

2013.03.22

王卫 (Steve Wang)

+ (852) 3988-6925

steve.wang@bocigroup.com

吴琼 (Qiong Wu), CFA

+ (852) 3988-6926

qiong.wu@bocigroup.com

刘溪 (Lucy Liu)

+ (86) 21-20328025

xi.liu@bocigroup.com

QFII/RQFII 投资: 境内外人民币债的价值比较**A valuation comparison between onshore and offshore RMB bonds for QFII/RQFII investors**

- 随着中国监管机构近来大步推进 QFII 及人民币 QFII 项目，外国投资者有更多机会涉足境内的人民币债券市场。/ The onshore RMB bond market has become more accessible for foreign investors as the Chinese regulators took large steps recently to expand the QFII/RMB QFII programs.
- 今年 3 月，中国人民银行颁布新规，开放 QFII 投资中国的银行间债券市场；而证监会也对人民币 QFII 项目作出了两个方面的重大拓展，放宽了准入资格和可投产品类的限制。这进一步推高了外国投资者对中国境内债券市场的兴趣。/ In March, the PBoC issued a new rule that opens China's inter-bank bond market to QFIIs, and CSRC also unveiled two significant expansions of the RQFII pilot scheme to relax market entry barrier and to broaden the scope of permitted investment, further fueling the interests of foreign investors in the Chinese domestic bond market.
- 我们对境内外人民币债的价值比较显示，在多数情况下，境内债比境外类同债的收益率更具吸引力。/ Our valuation comparison between the onshore and offshore RMB bond markets shows that, in majority of the cases, onshore bonds offer more attractive yields than their offshore peers.
- 但在高收益债板块，境内人民币债相对境外债的收益率优势并不明显，甚至在一些例子中反向，从而使得这样的境外人民币债更有吸引力。/ In the HY space, however, the yield pick-ups of onshore RMB bonds over offshore ones are less significant or evident, and in some cases the situation is even reversed, making the offshore bonds more appealing.

The onshore RMB bond market has become more accessible for foreign investors as the Chinese regulators took large steps recently to expand the QFII (Qualified Foreign Institutional Investors) and RMB QFII (RQFII) programs. These policy expansions aimed to further relax the market entry barrier and to broaden the scope of permitted investment, while continuing to raise the QFII quota ceilings further. At the same time, these latest developments have also further fueled the interests from foreign investors in the Chinese domestic bond market.

The recent development of QFII and RQFII programs

First launched in 2002, QFII program allows licensed foreign investors to invest in China's domestic (onshore) equities and exchange traded bonds. By the end of 2012, there are 207 QFIIs that have received approvals from the Chinese regulators, while the total quota ceiling of the QFII program has been increased to \$80 billion. As of Dec. 31, 2012, 169 QFIIs had secured a total investment quota of \$37.4 billion. On Mar. 20th, the PBoC issued a new rule that opens China's inter-bank bond market to QFIIs, further broadening the investment scope of the QFII program.

In Dec. 2011, the Chinese government established the RQFII pilot scheme as an extension of the exiting QFII program. The RQFII program allows qualified foreign investors to invest their offshore RMB funds in China's domestic

随着中国监管机构近来大步推进 QFII (合格境外机构投资者) 及人民币 QFII 项目, 外国投资者有更多机会涉足境内的人民币债券市场。这些政策的拓展在不断扩大 QFII 额度的同时, 进一步放宽了准入资格的门槛和可投产品的范围。这些最新发展也同时进一步推高了外国投资者对投资中国境内债券市场的兴趣。

QFII 和人民币 QFII 的最新发展

QFII 在 2002 年首次推出, 允许合格的外国投资者投资中国境内股票及在交易所挂牌的债券。截至 2012 年底, 共有 207 家 QFII 基金获得中国监管机构的资格批准, 而 QFII 总配额上限也已增加至 800 亿美元。截至 2012 年 12 月 31 日, 共有 169 家 QFII 机构累计共获得 374 亿美元的投资额度。在 3 月 20 日, 中国人民银行颁布新规, 允许 QFII 资金投资于中国的银行间债券市场, 进一步扩大了 QFII 的投资范围。

2011 年 12 月, 中国政府设立了人民币 QFII 的试点计划, 作为已有的 QFII 项目的延伸。人民币 QFII 允许合资格的外国投资者将境外的人民币资金投资中国境内的资本市场。初始配额为 200 亿人民币, 至今总配额上限已被拓展到 2700 亿人民币。

3 月 6 日, 中国证监会就人民币 QFII 计划作出了两方面重大拓展 (见图 1):

