

Hand in hand



Strengthen the financial cooperation
between Korean and China
中韩金融合作共创双赢

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中国建设银行
China Construction Bank
Seoul Branch
(Incorporated in the People's Republic of China)

background



- 20 years
- 20 年回顾

Aug.1992, China and Korea established diplomatic relationship.

1992年8月,中韩正式建立外交关系, 从此两国业务往来积极予以推进;

Nov,1998,Mr. President Kim Dae Jung visit China, establishing the partnership of all-round cooperation;

1998年11月: 韩国总统金大中访问中国, 双方建立全面合作伙伴关系;

May.2008, the relationship between the two countries has been promoted to the Strategic cooperative partnership;

2008年5月: 中韩“全面合作伙伴关系”提升为“战略合作伙伴关系”;

- May.2012, Korea-China start up the FTA negotiations, and the agreement expected to be signed in 2012.
- 2012 年5月, 中韩FTA谈判启动, 有望在2012年签署协议。

Trade partner 紧密的贸易伙伴关系



- Within this 20 years, bilateral trade grows 30 times, an average annual growth rate of 25%, far higher than China 's trade with other countries increase;
- 两国建交近20年来，两国贸易增长30多倍，年均增长达25%，远高于中国与其他国家的贸易增幅；
- 2011: China - Korea trade volume close to \$ 250 billion dollars;
- 2011：中国贸易量接近2500亿美元；
- May 2010 : China Prime minister Wen Jiabao visited Korea , put forward to 2015 that China - Korea trade volume will be reached \$ 300 billion;
- 2010年5月：温家宝到访韩国，提出到2015年中韩贸易额达到3000亿美元；
- Nov.2011 ; the currency swap increased to CNY 360 billion (\$ 60 billion);
- 2011年11月；韩中货币互换规模增至3600亿元（约600亿美元）；

Trade partner 紧密的贸易伙伴关系



China : three “largest”

中国：三个“最大”

The **largest** trade partner of Korea

韩国最大的贸易伙伴；

The **largest** exporting market of Korea

韩国最大的出口市场；

The **largest** investment place

韩国最重要的投资场所。

Korea: China's Important cooperation partner

韩国：中国的重要合作伙伴

The **second** largest sources of import

中国第二大进口来源国；

The **third** trade partner of China

中国第三大贸易伙伴；

The **third** largest export market

中国第三大出口市场；

The **Third** largest of investment country

中国第三大投资对象国。

Financial cooperation



- Roles

- 金融机构的作用

- Financial institutions which is providing the banking services for the economy and trade.
- 金融服务业是经济发展的重要纽带
- Five of the largest Chinese banks have all set up branches in Seoul, and will play an important role for economy and trade activities, supporting Chinese and Korean companies growing up.
- 目前中国5大商业银行均在韩国开设了分行，努力为中韩经贸发展做出更大的贡献，在支持中韩两国企业发展方面发挥重要作用，
- Especially to be the bridges for the development of China and Korea a good relations and development of economy.
- 努力成为中韩两国政治互信、经济合作的重要桥梁。

Financial Services



- Banking business cooperation
- 银行金融合作服务领域
- Strategic cooperation
- 金融机构间的战略性合作
- Financial institutions invest in shares of local commercial banks or non-banking financial institutions in both countries.
- 韩国金融机构投资参股中国的国有或地方中小银行或金融机构，或中国的金融机构投资参股韩国的商业银行或地方银行等；
- Financial services
- 主要金融服务
- On/offshore Lending Services, Syndicated/ Bilateral Loan/ Project Financing and etc.
- 贷款服务， 境外贷款， 银团贷款/双边贷款/项目融资等；
- Trade settlement, collection, guarantee, etc.
- 国际结算、贸易融资、托收、担保；
- **Top Priority: RMB cross-border trade settlement.**
- 优先发展， 或最有发展潜力的金融服务产品-人民币跨境结算；
- FX, Derivatives product, Money Market, Bond purchase and trading.
- 外汇买卖、金融衍生产品、货币市场、债券交易；
- FCY/ KRW deposit, Foreign Exchange, Inward/Outward Remittance, credit card issuance etc;
- 韩元/美元/人民币 外汇存款、汇款、外币兑换、信用卡等；
- Korean/ Chinese companies IPO in China/ Korea market.
- 中国企业到韩国KRX上市(IPO)， 或韩国企业登陆中国的股票市场；
- Advisory services for investment for both parties or enterprises.
- 为中韩两国银行及企业提供金融资讯及投融资咨询服务；

