China Knowledge 金融与管理系列丛书

Case Study of Financial Institutions' Business Innovation and Financial Market Regulation

金融机构业务创新与金融市场监管案例研究

于宝山 胡怡彤 邹嘉琪 等 著



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中国古代丝绸之路为当时沿途各国人民友好往来、互利互惠做出了贡献。如今"一带一路"倡议通过"丝绸之路经济带"和"21世纪海上丝绸之路"发展同各国的外交关系和经济、文化交流,构建人类命运共同体已经成为应对人类共同挑战的全球价值观,并逐步获得国际共识。

新加坡在"一带一路"特别是"21世纪海上丝绸之路"中发挥着积极作用,并成为重要的战略支点之一。2015年新加坡对华投资占"一带一路"沿线64个国家对华投资总额的80%以上,中国对新加坡投资占中国对"一带一路"沿线国家投资总额的33.49%,中新贸易额占中国与"一带一路"沿线国家贸易总额的8%,新加坡的地位和作用凸显。

继苏州工业园区和天津生态城之后,中新第三个政府间合作项目以"现 代互联互通和现代服务经济"为主题,面向中国西部地区,项目运营中心落户 重庆市,充分显示中新政治互信和经贸关系日益加强。

新加坡作为"一带一路",特别是"海上丝绸之路"沿线重要国家,也是亚太金融、贸易、航运中心,其独特的地理位置和有目共睹的"软"实力,孕育了与"一带一路"交汇的巨大潜力和发展机会。新加坡是一个非常重要的金融中心,新加坡是大量资本聚集地之一,是全球第二大财富管理中心、第三大金融市场中心,也是最大的大宗商品交易中心。在东南亚所有项目融资中,有60%是由在新加坡运营的银行安排的。作为一个全球金融中心,新加坡既可帮助中国资本和贸易走出去,也可为中国引入外资发挥作用。随着中国资本市场的进一步开放,新加坡可为中国企业进入全球债券市场提供帮助。

阿里巴巴在新加坡设立研究中心说明未来中新两国共同推动"一带一路"相关项目的前景十分广阔。"一带一路"倡议给中国经济、企业和金融机

构带来很多机会,同时也给周边国家及区域经济体带来了一些机遇。世界各 国都可以双赢模式共享发展成果。

新加坡是较早支持"一带一路"倡议的国家,中国对"一带一路"沿线国家的投资中有近三分之一均先流入新加坡,新加坡对中国的投资占"一带一路"国家对华投资总额的85%。新加坡现在正在打造四个平台以支持"一带一路"的发展。一是在金融方面,有很多中资企业到新加坡融资,这将为人民币率先在"一带一路"沿线国家实现国际化创造机会。二是在硬件设施方面,如正在推进的新加坡与苏州工业园区深度合作、重庆互联互通项目等。三是在三方合作领域,可为"一带一路"沿线国家的官员提供培训。四是在法务合作方面,可为国际商业纠纷提供帮助,新加坡已有完善的平台给企业提供这方面的服务。

在全球经济复苏不稳定,反全球化、民粹主义以及贸易保护主义抬头的背景下,新科技迅猛发展及地缘政治问题给世界经济发展带来巨大挑战,并且对世界各国就业市场带来巨大冲击。许多国家的企业,特别是中小企业,面临需求不振和成本居高不下等问题,迫切需要产业转型升级和开拓新市场。各国政府虽已采取许多鼓励措施帮助企业,并提高银行业对实体经济的支持力度,但中国银行业不仅要应对互联网企业的业务竞争,也要应对国内外同行业的业务竞争,其面临着许多亟待解决的问题和挑战,因此,需要从理论和实际上对这些难题进行深入探讨和研究。

China Knowledge 与苏州大学出版社合作出版的"金融与管理系列丛书"针对中国企业技术创新与金融业发展中的实践和理论问题进行深入研究,分析其原因并找到解决方案,这不仅对中国经济发展具有参考价值,而且对世界其他国家经济发展也具有借鉴意义。该系列丛书对增进国际经济发展与合作及学术交流具有推动作用。

新加坡中盛集团(China Knowledge)执行董事 赵中隆(Charles Chaw)

