

建设银行加快国际化布局，积极助力中瑞金融合作

CCB Accelerates International Presence to Facilitate China-Switzerland Financial Cooperation



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中瑞建交65年来，两国经济、金融合作不断深化，特别是近年来人民币国际化和人民币离岸金融中心建设的加速，为两国金融领域带来更为广阔的合作空间。作为一家具有国际影响力的大型中资金融机构，建设银行从满足客户需求、丰富服务渠道、加快国际化转型的角度出发，积极布局瑞士，进一步推动中瑞金融合作深入发展。

一、扎根中国，致力于建设国际一流银行

中国建设银行是中国最大商业银行之一，在境内拥有三百多万公司客户和三亿多个人客户，具备坚实的业务基础。经过60余年发展，建设银行资产规模和利润已跃居世界银行业前列，经营业绩赢得了市场和业界的普遍认可，先后荣获美国《环球金融》杂志“2014中国最佳银行”、新加坡《亚洲银行家》杂志“2014中国最具实力银行”、“2015中国最佳大型零售银行”，在英国《银行家》杂志2015年“世界银行1000强排名”中，以一级资本总额位列全球第二，在美国《福布斯》杂志2015年度全球企业2000强排行榜中连续三年排名第二。2014年末，建设银行市值规

China and Switzerland has been continuously deepening their economic and financial cooperation since both countries established diplomatic relations 65 year ago. In particular, the RMB internationalization and establishment of offshore RMB financial centers accelerated in recent years provide broader cooperation potential in financial sector between the two countries. As a large Chinese financial institution with an international influence, China Construction Bank (CCB) is seeking to make a presence in Switzerland to further promote China-Switzerland financial cooperation from the perspective of meeting customer needs, diversifying service channels, and speeding up internationalization transformation.

I. Base in China, Strive to Become a First-class International Bank

As one of China's largest commercial banks, CCB, which has a strong customer base in China, provides financial services to more than 3 million corporate clients and over 300 million individuals. After more than sixty years' development, CCB has ranked among the world's top banks by assets and profits, broadly recognized across the market and the industry for its sound operating performance. CCB was named the "2014 Best Bank in China" by the Global Finance, "2014 Strongest Bank in China" and "2015 Best Large-scale Retail Bank in China" by The Asian Banker, ranked the second place in the "Top 1000 World Banks" published by The Banker in terms of total tier-one capital in 2015, also ranked the second in "Global 2000" published by Forbes for three consecutive years. At the end of 2014, the Bank's market capitalization reached USD 207.9 billion, ranking fourth among listed banks in the world. CCB Group recorded RMB 17.48 trillion in assets as at 31 March 2015 and generated RMB 67.13 billion in net profit in the first quarter 2015. Annualized average ROA and annualized weighted average ROE were 1.57% and 21.03%, respectively. Capital adequacy ratio and core tier-one capital adequacy ratio were 14.97% and 12.51%, respectively.

In the context of global economic integration and financial globalization, CCB pursued the transformation in five aspects to build a bank featuring integration, multifunctional service, intensive development, innovation and intelligence. CCB is accelerating its pace of "going global" in a bid to realize international operation and global development, strive to build an international first-class integrated banking group. CCB has significantly improved its influence and integrated service capability in global financial markets. In June this year, CCB officially opened four branches in Paris, Amsterdam, Barcelona and Milan. China's Premier Li Keqiang and his French counterpart Manuel Valls unveiled the official license plate for the launch of CCB Paris Branch. To date, CCB has established total of 133 overseas institutions across twenty-four countries and regions, including twenty-six tier-one institutions.

模达2079亿美元，居全球上市银行第四位。截至2015年3月末，集团资产总额达17.48万亿元人民币，1-3月实现净利润671.29亿元人民币，年化平均资产回报率和年化加权平均净资产收益率分别为1.57%和21.03%，资本充足率与核心一级资本充足率分别为14.97%和12.51%。

在世界经济一体化和金融全球化背景下，建设银行确定了全面深化改革和转型发展思路，向综合性银行集团、多功能服务、集约化管理、创新银行和智慧银行五个方面转型，加快“走出去”发展步伐，实现国际化经营和全球化发展，努力打造国际一流的综合化银行集团，全球金融市场影响力和综合服务能力大幅提升。今年6月，建设银行在巴黎、阿姆斯特丹、巴塞罗那和米兰的四家分行正式开业，中国国务院总理李克强和法国总理瓦尔斯共同为巴黎分行开业揭牌。截至目前，建设银行已在境外设有26家一级机构，各级机构总数133家，覆盖24个国家和地区。

二、布局瑞士，助力经贸合作深入发展

瑞士是全球最富裕、经济最发达的国家之一，宏观经济运行良好、金融市场发达、银行体系健全，高素质金融人才众多，是商业银行海外布局的重要目标市场。

中瑞两国建交65年以来，特别是近10年，两国高层互访频繁，经贸投资往来取得跨越式发展，金融合作水平不断提升。同时，瑞士是欧洲大陆和世界经济前20强国家中第一个与中国正式签署自贸协定的国家。但目前中资银行在瑞士当地的机构设置仍属空白，与两国经贸合作程度较不匹配。

随着中国企业走出去、人民币国际化和离岸人民币中心建设，建设银行作为经营人民币的大行，有责任也有义务支持中国企业走出去，支持中瑞两国经济贸易往来，同时也为企业更多的使用人民币提供方便，展示建设银行全面的优势。2015年1月8日，经中国银行业监督管理委员会批复，建设银行正式启动苏黎世分行境外申设工作，目前各项工作正在全力推进中。未来苏黎世分行将立足于传统批发银行业务，大力发展跨境人民币业务，重点服务于国内“走出去”的大中型企业客户和瑞士当地优质企业，特别是与中国经贸投资往来密切的客户。