图 1: 人民币 QFII 的发展/ Fig. 1: The development of RQFII

日期 Date	配额上限 Quota ceiling	资格参与者 Qualified institutions	基金产品 Fund products
2011/12 Dec. 2011	200 亿元/ RMB 20bn	中国证券或基金管理公司的香港子公司 /HK subsidiaries of PRC securities or fund management firms	人民币 QFII 资金中有不有不少于 80% 的资金投资于债券和其它固定收益证券, 且有不多于 20% 的资金投资于股票及股票类基金。/RQFII funds with not less than 80% of fund assets invested in fixed income and up to 20% of fund assets invested in mainland stocks.
2012/04 Apr. 2012	700 亿元/ RMB 70bn		人民币 A 股 ETF 产品, 投资于 A 股指数成分股。/RQFII ETFs which invest in A-share index constituent stocks
2012/11 Nov. 2012	2700 亿元/ RMB 270bn		
2013/03 Mar. 2013		扩大到包括境内商业银行和保险公司的子公司, 以及注册地及主要经营地在香港地区的金融机构。/Expanded to include HK subsidiaries of Chinese banks and insurers as well as HK-based financial institutions	原有的 80% 债券投资的要求被取消, 允许完全投资股票产品。基金可以投资于股指期货。/ The 80% debt investment requirement has been removed, allowing funds to solely invest in equity products. Funds can invest in stock-index futures.

数据来源: 中银国际/Source: BOCI

capital market. The initial program quota was set at RMB20 billion, and has since been expanded to a total quota of RMB270 billion.

On Mar. 6th, CSRC unveiled two significant expansions of the RQFII pilot scheme (see Fig. 1):

1. The program now opens to HK subsidiaries of Chinese banks and insurers, as well as Hong Kong-based financial institutions, as compared to only the HK subsidiaries of PRC securities or fund management firms previously.

2. The investment restriction on equities (i.e., at least 80% in debts and no more than 20% in equities) has been removed and the range of allowed investment products has been widened to include many more securities categories, including stock index futures.

The expanded QFII/RQFII programs have attracted increasing interests from international investors. Money managers, pension funds, insurance companies, sovereign wealth funds and central bank reserves have all shown more interests and activities in this investment space. Given the currently higher yields of the onshore RMB bond market and its much developed breath, an increased investment exposure in that market should help to boost returns of offshore RMB funds and their investment diversity.

Valuation comparisons between onshore and offshore RMB bonds

For RQFII/QFII investors, they have an investment choice between the onshore and offshore RMB bond markets, and a valuation comparison between these two markets may provide some investment insights. We look into such comparisons in various bond sectors. However, our comparison analysis does not include consideration of any tax consequences to investors in these two markets.

Government and policy bank bonds

China sovereign and policy banks are one of the largest issuing groups in both onshore and offshore RMB bond markets. Since they issue offshore bonds directly from the same onshore issuing entities, this makes the onshore-offshore comparison straightforward and clear. As shown in Fig. 2, the onshore RMB

1. 合格试点机构范围扩大到包括境内商业银行和保险公司的香港子公司, 以及注册地及主要经营地在香港地区的金融机构。而此前, 合格试点机构仅限于中国证券及基金管理公司的香港子公司。

2. 对股票投资的限制(即至少 80% 投资于债券, 最多 20% 投资于股票)已被取消, 可投资产品的范围扩大至更多的证券类别, 包括股指期货。

QFII/人民币 QFII 计划的扩大吸引了越来越多国际投资者的兴趣。投资基金、养老基金、保险公司、主权财富基金和央行储备都表现出更多的兴趣和参与。鉴于目前境内人民币债券市场较高的收益率及更为广阔的投资空间, 增加对该市场的投资份额有益于提高离岸人民币资金的回报率和投资的分散性。

境内外人民币债券的价值比较

对于人民币 QFII 和 QFII 投资者而言, 他们有投资境内外人民币债券市场的两种选择, 而对这两个市场的债券价值比较或许可以为他们提供一些投资理念。我们以下对不同债券板块进行了这种价值的比较。不过, 我们的比较分析不包括任何这两个市场上投资者在税收方面的考虑。

政府以及政策银行债券板块

图 2: 境内外人民币主权和政策银行债收益率的比较
 /Fig. 2: Yield comparisons on government and policy bank RMB bonds: offshore vs. onshore