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本书是"China Knowledge:金融与管理系列丛书"中的一本,该系列丛书 由法国 SKEMA 商学院(SKEMA BUSINESS SCHOOL) 苏州分校前校长李志森 教授主编。第一辑系列从书包括四部著作,其中《中国商业银行经营模式创 新案例研究》一书主要研究了上市商业银行竞争力问题、商业银行收入结构 多元化的影响问题、商业银行理财产品业务发展问题、商业银行个人金融业 务营销问题、商业银行贷款风险评估机制问题及城市商业银行操作风险问题 等;《商业银行业务竞争与风险防范案例研究》一书主要研究了商业银行电商 平台业务创新问题、商业银行个人理财业务营销策略问题、城市商业银行核 心竞争力问题。中小企业信用贷款业务风险控制问题、商业银行个人住房贷 款违约风险管理问题及商业银行宏观信用风险压力测试问题等;《企业技术 创新与金融市场优化案例研究》—书主要研究了民营企业技术追赶战略和发 展模式问题、价值链拆分的双重商业模式的战略选择问题、L时装公司供应 锌管理系统问题、江苏省创业板上市公司成长性内部因素问题、再生能源项 目 PPP 融资风险管理问题、D 证券公司资产管理问题、明星基金的溢出效应 问题、股权结构对上市公司财务困境影响及融资融券对我国股市波动性影响 等:《金融机构业务创新与金融市场监管案例研究》—书主要研究了民生保险 互补共贏机制与制度创新问题、互联网金融产品创新与风险防范问题、互联 网消费金融资产证券化问题、P2P网贷平台风险与监管机制问题、小额贷款 公司的法律监管与制度创新问题、寿险个人代理人制度创新问题、期货市场 套期保值有效性问题、社保基金投资绩效问题、可转债发行的公告效用及其 影响因素问题等。

本套丛书以理论联系实际为指导思想,运用案例分析或实证分析的研究

目前,随着"一带一路"倡议的提出,金融机构和企业也需要探索和把握 今后如何开展中国产业全球布局和投融资业务。因此,这些研究成果不仅对 于中国学者和金融从业人员具有实际参考价值,而且对于"一带一路"沿线国 家金融业和实体经济发展也具有重要借鉴意义。

法国 SKEMA 商学院(SKEMA BUSINESS SCHOOL) 苏州分校前校长 李志森教授(Prof. Laubie Li)

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· 削 言 ·

随着我国金融科技的飞速发展,金融机构将客户扩大至从前未被金融服务覆盖的群体。金融产品向着追求体验至上转变,金融机构提供产品和服务的重点也将从简单的标准化转变为创造个性化的体验。尤其是利用移动互联网渠道展开的网上银行业务量大幅度上升使得商业银行实体分支机构的重要性逐渐下降。这些不仅使各商业银行之间的业务竞争加剧,也使商业银行与互联网金融机构之间形成激烈竞争。而未来人工智能、区块链和机器人流程自动化三项创新科技的发展将给金融业及社会经济发展带来深远的变化。

随着中国实体经济向工业 4.0 及共享经济演变,信息化、智能化和个性化将成为主流商业模式。为顺应这一潮流,未来金融服务业也将向3.0转型,从"产品和渠道为王"转变为以客户为中心。一方面,金融机构实体网点功能向产品和服务研发与生产中心、后台处理中心转型,所有的交易执行将通过智能渠道来完成。另一方面,金融服务也将融入生活,相关的支付、融资、保险等需求通过生活场景来挖掘。因此,未来的"新金融"服务模式,将包含"产品服务""应用场景""智能渠道"三大要素,而科技将是迈向"金融 3.0"时代的重要支柱。

随着国际银行业的运行环境和监管环境发生巨大的变化,信用风险和市场风险以外的风险破坏力日趋显现,《巴塞尔协议 I》的局限性逐渐暴露出来。由于《巴塞尔协议 I》本身在制度设计上存在缺陷,同时随着经济金融全球化的进一步发展,金融创新层出不穷,金融衍生品大量使用,银行业趋于多样化和复杂化,信用风险以外的其他风险逐渐凸显,诱发了多起重大银行倒闭和巨额亏损事件;此外银行通过开展表外业务等方式来规避管理的水平和能力不断提高。因此,《巴塞尔协议 II》在最低资本要求的基本原则基础上,增加了外部监管和市场约束来对银行风险进行监管,构建了三大支柱——资

本充足率、外部监管和市场约束,形成了对银行风险全面监管的完整体系。但 2007 年金融危机的爆发使得《巴塞尔协议 II》的问题也日益暴露出来,为应对金融危机,《巴塞尔协议 II》从银行个体和金融体系两方面提出了微观审慎监管和宏观审慎监管理念。2007 年 2 月中国银监会发布了《中国银行业实施新资本协议指导意见》,标志着中国正式启动实施《巴塞尔协议 III》工程。按照中国商业银行的发展水平和外部环境,短期内中国银行业尚不具备全面实施《巴塞尔协议 III》的条件。而银监会确立了分类实施、分层推进、分步达标的基本原则。2012 年 6 月银监会发布了《商业银行资本管理办法(试行)》,这对中国商业银行风险管理提出了更高的要求,因此,今后各商业银行如何推进风险防范与管理成为关注的焦点。

