖全球主要贸易区域的物流网络，满足多元化出海需求

Integrating ocean, air, and land transportation resources to build a logistics network covering major global trade regions, meeting diversified overseas expansion needs

2

优势航线深耕

深耕中东、欧美、东南亚等优势航线，提供具有市场竞争力的运力保障与定制化方案

Deeply cultivating advantageous routes in the Middle East, Europe, America, and Southeast Asia, providing market-competitive capacity guarantees and customized solutions

3

一体化解决方案

依托欧坚集团关务优势，提供"物流+通关"一体化解决方案，实现从运输到清关的全链路个性化服务

Relying on Oujian Group's customs advantages, providing integrated "Logistics + Customs Clearance" solutions, achieving full-chain personalized services from transportation to customs clearance

子公司澳群供应链荣获2026全国冷链园区"冰晶奖"最佳服务奖

Subsidiary Aoqun Supply Chain Won the 2026 National Cold Chain Park "Ice Crystal Award" for Best Service

瀚而普下属全资子公司上海澳群供应链管理有限公司获评2026全国冷链园区"冰晶奖"最佳服务奖，总经理杨钟超代表公司前往武汉领奖。

Shanghai Aoqun Supply Chain Management Co., Ltd., a wholly-owned subsidiary of Hep, was awarded the 2026 National Cold Chain Park "Ice Crystal Award" for Best Service. General Manager Yang Zhongchao represented the company to receive the award in Wuhan.

服务模式创新

Service Model Innovation

1

"仓储+"产品化

从"仓租收入"转向"供应链服务收入"

"Warehousing+" Productization: Shifting from "warehouse rental income" to "supply chain service income"

2

"品质锁鲜"标准化

形成巧克力恒温、鲜果冷藏等可复制服务标准

"Quality Fresh Lock" Standardization: Forming replicable service standards such as chocolate constant temperature and fresh fruit refrigeration

3

"技术可视化"

物联网监测系统升级，温湿度数据实时可视、全程溯源

"Technology Visualization": IoT monitoring system upgrade, real-time visibility of temperature and humidity data, full traceability



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