建设银行在苏黎世设立分行的行动得到了中瑞两国政府和监管机构各方的指导和支持。今年1月，国务院总理李克强出访瑞士期间明确表示，中

II. Presence in Switzerland to Facilitate In-depth Economic and Trade Cooperation

As one of the world's wealthiest, most developed nations, Switzerland is a target market for international banks seeking overseas presence due to its sound macro-economic operation, developed financial market, full-fledged banking system and a large number of high-calibre finance professionals. In the sixty-five years of diplomatic relations between China and Switzerland, particularly in the past decade, the two countries have exchanged high-level visits frequently, made giant leaps in bilateral trades and investments, and continuously enhanced financial cooperation. In addition, Switzerland is the first nation to sign a free trade agreement with China among the Continental Europe nations and the world's twenty largest economies. However, the current absence of Chinese banks in Switzerland does not match with the level of economic and trade cooperation between the two countries.

In consideration of Chinese companies "Going Abroad", Renminbi internationalization and offshore RMB centers setups, CCB, as a major RMB bank, is obligated and responsible to facilitate the aforementioned pursuits, in order to further develop economic and trade relations between China and Switzerland, make businesses more convenience by broader use of RMB, thereby manifesting strengths of CCB in all areas. On January 8th, 2015, after obtaining the approval from China Banking Regulatory Commission (CBRC), CCB formally launched Zurich Branch project in Switzerland. Currently, all preparation works are underway at full throttle. CCB Zurich Branch will build itself on traditional wholesale banking while vigorously developing cross-border RMB business, focus on providing services to large and medium-sized Chinese companies going abroad and high-quality Switzerland-based businesses, in particular those with close economic, trade and investment ties with China.

CCB's branching move in Zurich received positive feedbacks from both Chinese and Swiss governments and regulators. During his January visit to Switzerland, China's Premier Li Keqiang stated that China welcomes Switzerland to take a part in RMB internationalization process and supports the establishment of offshore RMB market in Zurich, and hoped that Switzerland would facilitate the branching of Chinese banks in Switzerland. Chinese Ambassador to Switzerland Madam Xu Jinghu also paid great attention to CCB Zurich Branch setup. CCB's future presence in Switzerland not only represents a move of CCB towards international

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方欢迎瑞方参与人民币国际化进程，支持苏黎世人民币离岸市场建设，希望瑞方为中资银行在瑞开设分行提供便利。中国驻瑞士特命全权大使许镜湖女士也多次了解并推动分行申请。可以说，建设银行在苏黎世设立分行既是出于自身国际化布局的考量，也顺应中瑞两国深化金融合作的趋势。

三、把握机遇，共建离岸人民币市场

目前，苏黎世已经具备建设人民币离岸中心的良好基础。2013年5月李克强总理访问瑞士期间，两国就开启了金融对话机制。随着双边本币互换协议和关于在瑞士建立人民币清算安排合作备忘录的签署，我们相信，瑞士离岸人民币市场将迎来更为广阔的发展前景，未来建设银行苏黎世分行的成功设立将进一步推进落实两国有关人民币清算的安排。

作为拥有雄厚人民币业务实力的中资银行，建设银行曾先后被中国人民银行指定为伦敦和智利人民币清算行，此举为建设银行在瑞士开展人民币清算业务积累了宝贵的经验。同时，建设银行在当地市场也曾做过若干尝试，为未来发展打下了良好的业务基础。建设银行全资子公司——建行亚洲曾于2014年在瑞士发行3年期12.5亿元人民币债券，是瑞士发行的首支人民币债券，获得1.8倍超额认购。此前，建行亚洲作为首个中资机构在当地发行的5年期3亿瑞郎债券也获得投资者追捧，反映出瑞士投资者对于中国市场的浓厚兴趣。

建设银行作为唯一一家即将落户瑞士的中资银行，未来必将积极支持在瑞企业使用人民币，为客户提供丰富的人民币交易、投资和融资工具，促进双边贸易、投资便利化，致力于为建设瑞士离岸人民币市场和进一步深化中瑞经贸合作做出贡献。

III. Seize Opportunities to Jointly Establish Swiss Offshore RMB Center

Currently, Zurich has laid a sound foundation for establishing an offshore RMB center. China and Switzerland opened up the financial dialogue mechanism during China's Premier Li Keqiang visit to Switzerland in May 2013. As the bilateral local currency swap agreement and the MoU on establishing RMB clearing arrangements in Switzerland were signed between the two countries, we believe that the Swiss offshore RMB market will embrace a bright future. The setup of CCB Zurich Branch will further promote RMB clearing arrangements between China and Switzerland.

As a Chinese bank with strong RMB business capability, CCB was named the RMB clearing bank in London and Chile by the People's Bank of China, which provides valuable experience for CCB providing RMB clearing business in Switzerland. Also, CCB had several successful attempts to tap into the Swiss local market, which built a sound foundation for future business developments. CCB (Asia), a wholly-owned subsidiary of CCB, issued RMB 1.25 billion of 3-year bond in Switzerland in 2014; it was the first RMB bond issuance in Switzerland which is over-subscribed by 1.8 times. The five-year CHF 300 million bonds issued by CCB (Asia) earlier was also much sought after by local investors, reflecting Swiss investors' strong interests in investing in China or related business.

As the sole Chinese bank to make a presence in Switzerland in the near future, CCB will actively support Switzerland-based businesses to use RMB after launch, provide customers with a broad range of RMB trading, investment and financing instruments, facilitate bilateral trade and investment, devote itself to building the Swiss offshore RMB market in order to further deepening the economic and trade cooperation between China and Switzerland.



