



**招商銀行** 伦敦分行  
CHINA MERCHANTS BANK London Branch

16 June 2016

The Opening Ceremony for China Merchants Bank London Branch

招商银行伦敦分行开业庆典



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招商银行于1987年成立，总部位于深圳，是中国第一家完全由企业法人持股的股份制商业银行。

自成立以来，招行伴随着中国经济和社会的快速发展，在广大客户和社会各界的支持下，从当初只有1亿元资本金、1家营业网点、30余名员工的区域性小银行，发展成为资本净额3600亿、资产总额4.7万亿、全国网点1200家、员工7万多人全国性股份制商业银行，并跻身全球前100家大银行之列。

招商银行伦敦分行成立于2016年1月，是在中国所有股份制银行中率先在英国获准成立的一家分行。作为招商银行的一部分，招商银行伦敦分行将充分利用伦敦国际金融中心得天独厚的条件，着力支持中国“走出去”企业，以大额批发业务为发展重点，提供包括银团贷款、贸易融资、资金清算、专业融资、现金管理在内的多样化的金融产品和服务，在促进双边经贸、服务及投资往来方面发挥更大的作用。

Established in 1987 in Shenzhen, China Merchants Bank (“CMB”) is China’s first joint-stock commercial bank.

Since its inception, CMB has grown with China’s economic and social progress from a small regional bank with a capital of 100 million yuan, one branch and over 30 employees into a nationwide joint-stock commercial bank that has a total net capital of 360 billion yuan, a total asset of 4.7 trillion yuan, over 1,200 branches and over 70,000 employees, ranking among the world’s top 100 banks.

China Merchants Bank London Branch opened for business in January 2016. China Merchants Bank is the first among all Chinese joint stock banks to open a branch in the UK. Benefitting from London’s unique position as an international financial hub, CMB London, as a branch of China

Merchants Bank, will reinforce its efforts to support Chinese enterprises to go global. With wholesale corporate banking as its focus, CMB London Branch will provide a range of diversified financial products and services, including but not limited to syndicated loans, trade finance, clearing and settlement, structured financing and cash management, allowing it to play a more important role in promoting bilateral trade, services and investment.



The Opening Ceremony for China Merchants Bank London Branch

# 招商银行伦敦分行开业庆典

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## CONTENTS

### 目录

- 01/16 Opening Ceremony  
开业庆典
- 17/46 Speeches  
嘉宾致辞
- 47/56 Communications  
内外宣传
- 57/72 Photo Album  
现场回放
- 73/82 Planning & Preparations  
前期准备



# OPENING CEREMONY

China Merchants Bank London Branch

—— 招商银行伦敦分行开业庆典 ——

Group Photo  
总行领导与分行全体员工合影

前排左起: 钱曦 夏样芳 郑先炳 刘加隆 汪建忠 潘康 田惠宇 周松 岳鹰 施顺华 汪涛 林荣光 岑峰  
中排左起: 史志军 肖强 江波 刘智聪 罗时豪 闫立国 罗潇 罗博德 林易叟 刘耀基 黄成旭 胡若升  
后排左起: 陈佳 薛静 杜佳忆 吴彬炜 潘晓阳 魏轶哲 简嘉庆 丰宇 丁雨 洪雪垠 静涟漪

Front row left to right: Qian Xi, Xia Yangfang, Zheng Xianbing, Liu Jialong, Wang Jianzhong, Pan Kang, Tian Huiyu, Zhou Song, Yue Ying, Shi Shunhua, Wang Tao, Lin Rongguang, Cen Feng  
Middle row left to right: George, John, Bo, Peter, Matt, Eric, Shawn, Robert Wood, Johnson, Eddie, Jason, Henry  
Back row left to right: Cristine, Joyce, Michelle, Robin, Peter, Max, Mark, Victor, Jackie, Sharon, Rachel





招商銀行

CHINA MERCHANTS BANK

OPENING  
CEREMONY  
开业庆典





/ Stage view of the Opening Ceremony 开业庆典舞台全景照片

## / Opening Ceremony 开业庆典

### CHINA MERCHANTS BANK LONDON BRANCH 招商银行伦敦分行

On 16 June 2016, CMB London Branch held its opening ceremony with nearly 200 guests from the UK Government, local regulators, financial institutions and Chinese and UK companies. CMB President & CEO Mr Tian Huiyu, together with Ambassador Liu Xiaoming, Economic Secretary Harriet Baldwin MP, the Lord Mayor of the City Lord Mountevans and Tanveer Hussain from PRA delivered speeches and witnessed the official launch of the Branch.

Tian Huiyu said the establishment of the bank's London branch was a vote of confidence in London as a leading global financial centre. Mr Tian added that the move was also an integral part of the CMB's overseas growth strategy. "More and more Chinese companies are investing in the UK. The establishment of a branch in London echoes this trend, enabling us to provide quality financial services to those Chinese companies following their own global strategy," said Mr Tian.