Financial Services – RMB Settlement



- **RMB Settlement - Background**
- 人民币结算 – 背景
- the business of RMB cross-border settlement get increasing.
- 人民币跨境结算取得长足进展, 其主要过程:
- July.2009, some of the China cities to be the RMB cross-border settlement pilot.
- 2009年7月, 中国部分城市成为人民币跨境结算试点城市;
- July.2010, enlarged to the 20 cities.
- 2010年7月, 试点城市扩大到20个城市;
- Dec.2010, RMB settlement export enterprises has expanded from 365 to 37359.
- 2010年12月, 扩大人民币结算出口企业从365个到37359个。
- Jan.2011, pilot enterprises which been get approved could invest to abroad in CNY directly.
- 2011年1月, 批准试点企业可在国外直接投资人民币;
- Sep.2011, enlarged the cities for RMB cross-border settlement to the whole country.
- 2011年9月, 人民币跨境结算的城市扩展至全国各省份和地区;
- Above all showing that the Chinese government willing to accelerate the speed of RMB internationalization.
- 所有这些表明: 中国政府希望人民币国际化进程的步伐加快。

Financial Services – RMB cross border settlement



- The benefits of RMB cross-border settlement
- 跨境人民币结算的好处
- Save the costs of cross-border settlement and foreign exchange, improve transfer efficiency, effective management for accounts.
- 节约跨境结算外汇交易成本、提升转账效率、有效管理账务等;
- Some need to get improved for RMB cross-border settlement
- 一些需要改进的方面
- The uniform standards of RMB cross-border settlement.
- 制定人民币跨境结算的统一标准;
- Integration of domestic and overseas RMB clearing and settlement system.
- 境内外人民币结算、清算系统的整合;
- RMB backward mainland from overseas, the expansion of investment channels.
- 人民币回流和投资渠道的拓展 ;
- process simplified etc.
- 流程的简化等。

Financial Services – RMB internationalization



- RMB internationalization—conditions
- 人民币国际化 - 条件
- stability and development of China politics and economy, the national strength keep increasing.
- 中国的政治和经济稳定发展, 国力不断增强;
- the stability for RMB currency, and continue the trend of slow appreciation.
- 人民币币值稳定, 并继续保持缓慢升值趋势;
- the process of RMB internationalization
- 人民币国际化 - 进程
- Surrounding - Regionalization - Internationalization
- 周边 - 区域 - 国际化

RMB internationalization



•RMB internationalization - market

人民币国际化 - 市场

Korea's large and medium-sized enterprises, many of which investor have the subsidiaries in China;

韩国的大中型企业, 其中很多在华有投资或开设有子公司;

•RMB internationalization - advantage

人民币国际化 - 优势

Demand: korean exporter

韩国出口方

Reduce FX risk, cost, expected the benefits from RMB appreciation in futures;

减少外汇风险, 降低外汇成本, 人民币未来升值预期等;

Supply: Chinese bank in Korea

在韩中资金融机构

the large of banking network in China(14 thousand branch or sub-branch),
the transactions between the two countries are more smoothy and efficiency.

在韩中资金融机构, 庞大的机构网点和结算网络, 使境内外业务交易处理更加高效、快捷。

RMB internationalization



- RMB internationalization - prospect

- 人民币国际化 - 展望

- 2011, RMB settlement volume achieved CNY 2.1 trillion (\$340 billion), 500% increasing compare with last year.
- 2011年人民币结算量达到了2.1万亿人民币（约3400亿美元），比去年同期增长500%；

Either Chinese and Korean banks or the enterprises of both sides will have the huge opportunities on RMB internationalization in the future.

- 无论是中资还是韩资金融机构或企业，未来将从人民币国际化进程中获得巨大利益和商机；
- Korea should play an important role of an offshore RMB center in Northeast Asia.
- 韩国可以在东北亚人民币离岸中心的建设中发挥重要作用；

For the tighten business and trade relationship, with advantages at North-east Asia, Korea will play an important role in the processing for RMB internationalization in the future. A win-win strategy is the inevitable choice both parties.

- 中韩经贸往来关系密切，加之韩国在东北亚的特殊地缘优势，韩国金融机构和企业必将在人民币国际化方面发挥重要作用，双赢战略将是双方的必然选择。



Thank you !