境外债券 Offshore bond	买入价 收益率 Bid YTW	境内债券 Onshore bond	买入价 收益率 Bid YTW
China 2.48 20	2.78	China 3.42 20	3.50
ADB 3.2 15	2.80	ADB 3.62 15	3.61
CDB 2.95 15	2.86	CDB 5.14 15	3.72
Exp-Imp Bank China 3.35 17	2.99	Exp-Imp Bank Chi- na 3.85 18	3.97

数据来源: 彭博、中银国际/Sources: Bloomberg, BOCI

中国的主权以及政策银行是境内和境外人民币债券市场上最大发行群体之一。由于其境外债券是由同一境内机构直接发行的, 使得境内外债的比较更直接和清楚。如图 2 所示, 中国政府和政策银行发行的境内人民币债券比其境外相应债券更为便宜。

bonds from China government and policy banks trade relatively cheaper than their offshore peers. For example, China's offshore 7-year bond is yielding 2.78%, while its onshore 7-year bond at around 3.5% for 72bps in yield pick-up. And ADB's offshore bond due 2015 is yielding 2.8%, while its onshore peer is yielding 3.61%, offering 81bps in yield pick-up.

SOE/IG corporate bonds

China SOEs are also a large issuing group in the offshore RMB bond market. Given that their names are more familiar to investors or their credit histories are better proven, their offshore RMB bonds, with or without ratings, have enjoyed better reception by the market. At the same time, besides direct obligation, many offshore RMB bonds have utilized various forms of credit structures to enhance the bond credit, such as corporate guarantee, keepwell agreement and share repurchase undertaking underwritten by their onshore parents.

Fig. 3 compares some of the SOE/IG corporate bonds between these two RMB bond markets. In majority of the cases, onshore bonds offer more attractive yields as compared with their offshore peers, with yield pickups ranging from 18bps to 243bps. The differences are particularly prominent in the cases in which the offshore RMB bonds are direct issuance from the onshore SOE entities. For example, Baosteel's offshore bond due 2015 trades at a yield of 3.14%, 243bps lower than its onshore peer. The onshore RMB bonds of China Guangdong Nuclear and China Minmetals also trade more than 1% higher than their offshore peers, respectively.

HY corporate bonds

The picture is mixed in the HY RMB bond space. As shown in Fig. 4, some onshore industrial names provide sizable yield pick-ups versus their offshore peers, while others either have shown little differences or even shown a reversed situation. For example, China Power International's offshore bond due 2015 is yielding 3.97%, while its onshore parent's 2-year bond is at 4.99%. In contrast, Gemdale's offshore bonds due in 2015 are yielding 4.87%, higher than the 4.76% yield of its onshore 2016 bonds. In such reversed cases, the offshore RMB bonds are more appealing than their onshore peers.

例如，中国政府境内7年期债的收益率为2.78%，而其境外7年期债的收益率约为3.5%，较境内债的收益率高出72基点。中国农业发展银行发行的2015年到期的境外债券收益率为2.8%，而其境内同类同债券的收益率为3.61%，较境外债的收益率高81基点。

国企/投资级公司债券板块

图3：境内外中国国企/投资级人民币债的收益率比较
 /Fig. 3: Yield comparisons on SOE/IG corporate RMB bonds: offshore vs. onshore

境外债券 Offshore bond	买入价 收益率 Bid YTW	境内债券 Onshore bond	买入价 收益率 Bid YTW
Shanghai Baosteel Group 3.675 15	3.14	SH Meishan Iron & Steel 5.11 15	5.57
Huaneng Power Intl Inc 3.85 16	3.39	China Huaneng Group 5.15 18	5.15
CNPC Finance HK Ltd 2.95 14	2.87	Petrochina Co Ltd 3.97 15	4.21
China Mimetals Corp 3.65 16	3.54	China Mimetals Corp 5.3616	4.77
China Guangdong Nuclear 3.75 15	3.25	China Guangdong Nuclear 3.9 15	4.35
Beijing Capital Land Ltd 7.6 15	4.79	Beijing Capital Land Ltd 6.5 14	5.86
Sinotruk Hong Kong Ltd 4.5 14	3.46	China Heavy Duty Truck 5.32 14	4.33
COFCO HK Ltd 1.85 14	3.22	COFCO Corp 5.12 14	4.04
China Merchants Holdings 2 14	3.21	China Merchants Group 3.85 14	3.85
Beijing Enterprises Water Group 5 16	3.69	Beijing Enterprises Group 4.69	4.14
Shougang Holding HK Ltd 4.875 13	3.95	Shougang Corp 3.85 14	4.23
China Resources Power Holdings 3.75 15	2.96	China Resources National Corp 5.05 15	3.14