China's ambassador to the UK, Liu Xiaoming, said the steady stream of his country's banks coming to London was a clear indication that Chinese banks are now going global, and is also evidence of ever stronger China-UK cooperation.





/ Clapping for the opening of CMB London Branch 为招商银行伦敦分行开业鼓掌

## / Opening Ceremony 开业庆典

### CHINA MERCHANTS BANK LONDON BRANCH 招商银行伦敦分行

2016年6月16日，招商银行举办伦敦分行开业庆典，来自英国政府、监管当局、金融同业、中英企业代表近200人出席。招商银行总行行长田惠宇、中国驻英国大使刘晓明、英国政府代表、伦敦金融城市长、英国监管当局代表等分别致辞，并为伦敦分行揭牌。

田惠宇行长在致辞中指出，招商银行伦敦分行开业，是对伦敦金融城的光明未来投了一张信任票。随着中英关系迈入黄金时代，两国贸易往来不断加深，双边投资持续增长，伦敦离岸人民币中心不断发展，越来越多的中国企业到英国投资和发展，招商银行伦敦设立分行将为这些“走出去”的中国企业提供优质、高效的金融服务，为中英、中欧的经济经贸发展做出积极贡献。

刘晓明大使指出，伦敦分行的成立是中英双方落实去年10月习近平主席出访英国时两国达成的重要共识，在金融领域深化合作的又一重要成果。

英国金融监管当局代表表示，这是中国股份制银行在英国获准成立的首家分行，也是新中国成立以来中国大陆银行在英国直接设立的首家分行，意义重大。

伦敦分行的成立是招行实施全球化战略的重要一步，进一步完善了招行现有的“本外币、离在岸、境内外、投商行”四位一体的跨境金融平台，丰富招行跨境“商贸通、资本通、财富通”的产品体系，为招行客户提供更为全面的境内外一体化全方位金融支持。

招行伦敦分行将充分利用伦敦国际金融中心得天独厚的条件，着力支持中国“走出去”企业，以大额批发业务为发展重点，提供包括银团贷款、贸易融资、资金清算、并购服务、现金管理在内的多样化的金融产品和服务，在促进中英、中欧双边经贸、服务及投资往来方面发挥更大的作用。





**Liu Xiaoming**  
**刘晓明**  
Chinese Ambassador to the United Kingdom  
中国驻英大使



**Lord Mountevans**  
**茅杰飞勋爵**  
The Lord Mayor of the City of London  
伦敦金融城市长



**Harriet Baldwin MP**  
**哈里特·鲍德温**  
Economic Secretary to the Treasury  
英国财政部经济事务国务大臣



**Tanveer Hussain**  
**坦维尔·胡赛因**  
Prudential Regulation Authority  
英国审慎监管局代表



**Tian Huiyu**  
**田惠宇**  
President & CEO of China Merchants Bank  
招商银行行长



## Profiles of the Host & VIP Guests

### 招商银行行长及嘉宾简介



**Tian Huiyu**  
**田惠宇**

President & CEO of China Merchants Bank  
招商银行行长

Mr. Tian Huiyu, born in December 1965, is an Executive Director, President and Chief Executive Officer of China Merchants Bank. He obtained his bachelor's degree in infrastructure finance and credit from Shanghai University of Finance and Economics and his master's degree in public administration from Columbia University. Mr. Tian is concurrently the Chairman of Wing Lung Bank Limited, the Chairman of CMB International Capital Holdings Corporation Limited, the Chairman of CMB International Capital Corporation Limited and the Vice Chairman of CMB-China Unicom Consumption Finance Co., Ltd. He joined China Merchants Bank in May 2013 and was appointed as the President of China Merchants Bank in September 2013.

田惠宇先生，1965年12月出生，上海财经大学基建财务与信用专业学士，哥伦比亚大学公共管理专业硕士，高级经济师。招商银行执行董事、行长兼首席执行官。兼任永隆银行有限公司董事长、招银国际金融控股有限公司董事长、招银国际金融有限公司董事长，招联消费金融有限公司副董事长。1998年7月至2003年7月任中国信达资产管理公司信托投资公司副总裁，2003年7月至2006年12月任上海银行副行长，2006年12月至2011年3月历任中国建设银行上海市分行副行长、深圳市分行主要负责人、深圳市分行行长，2011年3月至2013年5月任中国建设银行零售业务总监兼北京市分行主要负责人、行长。2013年5月加入招商银行，2013年9月起任招商银行行长。



**Liu Xiaoming**  
**刘晓明**

Chinese Ambassador to the United Kingdom  
中国驻英大使

Liu Xiaoming, born in January 1956 in Jieyang, Guangdong Province, is a Chinese diplomat currently serving as ambassador to the United Kingdom. He graduated from Dalian University of Foreign Languages with a major in English and undertook further studies in the USA, obtaining a master's degree in international relations from the Fletcher School of Law and Diplomacy at Tufts University.