金融机构要提升自身业务竞争力就必须跟上金融科技发展的节奏。目前,金融机构不仅专注于系统升级,也着眼于相关解决方案。这除了可提高客户服务质量外,还有助于金融机构提升效率、降低成本、强化安全性。这一切不仅将对金融业从业者产生巨大压力,也将对金融专业学生的学习与就业产生巨大冲击,如果他们不能够在将来的工作中发挥机器不可替代的作用,就将被金融科技浪潮所淘汰。今后金融机构所需要的是复合型人才,数字技能、商业头脑、管理能力缺一不可。因此,如何培养面向未来的金融专业人才,不仅是大学教育需要深入探究的问题,也是金融机构所面临的重要课题。针对上述状况,本书对以下几方面问题进行了深入研究:

苏州地区利用福彩公益金投保方式引导商业保险机构参与民生保险,构建起城镇化建设中防灾减灾和救灾资金补偿渠道,政府、商业保险公司和居民之间构成灾害保险互补共融机制,为苏州现代化建设示范区筑起防灾安全保险体系。研究发现苏州灾害保险互补共融机制中存在多重复杂型委托代理关系,并在多环节有可能发生逆向选择和道德风险,需解决防灾减灾委托代理监管机制、灾害损失共担机制和灾害保险风险化解机制缺失问题。因此,建议政府部门通过机制和制度创新进一步完善苏州灾害保险互补共融机制。

随着我国金融业的不断开放,第三方支付、网络信贷、网络众筹等新型互联网金融服务模式迅速崛起。虽然互联网金融降低了融资成本,提高了社会资金的使用效率,推动了金融业务格局和服务理念的变化,它是对以银行为代表的主体金融机构投融资功能的有效补充,并完善了整个社会的金融体系;但互联网金融在给用户带来高效、便捷、低成本的同时,也酝酿着潜在的

金融风险。因此,既要维护金融市场创新,又应防范其风险,这就使互联网金融在发展中面临着创新与监管的问题。通过分析互联网行业巨头的金融产品,发现其存在五种主要风险,通过提出应对互联网金融风险的监管措施和建议,以保证我国互联网金融业健康发展。

虽然中国人民银行等已发布《关于小额贷款公司试点的指导意见》,允许由民间出资成立小额贷款公司,以拓宽融资渠道解决中小企业融资难的问题,但同时也对小额贷款公司资金来源做了诸多限制。这虽然是应对系统性金融风险的需要,但也在一定程度上约束了小额贷款公司的资金来源,使小额贷款公司面临筹资难的问题。阿里小贷和东证资管推出我国首只小贷公司资产证券化产品——东证资管-阿里巴巴专项资产管理计划,为我国小贷公司通过资产证券化拓展融资渠道做了探索。研究"京东白条"应收账款债权资产支持专项计划和阿里小贷资产证券化,对未来小额贷款公司实施资产证券化具有借鉴意义。

P2P 网贷平台是近十年出现的新业态,并得到了迅速发展,这对我国金融产业发展具有推动作用,但 P2P 网贷平台发展中存在的监管问题亟须解决。通过分析 P2P 网贷平台发展现状与特点及 P2P 网贷的主要产品,对 P2P 网贷平台的信贷行为、运营模式、风险及法律监管等问题进行研究并提出对策建议,这对于我国 P2P 网贷平台的健康发展具有重要意义。

我国小额贷款公司的主要经营对象为中小企业等,如何防范贷款风险不仅是小贷公司需要深入研究的问题,也是监管部门需要探索的重要课题。通过分析我国小额贷款公司的发展历程、发展状况、法律监管现状,并以苏州为例分析小额贷款公司的发展和监管问题,比较小额贷款公司与商业银行、农村信用社等银行业金融机构在监管上的区别,针对小贷公司监管中存在的问题提出对策及建议。

寿险个人代理人制度的引进,打破了传统个人寿险营销模式,个人寿险业务为寿险业发展提供了强大动力,但伴随着中国保险业快速发展,由国外引入的寿险个人代理人制度也出现了与国内金融市场环境及法律监管不协调的问题,因此,寿险个人代理人制度迫切需要进行改革。通过全面分析个人代理人制度,以苏州市A保险公司为调研对象,并分析寿险个人代理人制度的约束与激励机制,对其制度性缺陷提出对策建议。