数据来源：彭博、中银国际/Sources: Bloomberg, BOCI

中国国企也是境外人民币债券市场上的一个主要发行群体。由于这些国有企业更为投资者熟悉或有更良好的信用历史，它们在境外发行的人民币债无论有没有评级均被市场较好的接受。同时，除境内母公司直接发行外，许多境外人民币债券也使用了多种形式的信用结构来提高债券的信用质量，诸如由境内母公司提供的企业担保、支持协议及股权回购承诺等。

图3对这两个人民币债券市场上的一些国有企业/

图 4: 境内外人民币高收益债收益率比较/ Fig. 4: Yield comparisons on HY corporate RMB bonds: offshore vs. onshore

境外债券 Offshore bond	买入价 收益率 Bid YTW	境内债券 Onshore bond	买入价 收益率 Bid YTW
China Shanshui Cement 6.5 14	4.16	Shandong Shanshui Cement 5.44 16	4.27
China Power Intl Development 3.2 15	3.97	China Power Investment 4.98 15	4.99
Guangzhou R&F Properties 7 14	4.76	Guangzhou R&F Properties 6.85 14	5.13
Gemdale Intl Holdings 9.15 15	4.87	Gemdale Corp 5.5 16	4.76

数据来源: 彭博、中银国际/Sources: Bloomberg, BOCI

投资级公司债券进行了比较。在多数情况下, 相对境外类同债券, 境内债收益率更具吸引力, 其收益率高出的幅度为 18 至 243 基点。这一点在境内国企在境外直接发行的人民币债的例子中尤为突出。例如, 宝钢境外 2015 年到期债收益率为 3.14%, 较境内类似债券低 243 基点。广东核电和中国五矿的境内债券也分别较其境外债券的收益率高多于 1 个百分点。

高收益企业债

在高收益的人民币企业债方面, 情况则不尽相同。如图 4 所示, 一些境内工业名字的债券较相应境外债券的收益率高出不少, 而另一些则差异不多, 甚至出现反向。例如, 中国电力国际的 2015 年到期境外债收益率为 3.97%, 其境内 2 年期债收益率为 4.99%。与其相反, 金地 2015 年到期境外债收益率为 4.87%, 高于其境内 2016 年到期债的 4.76% 的收益率。对于这样的反向例子, 境外人民币债比境内的类同债券更有吸引力。

DISCLOSURE

The views expressed in this report accurately reflect the personal views of the analysts. Each analyst declares that neither he/she nor his/her associate serves as an officer of nor has any financial interests in relation to the listed corporation reviewed by the analyst. None of the listed corporations reviewed or any third party has provided or agreed to provide any compensation or other benefits in connection with this report to any of the analysts, BOCI Research Limited and BOCI Group. Member companies of BOCI Group confirm that they, whether individually or as a group (i) do not own 1% or more financial interests in any of the listed corporations reviewed; (ii) are involved in making a market in the securities of PetroChina Co Ltd; (iii) do not have any individual employed by or associated with any member companies of BOCI Group serving as an officer of any of the listed corporation reviewed; and (iv) have investment banking relationship with Export-Import Bank of China, China Huaneng Group Corp, Hainan Airlines Hong Kong Co Ltd, CNPC Finance HK Ltd, China Guangdong Nuclear Power Holding Co Ltd and Sinotruk Hong Kong Ltd within the preceding 12 months.

This disclosure statement is made pursuant to paragraph 16 of the “Code of Conduct for Persons Licensed by or Registered with the Securities and Futures Commission” and is updated as of 21 March 2013. Waiver has been obtained by BOC International Holdings Limited from the Securities and Futures Commission of Hong Kong to disclose any interest the Bank of China Group may have in this research report.

DISCLAIMER



This report was originally prepared and issued by BOCI Research Limited for distribution to their professional, accredited and institutional investor customers. It is not directed to, or intended for distribution to or use by, any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would subject BOCI Research Limited, BOC International Holdings Limited and its subsidiaries and affiliates (collectively "BOCI Group") to any registration or licensing requirement within such jurisdictions. None of the material, nor its contents, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party, without the prior express written permission of BOCI Group. All trademarks, service marks and logos used in this report are trademarks or service marks or registered trademarks or service marks of BOCI Group.

The information, tools and material presented in this report are provided to you for information purposes only and shall not be used or considered as an offer or the solicitation of an offer to sell or to buy or subscribe for securities or other financial instruments. BOCI Group may not have taken any steps to ensure that the securities referred to in this report are suitable for any particular investor. The contents of this report do not constitute investment advice to any person and such person shall not be treated as a customer of BOCI Group by virtue of receiving this report.