Between 2001 and 2003, Liu acted as China's ambassador in Egypt, and from 2006 to 2010 as Chinese ambassador in North Korea. Between 2004 and 2006, Liu served as Assistant Governor of Gansu Province and Vice Minister at the Office of the Foreign Affairs Leading Group of the CPC Central Committee respectively. In 2010, he replaced Fu Ying as Chinese ambassador in the UK.

刘晓明(1956年1月)，广东揭阳人，中国外交官。毕业于大连外国语学院英语系，曾在美国塔夫茨大学弗莱彻法律外交学院攻读国际关系学。2001年至2003年间担任中国驻埃及大使，2004年至2005年担任甘肃省人民政府副秘书长、省长助理，2005年-2006年担任中央外事工作领导小组办公室副主任，2006年任中国驻朝鲜大使至2010年。2010年,接替傅莹担任中国驻英国大使。





**Harriet Baldwin MP**  
**哈里特·鲍德温**

Economic Secretary to the Treasury  
英国财政部经济事务国务大臣

Harriett Baldwin, a British Conservative Party politician. She has been the Member of Parliament (MP) for West Worcestershire since 2010. She served as a member of the Work and Pensions Select Committee and from September 2012 to February 2014 she served as Parliamentary Private Secretary to the Minister for Employment in the Department of Work and Pensions. Harriett has represented the UK on the NATO Parliamentary Assembly, was elected Chair of the All-party Parliamentary Group for Russia and Vice-chair of the All-party Parliamentary Group for Occupational Pensions until she stood down in 2014.

Harriett was appointed to become the Prime Minister’s Trade Envoy to Russia before joining the Government in February 2014 as Assistant Government Whip. In the July 2014 reshuffle she was promoted to Lord Commissioner to HM Treasury. Following her re-election in 2015, Harriett became Economic Secretary to the Treasury (City Minister).



**Lord Mountevans**  
**茅杰飞勋爵**

The Lord Mayor of the City of London  
伦敦金融城市长

Lord Mountevans was elected on 29 September 2015 to become the 688th Lord Mayor of the City of London, taking office on 13 November 2015.

Lord Mountevans was born and grew up in Gothenburg, Sweden. He studied in Pembroke College Cambridge majoring in Economics. After graduation in 1972, he joined international shipbroker Clarksons as graduate trainee and then moved through the company. For 2001–14, he served as Managing Director of the Gas Division.

Lord Mountevans is a member of the Baltic Exchange and the Institute of Chartered Shipbrokers. He served as Prime Warden of the Shipwrights’ Company for 2006–07.

In 2007, Lord Mountevans was elected Alderman for the Ward of Cheap, and was Sheriff of London for 2012–13. In December 2014, he succeeded his brother to become Lord Mountevans of Chelsea, and was elected to sit as a Hereditary Crossbench Peer in the House of Lords in July 2015.

哈里特·鲍德温，英国保守党政要，于2010年当选西伍斯特郡国会议员。曾任英国就业和养老金专责委员会委员，并于2012年9月至2014年2月任英国就业与养老金事务大臣的国会私人秘书。德女士曾代表英国参加北大西洋议会，当选跨党派俄罗斯事务小组主席及跨党派职业养老金事务小组副主席，于2014年卸任。

2014年2月，鲍德温女士任英国政府助理督导，在此之前曾被任命为英首相俄罗斯贸易特使。2014年7月政府重组后，德女士晋升为财政部上议院国会专员。2015年被选为财政部经济事务国务大臣。

茅杰飞勋爵于2015年9月29日当选市议员，并于11月13日正式出任伦敦金融城第688任市长。

茅杰飞勋爵出生并成长于瑞典哥德堡，曾在剑桥大学彭布罗克学院主修经济学。1972年毕业后，他就职于克拉克森航运经纪公司运输巨轮部，开启了在伦敦金融城的事业生涯。2001-2014年担任气体运输业务董事总经理。

茅杰飞是波罗的海交易所会员及英国皇家特许船舶经纪协会会员，2006-07年任造船公会首席会长。

茅杰飞于2007年当选为伦敦金融城奇普选区议员，并于2012-2013年任伦敦金融城行政司法长官。2014年12月，茅杰飞接替其兄弟成为勋爵。2015年7月当选上议院世袭中立贵族议员。



**Sir Gerry Grimstone**  
**秦智涛爵士**

Chairman of Standard Life &  
Deputy Chairman of Barclays  
标准人寿董事长、巴克莱银行副董事长

Sir Gerry Grimstone, a British businessman, is the Chairman of Standard Life and the Deputy Chairman of Barclays. As a Fortune 500 company, Standard Life is a long-term savings and investment business, with headquarters in Edinburgh. At the end of 2015, Barclays appointed Sir Gerry Grimstone as its deputy chairman, effective from 1 January 2016.