在分析我国铜期货市场发展现状的基础上,选用上海期货交易所期货价格及全铜网上海现货价格的日数据与周数据作为研究对象,应用最小二乘法

和误差修正模型计算套期保值比率,分析两种模型套期保值的有效性。研究结果表明,使用周数据并考虑协整关系的误差修正模型最终的套期保值效果更优。

随着全球老龄化趋势的出现,各国养老金的支付压力增大。我国提高社保基金增值保值效率迫在眉睫,而只有对收益和风险水平进行比较分析,才能判断投资组合既定目标的综合结果。通过讨论社保基金增值保值效率相关问题,介绍 VaR 和 RAROC 模型在社保基金投资组合中的应用,并运用经 VaR 调整的资本收益率(RAROC)指标来对全国养老基金重仓组合与上证综指的增值效率进行实证分析,对如何提高社保基金的运用效率提出投资管理建议。

我国越来越多的上市公司将发行可转债作为募集资金的重要方式,而可转换债券具有股权和债权的双重属性,因此可转债的发行对发债公司的股价产生何种影响成为学术界关注的焦点。以上海证券交易所和深圳证券交易所发行过可转债的26个上市公司为研究对象,运用事件研究法,以可转债发行信息公告日为关键事件点,得出可转债发行对发债公司股价产生正面影响的实证结果。运用逐步回归法和单因素方差分析法筛选得到显著影响可转债发行的公告效应的因素,分析这些因素的影响机制,并对有可转债融资意向的上市公司和普通投资者提出了合理化建议。

英文摘要

Chapter 1

Title: Insurance Complementary Mechanism and Regulation Innovation: Case Study on the Urbanization Construction of Suzhou

Abstract:

Guiding commercial insurance agencies to participate through lottery public welfare fund in the livelihood insurance coverage in Suzhou can facilitate building up disaster prevention and relief funds compensation channels in urbanization construction, and form the disaster insurance mutual complementary mechanism between the government and the commercial insurance company and residents in Suzhou Modernization Demonstration Zone. The study finds that Suzhou disaster insurance mutual complementary mechanism exists in the complex principal-agent relationship, and has possible adverse selection and moral hazard issues in different stages. It is crucial to solve the lack of principal-agent supervision mechanism of disaster prevention and mitigation as well as disaster insurance risk pooling mechanism. Therefore, it is suggested that the government should improve the Suzhou disaster insurance mutual complementary mechanism through innovation.

Chapter 2

Title: Investigation into Innovation and Risk Management in Online Financial Services: Comparative Study on Alibaba, Tencent and JD

Abstract:

With the continuous opening of China's financial industry, the new modes of the Internet financial services, such as the third-party payment, network credit and the Internet banking, have risen rapidly. Internet banking has been supporting to reduce the cost of financing, improve the utilization efficiency of social capital, and promote the change of financial business structure and service concept. It has improved the financial system of the whole society. However, the Internet banking also brings potential financial risks to users at the same time along with its advantages such as efficient, convenient and low cost. As such, we must encourage financial market innovation, but also guard against its risks in terms of Internet financial development. The question must be addressed on the road; How to balance the innovation and supervision of

the Internet banking? This chapter analyzes the financial products of giant Internet companies as well as the innovative characteristics and five main risks, and puts forward the measures for the Internet financial risk supervision, which is to use the Internet thinking in terms of innovation and supervision mode and method, in order to promote healthy development of Internet banking, and thus boost the development of the real economy in China.

Chapter 3

Title: The Study on Asset Securitization of Online Consumer Financial Services **Abstract:**

On May 2008, the People's Bank of China and the China Banking Regulatory Commission jointly issued guidance opinions on pilot projects for small loan companies. The government allows the establishment of small loan companies funded by the private sector, with innovative financing channels, to help solve the financing problem of small and medium-sized enterprises, but also has restrictions on the source of funding for microfinance companies. Therefore, the small loan company itself has been facing financing problems, and it is more difficult for many small and medium-sized loan companies to provide much-needed loan funds. In order to cope with this problem, small loan companies must innovate financing channels, and the securitization of small loan assets is a feasible program. In July 2013, Alibaba small loan and Topix Asset Management successfully launched China's first small loan company asset securitization products—Topix Alibaba special asset management plan. It provides an important reference for China's small loan companies to expand financing channels through asset securitization. This chapter will make a brief analysis of China's small loan company and their issues, through the study of "JD IOU" accounts receivable asset-backed special plan to have some implications for the same type of asset securitization in the future.