Information and opinions presented in this report have been obtained or derived from sources believed by BOCI Group to be reliable, but BOCI Group makes no representation as to their accuracy or completeness and BOCI Group accepts no liability for loss arising from the use of the material presented in this report unless such liability arises under specific statutes or regulations. This report is not to be relied upon in substitution for the exercise of independent judgment. BOCI Group may have issued other reports that are inconsistent with, and reach different conclusions from, the information presented in this report. The reports reflect the different assumptions, views and analytical methods of the analysts who prepared them. For the avoidance of doubt, views expressed in this report do not necessarily represent those of BOCI Group.

This report may provide the addresses of, or contain hyperlinks to, various websites. To the extent that this report refers to material outside BOCI Group's own website, BOCI Group has not reviewed the linked sites and takes no responsibility for the content contained therein. Such address or hyperlink (including addresses or hyperlinks to BOCI Group's own website material) is provided solely for your convenience and information and the content of the linked sites does not in any way form part of this report. Accessing such websites shall be at your own risk.

BOCI Group may, to the extent permitted by law, participate or invest in financing transactions with the issuer(s) of the securities referred to in this report, perform services for or solicit business from such issuers, and/or have a position or effect transactions in the securities or other financial instruments thereon. BOCI Group may, to the extent permitted by law, act upon or use the information or opinions presented herein, or the research or analysis on which they are based, before the material is published. BOCI Group and the analysts preparing this report (each an "analyst" and collectively the "analysts") may have relationships with, financial interests in or business relationships with any or all of the companies mentioned in this report (each a "listed corporation" and collectively the "listed corporations"). See "Disclosure".

Information, opinions and estimates are provided on an "as in" basis without warranty of any kind and may be changed at any time without prior notice. Nothing in this report constitutes investment, legal, accounting or tax advice nor a representation that any investment or strategy is suitable or appropriate to your individual circumstances. Nothing in this report constitutes a personal recommendation to you.

This report has been prepared and issued by BOCI Research Limited. This information is confidential and is intended solely for the use of its recipient. This report is distributed in Hong Kong by BOCI Research Limited and BOCI Securities Limited; in Singapore by BOC International (Singapore) Pte. Ltd. This report and any information, material and contents herein are intended for general circulation only and do not take into account the specific investment objectives, financial situation or particular needs or any particular person. This report and any information, material and contents herein are intended for general circulation only and do not take into account the specific investment objectives, financial situation or particular needs or any particular person. The investment(s) mentioned in this report may not be suitable for all investors and a person receiving or reading this report should seek advice from a financial adviser regarding the suitability of such investment(s), taking into account the specific investment objectives, financial situation or particular needs of that person, before making a commitment to purchase any of such investment(s). The suitability of any particular investment or strategy whether opined on, described in or referred to in this report or otherwise will depend on a person's individual circumstances and objectives and should be confirmed by such person with his advisers independently before adoption or implementation thereof (either as is or is varied).

Without prejudice to any of the foregoing disclaimers, to the extent that the reader is an accredited or expert investor as defined in Regulation 2 of the Financial Advisers Regulations ("FAR") of the Financial Advisers Act (Cap. 110) of Singapore ("FAA"), BOC International (Singapore) Pte Ltd is in any event exempted (i) by Regulation 34 of the FAR from the requirement to have a reasonable basis for making any recommendation as mandated under Section 27 of the FAA, and (ii) by Regulation 35 of the FAR from the requirements in Section 36 of the FAA mandating disclosure of any interests in securities mentioned in this report, or in their acquisition or disposal, that it or its associated or connected persons may have. The recipient of the analysis or report should contact BOCI in Singapore if they have any queries as to the report/analysis. Copyright 2013 BOCI Research Limited, BOC International Holdings Limited and its subsidiaries and affiliates. All rights reserved.

20/F, Bank of China Tower
1 Garden Road
Hong Kong
Tel: (852) 2867 6333
Fax: (852) 2147 9513

Toll free numbers to Hong Kong:

China North: 10800 8521065

China South: 10800 1521065

Singapore: 800 852 3392

BOCI Securities Limited

20/F, Bank of China Tower
1 Garden Road
Hong Kong
Tel: (852) 2867 6333
Fax: (852) 2147 9513

BOC International (Singapore) Pte. Ltd.

Reg. No. 199303046Z

4 Battery Road
4/F Bank of China Building
Singapore 049908
Tel: (65) 6412 8856 / 6412 8630
Fax: (65) 6534 3996 / 6532 3371