Prior to that, Sir Gerry spent 13 years at Schrodgers and held various positions in the public sector, including at the Department of Health and HM Treasury. He was also involved in a project on the reform of state-owned enterprises (SOE) led by China’s Development Research Centre of the State Council as a senior advisor, providing valuable inputs to the reform of Chinese SOEs.



**Sir Sherard Cowper-Coles**  
**古沛勤爵士**

Group Head of Government Affairs HSBC  
汇丰集团政府关系总负责人

Sir Sherard Cowper-Coles is a British former diplomat. His was the British Ambassador to Israel from 2001 to 2003. He was next appointed ambassador to Saudi Arabia, a post that he held until 2006. From 2007 until 2009, he served as ambassador to Afghanistan in Kabul. He was the Foreign Secretary’s Special Representative to Afghanistan and Pakistan in 2009–2010. After leaving the Foreign Office in 2010, he worked briefly for BAE Systems as international business development director. He left BAE Systems in 2013 and is now the Group Head of Government Affairs at HSBC.

秦智涛爵士，标准人寿董事长、巴克莱银行副董事长。作为财富五百强公司，标准人寿是英国最大的长期储蓄及投资公司之一，总部设于爱丁堡。2015年年末，秦智涛爵士被委任为巴克莱银行董事会副主席，于2016年1月1日正式上任。

在此之前，秦智涛爵士曾为施罗德资深投资银行家，并曾就职于英国财政部及国防部。他还曾以顾问身份参与过中国国务院发展研究中心马洪主任牵头主持的国有企业改革项目，借助其在英国国有企业私有化方面的丰富经验为中国国企改革献计献策。

**PROFILES OF THE HOST & VIP GUESTS**  
**招商银行行长及嘉宾简介**



Guest List

出席开业庆典的嘉宾

First Name	Family Name	Position	Company
David	Manson	Country Head and UK Representative	Abu Dhabi Commercial Bank
Masarrat	Husain	CEO	ADIB (UK) Limited
Ruishan	Li	Chief Executive Officer	Agricultural Bank of China (UK) Limited
Wei	Fang	Deputy CEO	Agricultural Bank of China (UK) Limited
Michael	Walsh	Chief Operating Officer	Allied World Assurance Company
Darryl	Jones	European Facilities Manager	Allied World Assurance Company
Raju	Chocksi	Head of Compliance	Alpha Bank
Bob	Bowmer	Executive Director, FIG London	ANZ Banking Group Limited
Paul	Johnson	Co-Head DCM Syndicate	ANZ Banking Group Limited
Hao	Liu	Chief Representative	AVIC International Holding Corporation
Aroldo	Medeiros	Deputy General Manager	Banco Do Brasil SA
Peeriyathap	Homhuan	Branch Manager	Bangkok Bank London Branch
Monica	Lam	Director, Global Credit and Special Situations	Bank of America Merrill Lynch
Yu	Sun	General Manager	Bank of China
Jon	Sartoris	Head of Compliance	Bank of China
Qiang	Liu	CEO	Bank of Communications
Richard	Barry	Head of Compliance	Bank of Communications (UK) Limited
Bob	Want	Head of Internal Audit	Bank of Communications (UK) Limited
Joseph	Chow	General Manager	Bank of East Asia
Jane	Chang	V.P. & General Manager	Bank of Taiwan
Peter	Chi	Finance Director	BCEGI Construction (UK) Ltd.
Maowei	Wang	Company Accountant	BCEGI Construction (UK) Ltd.
Robert	Miller	General Manager	Caixa Geral de Depositos, SA
Richard	Zhang	Director	CBRE
Leo Kwang-Wu	Liu	V.P. & General Manager	Chang Hwa Commercial Bank
Xinlei	Sun	Head Of Corporate Banking	China Construction Bank
Xilai	Feng	CEO	China Construction Bank
Ning	Lin	Director General	China Council for the Promotion of International Trade,UK Office
Hui	You	Manager	China Council for the Promotion of International Trade,UK Office