Chapter 4

Title: Study on the Regulation of Offline-based P2P Online Lending Platforms: Case Study on the P2P Lending Platform of Company X in Suzhou

Abstract:

P2P network lending platform is a new format for less than ten years, and in the past two years with the "Internet plus" background, it has been rapidly developed as part of the Internet banking services. It is crucial to the formation of a variety of formats for financial development, prosperity and development of China's financial industry. But the development of P2P net loan platform still has the regulatory problems needed to be solved. This chapter analyzes the specific problems faced by P2P net loan platform, and puts forward relevant countermeasures and

suggestions, which have certain significance for the further development of P2P network lending platform. First the chapter introduces the theory of P2P net loan platform, including the commercial loan theory, capital transformation theory, microfinance theory and micro credit theory, etc. Then, it summarizes the common risks, credit behavior, platform development, operation model and legal supervision of P2P lending platform. And the specific analysis of the P2P network lending platform for the development status and characteristics, as well as the main product of P2P net loan platforms is conducted. Finally, the chapter puts forward relevant countermeasures and suggestions for lenders, borrowers, P2P net lending platform and regulatory authorities respectively.

Chapter 5

Title: Study on Legal Regulation and Institutional Innovation of Small Loan Companies in China: Case Study on Suzhou

Abstract:

Since the small loan business was introduced into our country in 1990s, it has been developed for more than 30 years. In 2005, China began to pilot small loan companies, in 2008 the central bank and the China Banking Regulatory Commission (CBRC) jointly issued the guidance on the small loan company pilot guidance, which is the first guideline about small loan companies. The main operating objects of small loan companies in China are to help solve the financing problems of agriculture sector, including rural areas and farmers. In addition to the small loan, China's commercial banks, rural credit cooperatives and other banking financial institutions also operate small loan business. At present, the supervision of small loan companies is not prudent, and from the legal perspective, we noticed the lack of appropriate regulatory laws and regulations. This chapter introduces the basic situation of China's small loan company's development history, the basic situation of legal supervision, and the necessity of supervision, taking Suzhou as an example, analysing the status quo of the development and supervision of small loan companies. By comparing the supervision system of small loan companies and commercial banks, rural credit cooperatives and other banking financial institutions, and combining with the current situation, this chapter puts forward some specific countermeasures and suggestions to improve the efficiency of small loan companies in China.

Chapter 6

Title: Innovation on the Individual Life Insurance Agent System in China: Taking Insurance Company A as an Example

Abstract:

In the 1980s China's insurance market gradually restored, the domestic life insurance business mainly focused on the group insurance, and life insurance company selling its own direct personal insurance products is the main mode. In 1992, with the establishment of Shanghai branch of AIA Ltd., the introduction of a new marketing mode, individual life insurance agent system broke the traditional life insurance marketing mode, and individual life insurance business has become a strong impetus to the development of the insurance industry. The insurance industry has entered a period of leapfrog development, and has become one of the fastest development in the national economy.

Behind achieving such a brilliant achievement, individual life insurance agent system has played a huge role. But with the rapid development of China economy and insurance industry, and the fact that it is introduced from abroad, the individual life insurance agent system also reflects the fact that the current domestic financial market environment and the legal and regulatory environment are uncoordinated. Individual life insurance agent system is an urgent need for the reform and finding out a road to adapt to the characteristics of Chinese market environment and legal environment. With the help of Potter's diamond model, based on data analysis and comprehensive analysis of the individual agent system, and taking A Insurance Company of Suzhou city as the research object, combined with the questionnaire and the interview, a comprehensive analysis of restraint and incentive mechanism of individual life insurance agent system are discussed, and finally policy suggestions on reform and innovation of the existing system are put forward.

Chapter 7

Title: An Empirical Study on the Effectiveness of Hedging in China's Future Market—Taking Shanghai Copper Futures as an Example

Abstract:

With the development of China's futures market, the study of hedging in futures market is becoming more and more significant for relevant companies. Based upon analyzing the current situation of copper futures market in China, this chapter calculates the hedging ratio with least squares method and error correction model of co-integration relation to estimate the effectiveness of hedging by using daily and weekly data of futures prices and spot prices on the Shanghai Futures Exchange.

The results show that the hedging effect of the error correction model of co-integration relation using weekly data is better than that of the other method.