

保理业务全球实践

International Factoring Business Practice

富国银行亚洲区商通融业务总裁

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The factoring environment globally is evolving rapidly

全球保理业态环境持续快速演变

China 中国

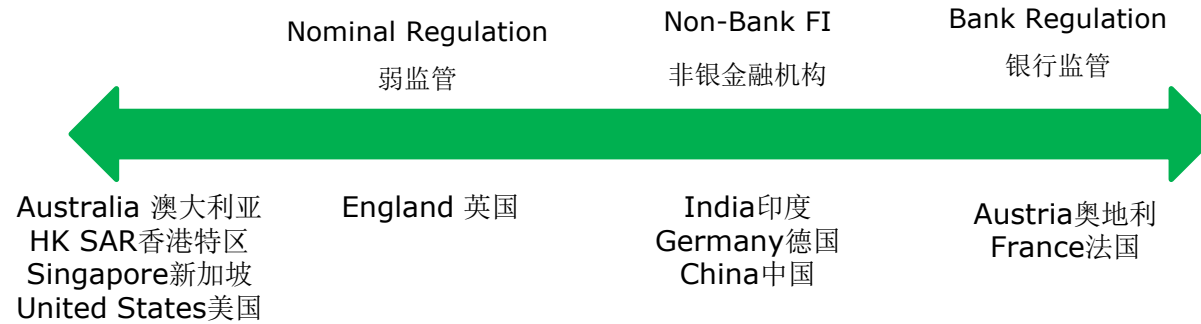
Regulatory supervision transition from the Ministry of Commerce to CBIRC and the local Financial Authority Bureaus

行业监管由商务部转隶银保监会及地方金融局

New regulations are being developed
新法规正在酝酿

Regulation of factoring in different forms globally

全球保理行业监管模式各不相同



Typical requirements focus on procedural items – contract formalities, types of factoring, and registration requirements.
注重程序要求—合同手续，保理类别及注册条件

Favorable reforms and government support

倾向性改革及政府扶持

Philippines
菲律宾

Vietnam
越南

Brunei
文莱

The industry itself is innovating 行业创新层出不穷

Markets that embrace non-banking financial institutions, such as factoring companies, see significant growth in capital to support MSMEs
在鼓励发展如保理公司等非银行金融机构的市场，对中小企业的资金支持增长迅速



Great accomplishments in China 中国的成果有目共睹
of registered commercial factoring company reaches 11,000+
商业保理公司数量超过**11,000**家

Key support required 需要得到支持的主要方面

- ✓ Robust and appropriate regulation of the commercial factoring industry
- ✓ 建立健全的保理行业法规
- ✓ Regulation should leverage global best practices, adjusted to Chinese market
- ✓ 法规制定借鉴成熟市场的经验，并与中国市场特色相结合
- ✓ Regulation should be aligned to similar regulations in the banking industry
- ✓ 法规制定应与银行业靠拢
- ✓ Supervision should be coordinated and standardized nationwide
- ✓ 协调统一全国范围的法规和监管
- ✓ Commercial factoring companies should be allowed to operate nationwide
- ✓ 应允许商业保理公司全国经营
- ✓ Encourage the extension of credit to the private sector – and, in particular, SME enterprises
- ✓ 支持对民营企业授信，尤其是中小企业

- ✓ Clear application of VAT rules and regulations
- ✓ 明确增值税政策适用细则
- ✓ Coordination with the banking sector (through working capital loans, risk participation, securitization, bond issuance) should be encouraged and regulations aligned appropriately
- ✓ 鼓励与银行间的协同合作（通过流动资金贷款，风险分担，证券化，债券发行等）并提供相应的政策支持
- ✓ Credit insurance is a prudent and appropriate risk mitigation tool used for factoring globally and should be available domestically in China
- ✓ 信用保险是一种谨慎稳妥的风险控制工具，在全球保理行业通行，应该在中国得到推广
- ✓ Credit information data should be broadly available to credit grantors (beyond the banking system)
- ✓ 征信系统应该得到更广泛的应用，给所有授信机构，而不是仅仅限于银行
- ✓ Cross-border participation with global financial institutions, including non-banking financial institutions, should be facilitated
- ✓ 与境外金融机构的合作（包括非银行）应该更加自由化

Call for action 行动呼吁

1

Government
政府

2

Industry
行业

3

Companies
公司

Ask: Let's drive change together to benefit our industry, our customers, and SMEs across China.

为行业，为客户，为全中国中小企业的福祉，大家行动起来推进变革！

✓ Appreciate our collective industry accomplishments in past seven years

过去七年中，通过我们共同努力，行业发展成绩斐然

✓ Think about what you can do to help drive change – big or small, every effort helps!

每个人都思考一下，自己能为推进变革做些什么 - 无论大小，滴水成河！

✓ Commit to do at least one activity to help make these objectives reality

起码做一件实事帮助实现目标

I look forward to our continued prosperity and success in 2019!

期待2019再创辉煌

谢谢
Thank You



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