Guest List

出席开业庆典的嘉宾

First Name	Family Name	Position	Company
Cecily	Liu	London Correspondent	China Daily
Wensha	Li	Managing Director	China Daily
Wei	Zhang	Vice President, Financial Controller	China Merchants Securities (UK) Limited
Stephen	Chan	Chairman	China Merchants Securities (UK) Limited
Minjie	Xiong	Vice President	China Merchants Securities (UK) Limited
Lei	Zhang	General Manager	China Mobile International (UK) Ltd
Yiqi	Shao	Enterprise Business Manager	China Mobile International (UK) Ltd
Gangjian	Liu	Managing Director	China Re UK
Li	Cao	Managing Director	China Telecom (Europe) Limited
Xueyun	Li	Account Director	China Unicom
Juliet	Zhou	Head of Financial and Professional Services	China–Britain Business Council
Xiaoming	Liu	Ambassador	Chinese Embassy
Xu	Jin	Minister Counsellor	Chinese Embassy
Hongyong	Huang	First Secretary	Chinese Embassy
Yongchao	Ma		Chinese Embassy
Shaojing	Tan	Vice President	CICC
Gang	Zhao	Chief Representative	CITIC Bank
Paul	Orchart	Managing Director, Europe	Commonwealth Bank of Australia
Laurent	Deroy	Managing Director, Head of Secondary Loan Optimisation and Trading	Credit Agricole C.I.B.
Eric	Chevre	Global Head of Financial Institutions Group	Credit Agricole C.I.B.
Yuqing	Guo	Managing Director	Cultural Tours
Endong	Zhai	Associate Director, CFA	DC Advisory
Hao	Chi	M & A Associate	DC Advisory
James	Howsam	Senior Manager	Deloitte
Wei	Xiong	Head of China Desk EMEA	Deutsche Bank
Neil	Gemmell	Client Manager – UK Bank Sales	Deutsche Bank
Lily	Zhu	Deputy Publisher	Euromoney
Christopher	Hunt	Head of digital   Director – Client solutions	Euromoney
Jinming	Song	Correspondent	Financial Times

First Name	Family Name	Position	Company
Yue T.	Law	Deputy General Manager	First Commercial Bank
Ben	Aldred	Head of Financial Services	Foreign and Commonwealth Office
John	Treadwell	Chief Executive	Foreign Banks Association
Hui	Zheng	Counsel	Freshfields Bruckhaus Deringer
Yunfu	Wang	General Manager	Genertec UK Ltd.
Shaohui	Shi	Managing Director	GF Financial Markets (UK) Ltd.
Tao	Xiao	Head of Risk Management	Gingko Tree Investment Ltd
Hitesh	Mistry	Consultant	Grant Thornton UK LLP
Kiran	Sudhakar	Associate Director	Grant Thornton UK LLP
Bin	Wei	CFO	Greenland (United Kingdom) Investment Limited
Kegang	Wu	Chief Representative	Guangdong Economic and Trade Office in the UK
Paulo	Araujo	CEO	Haitong Securities (UK) Limited
Julie	Zhu	Executive Director	Haitong Securities (UK) Limited
Hariett	Baldwin	Economic Secretary to the Treasury	HM Treasury
David	Cross	Private Secretary	HM Treasury
Ant	Parham	Policy Advisor	HM Treasury
Sherard	Cowper–Coles	Group Head of Government Affairs	HSBC
Jack	Huang	General Manager	Hua Nan Commercial Bank
Pamela	Huang	Corporate Finance Manager	IAF Capital
Shuyi	Yuan	Deputy CEO	ICBC London Plc
Ying	Shi	Deputy General Manager	ICBC London Plc
Asim	Siddiqui	Head of Compliance and Legal	ICBC London Plc
Jin	Chen	CEO/General Manager	ICBC London Plc/ ICBC London Branch
Mingqiang	Bi	Chairman	ICBC Standard
Yabing	Hu	Co–Chief Operating Officer	ICBC Standard
Kyu Hyuk	Park	Managing Director	Kookmin Bank International
Aman	Wang	Partner	KPMG
Geyang	Huang	Head of China	London and Partners
Jeff	Cao	Head of Asia Pacific	London and Partners
Dan	Maggs	Senior Manager	London Business School

First Name	Family Name	Position	Company
Qingyu	Li	Manager	London Capital Homes Ltd
Lord	Mountevans		Lord Mayor of the City of London
Philip	Jordan	Duty Officer	Mansion House
Daniel	Wang	General Manager	Mega ICBC Bank
Adrian	Hickman	Head of Compliance	Nedbank
Xingmin/ Henry	Sun	Managing Director	NVC Lighting Limited
Siu Ming	Cheuk	General Manager	Overseas Chinese Banking
Hongwei	Li	CFO	PetroChina International (London) Co., Ltd.
Ted	Morris	Manager	Prudential Regulation Authority, Bank of England
Aida	Doddington	Senior Supervisor	Prudential Regulation Authority, Bank of England
Tanveer	Hussain	Head of Peer Supervision and Risk Division	Prudential Regulation Authority, Bank of England
Mark	Ellice	Manager	Prudential Regulation Authority, Bank of England
Xin	Chen	Chief Representative	Pudong Development Bank
Suwei	Jiang	Partner	PwC
Steve	Frizzell	Partner	PwC
Ya	Li	Chief Representative	RCIF London
Bin	Yan	Chairman	Reignwood Investments UK Ltd.
Songhua	Ni	Vice President	Reignwood Investments UK Ltd.
Yan	Pan	Chief Representative	Shanghai Foreign Investment Development Board–London Office
Paul	Browne	Partner	Simmons and Simmons
James	Curry	Supervising Associate	Simmons and Simmons
Jiazhao	Lei	Managing Director	Sinochem (United Kingdom) Ltd.
Juno Jui–Lan	Lee	General Manager	Sinopac Securities (Europe) Ltd
Andre	Saade	Relationship Manager	Standard Chartered Bank
Daniela	Carella	Head FI Europe Networks	Standard Chartered Bank

First Name	Family Name	Position	Company
Gerry	Grimstone	Chairman	Standard Life
Eric	Bruce	Head of Wealth & Investment Solutions of Standard Life Asia	Standard Life
David	Peng	Head of Standard Life Investment Asia	Standard Life
Lilia	Wan	Head of China of Standard Life	Standard Life
B. Raghavendra	Rao	CEO	State Bank of India
Yinglin	Wang	Senior Business Developer	Statoil
Jinhai	Geng	CEO	Taiping Insurance
Keping	Zhang	Manager	Taiping Insurance
Lequn (Joe)	Su	Senior Associate	Taylor Wessing
Yamin	Liu	Head of China Desk	Taylor Wessing
Jianshen	Luo	Partner	Tenergy Property
Zelin	Li	Director	The Goldstone Global Ltd
Mei	Jin	Chief Representative	The People's Bank of China Representative Office for Europe
Yi	Zhang	Deputy Representative	The People's Bank of China Representative Office for Europe
Michelle	Li	Director, China Desk Europe	Thomson Reuters
Jacob	Koopmans	Head of Account Management	Thomson Reuters
Jamie	Wallis		Toastmaster
Nelson	Qiao	Country Manager	TP–Link
Dale	Woodcock	Director	Unispace
Peggy	Kan	Designer	Unispace
Andy	Cheah	General Manager	United Overseas Bank Ltd
Shijun	Liu	Finance Director	Wanda ONE UK Limited
Chris	Dear	Managing Director	Willis Energy
Xiaoman	Ji	Executive Director	Willis Towers Watson
Yong	Huang	Head of Bureau	Xinhua News Agency London Bureau
Linna	Li	Partner	Zhong Lun Law Firm
Jianfang	Cheng	Deputy Chief	Zhongguancun Science Centre (London)
Jing	Wu	Financing Director	ZTE



# OPENING CEREMONY

China Merchants Bank London Branch

— 招商银行伦敦分行开业典礼 —



SPEECHES  
嘉宾致辞

From Left to Right: Cen Feng, Pan Kang, Tanveer Hussain, Tian Huiyu, Liu Xiaoming, Harriet Baldwin MP, The Lord Mountevans  
左起：岑峰 潘康 胡赛恩 田惠宇行长 刘晓明大使 鲍德温 茅杰飞勋爵





/ Speech by H.E. Ambassador Liu Xiaoming 驻英国大使刘晓明致辞

## ／ Speech by H.E. Ambassador Liu Xiaoming 驻英国大使刘晓明致辞

President Tian Huiyu,  
Secretary Baldwin,  
Lord Mountevans,  
Ladies and Gentlemen:

First of all, my warm congratulations on the opening of the London Branch of the China Merchants Bank!

Today's event is of especial significance because it is setting a string of new records.

First, the CMB London Branch opening is the eighth such event that I have attended since I became Chinese Ambassador to the UK. A number of Chinese banks have come to London over the past six years. Some opened subsidiaries and branches, and others set up representative offices.

London is a global financial centre. The steady stream of Chinese banks arriving here is concrete evidence that China's banking industry is going global. It is also a strong indicator of ever closer China-UK financial cooperation.

Second, the CMB London Branch is the first of its kind in Britain set up by a Chinese joint-stock bank. The CMB was one of the many success stories of China's market-oriented economic reform started more than 30 years ago. The success of the CMB today is the very reflection of China's endeavour to build a market economy. This is the best answer to some European politicians who are still in doubt about China's market economy status. I hope they will care to learn a little bit about the CMB's development over the years. I believe the CMB's growth and progress will speak volumes about China's open economy and free market today.

Third, the new CMB London Branch is the latest outcome of the "Golden Era" of China-UK relations. Last year, President Xi Jinping's state visit to the UK opened a new chapter for China-UK relations. This year is the opening year of the "Golden Era". It has witnessed a series of new breakthroughs in our cooperation across the board.

A week ago, I was with Secretary Baldwin at the

London Stock Exchange to witness the listing of a three billion RMB bond issued by China's Ministry of Finance. That was the first sovereign bond issued by China overseas. Today, we are gathered to mark the official opening of the CMB London Branch. It is yet another happy event worth celebrating. It gives me every reason to expect still more highlights in our business and financial cooperation, which will add more "golden shine" to our "Golden Era".

In conclusion, I sincerely hope that the CMB London Branch will take full advantage of London's position as a global financial centre.

I hope you will provide quality and comprehensive financial services and continue to raise CMB's global influence and international competitiveness.

I will count on your contribution to even stronger China-UK financial and business cooperation.

Thank you.



# OPENING CEREMONY

## China Merchants Bank London Branch

### 招商银行伦敦分行开业庆典

16 June 2016

招商银行伦敦分行的成立是中英双方  
落实 2015 年 10 月习近平主席出访英国时  
两国达成的重要共识,在金融领域  
深化合作的又一重要成果。

尊敬的招商银行总行行长田惠宇先生，  
尊敬的英国财政部经济大臣鲍德温女士，  
尊敬的伦敦金融城市长蒙特艾文斯爵士，  
女士们，先生们：

我首先热烈祝贺招商银行伦敦分行开业！

今天的活动有着特殊意义，也创下了一些新的记录。

首先，这是我担任中国驻英国大使以来，第八次出席中资银行在英分支机构挂牌仪式。这些银行有的是成立子行或分行，有的是设立代表处。中资银行纷纷落户伦敦这个国际金融中心，既是中国银行业不断加强国际化运营的标志，也是中英金融合作日益密切的体现。

第二，招商银行伦敦分行是中国股份制商业银行在英国获准成立的首家分行。招商银行是30年前中国市场经济改革的成功产物，也是今天中国实现市场经济的最好例证。目前有些欧洲政客还在怀疑中国的“市场经济地位”，我希望他们去了解一些招商银行的发展经历，去

从招商银行这个缩影看中国经济的整体开放自由水平。

第三，招商银行伦敦分行的成立是中英关系“黄金时代”的一大新成果。去年习近平主席对英国事访问开启了两国关系的新篇章，今年是“黄金时代”的元年，双方各领域合作正在不断取得新的突破。上周，我与鲍德温大臣共同出席了中国财政部在伦敦发行的30亿元人民币国债在伦敦证交所上市仪式，这是中国在海外发行的首支主权债券。今天，招商银行伦敦分行正式在英开业，可谓“喜上加喜”。我也期待着中英经贸、金融等领域合作好事连连，为“黄金时代”增光添彩。

最后，我衷心希望招商银行伦敦分行今后充分利用伦敦全球金融中心得天独厚的条件，提供优质全面的金融服务，既不断提升招商银行的国际影响力和竞争力，也为推动中英两国金融、经贸合作再上新台阶做出贡献。

谢谢。



# OPENING CEREMONY

China Merchants Bank London Branch

## 招商银行伦敦分行开业庆典

16 June 2016



The City of London will provide strong support to China Merchants Bank in its growth in London.

伦敦金融城将为招商银行伦敦分行  
提供强有力的支持。

Lord Mountevans  
伦敦金融城市长茅杰飞勋爵



# ／ Speech by Lord Mountevans, Mayor of London

## 伦敦金融城市长茅杰飞勋爵致辞

Mr President,  
Your Excellency,  
Economic Secretary,  
Ladies and Gentlemen,

As the Lord Mayor of London, it gives me the greatest honour and pleasure to welcome you to the City of London, the preeminent global financial centre, a position held due to its excellent international links. In September 2014, the PRA’s welcomed decision to allow top quality foreign-owned banks/firms to operate as branches in the UK came into effect. These follow much constructive discussions between regulator and industry participants, including many Chinese firms. We, in the City of London, welcome this important development, which we perceive as a further proof of London’s openness to and support for international business.

And today I am so pleased to be at the opening of China Merchants Bank. Lord Mayors of the City of London cherish our relationship with this bank. And it was just under seven years ago in 2009 that the former Chairman of the City of London Stuart Fraser spoke at the opening of CMB’s Representative Office. Since that time, CMB has become an extremely important part of London’s commerce and community as one of the 251 foreign banks operating here, more than any other financial centre.

As you know, London is a large centre for cross-

border banking and cross-border borrowing, with a fifth of the global total. In total, 534 foreign companies are listed or quoted in London, one-fifth of the global number of foreign listings, ahead of the NYSE and NASDAQ. The strength of the City of London as a global centre for finance and business is underpinned by the commitment to free trade, open markets and the overriding need to stay competitive, all essential to our continued attractiveness to world business and world markets. Nowhere is that more clear than in our important relationship with China.

The City of London bases immense value on its active programme of engagement with Chinese authorities and financial services experts, engagement further by the City’s offices in Shanghai and Beijing. Our aim is to build new partnerships and to deepen and strengthen the existing ones with Chinese public and private sectors. CMB is such an important stakeholder in the City and the UK, and we value greatly your expert contribution, not least through the input and influence of CMB’s honourable former president and CEO Ma Weihua whom we are delighted to have as a member of the City of London Advisory Council for China.

Today’s opening marks an exciting new era for CMB. It is a cause of celebration at an excellent time for UK-China relations. Through the hard work and commitment of both UK and Chinese governments, there has been successful engagement between our

two countries at the highest levels, not least through the state visit of President Xi Jinping to the UK in October last year. We in the City of London were honoured to strengthen and develop our relationship by hosting President Xi and his team for a business day followed by a banquet at the Guildhall. Following the success of that visit, it is important to maintain a momentum and build on the achievement thus far, and collective contribution of industry participants both in the UK and China is essential to these ambitions. That is why it is wonderful to see China Merchants Bank playing such an active part and expanding their London operations. We, in the City and the UK, hopes that many more leading global financial institutions from key markets like China follow CMB’s lead and expand their business in London. We want to support the international presence of top firms like CMB.

Today is a great occasion for CMB, for Chinese banking overseas, and for the City, for London and for the UK. There is an ancient Chinese proverb that says “A gentleman is always ready to help others to attain their goals. “ May I say today that the gentlemen and women of the City of London pledge to support the people of China and the CMB in attaining your goals.

Thank you and congratulations!

田行长，  
尊敬的刘大使，  
经济事务国务大臣，  
女士们、先生们：

作为伦敦金融城市长，今天很荣幸也很高兴欢迎各位来到伦敦金融城。伦敦金融城凭借其强大的国际纽带而声名显赫，享有国际金融中心的美誉。2014年9月，英国审慎监管局（PRA）做出了鼓舞人心的重大决定，即允许世界顶尖的外资银行在英国成立分行。在此之前，英国监管方与包括许多中国金融机构在内的行业参与者开展了多次建设性的讨论，使得这一利好决定最终落地。伦敦金融城很高兴地见证这一重要举措颁布后取得的发展，它进一步印证了伦敦敞开大门支持国际企业的坚定决心。

今天，我很高兴亲临招商银行伦敦分行开业庆典的现场。历任伦敦金融城市长都十分珍视我们与招商银行的良好关系。2009年，也就是大约7年之前，时任伦敦金融城政策与资源委员会主席傅思途（Stuart Fraser）在招商银行伦敦代表处的成立仪式上致辞。自那以后，招商银行对伦敦的商业及社会发挥了极其重要的作用。伦敦吸引了251家外资银行进驻，这一数字比其他任何一个金融中心都要多。

正如各位所知，伦敦是世界最大的跨境金融和跨境借贷中心，占全球总量的五分之一。共有534家外商在伦敦

证交所上市或挂牌，亦占全球总额的五分之一，领先于纽约证交所和纳斯达克。伦敦致力于支持自由贸易、开放市场并保持强劲的竞争力，这些都对伦敦持续吸引全球企业和市场至关重要，也巩固了伦敦金融城作为世界金融和商业中心的地位。我们与中国的关系十分重要，这一点不言而喻。

伦敦金融城高度重视与中国有关当局和金融服务专业机构积极开展多领域的合作，我们在上海和北京均设有办事处，更拉近了双方的合作。我们的目标就是与中国的公共和私营部门建立新的合作伙伴关系，同时巩固并加深已有的关系。招商银行是伦敦金融城及整个英国的重要利益攸关方，我们高度重视你们的专业贡献。招商银行前任行长马蔚华先生目前是伦敦金融城中国顾问委员会的成员，我们很高兴看到他献计献策，为我们带来积极贡献。

今天伦敦分行开业为招商银行拉开了激动人心的全新篇章，也恰逢中英两国关系深化的最佳时机。在两国政府的辛勤工作和不懈努力下，双方高层往来越发频繁，去年十月中国国家主席习近平对英国的国事访问便是最佳例证。伦敦金融城很荣幸地举办了商业日，并在市政厅举行晚宴招待习主席及随行人员，从而进一步夯实并促进了双方关系。十分重要的是，我们要在此次成功的国事访问之后继续保持良好势头并再接再厉，而汇聚中英两国行业翘楚的积极贡献是实现这一宏伟目标的根本所在。

今天对招商银行、对中国的海外金融、对伦敦金融城、伦敦市乃至整个英国都是意义非凡的时刻。中国有句古语“君子成人之美”。伦敦金融城的君子们愿成你们之美，将一如既往地支持中国人民和招商银行实现你们的目标！

谢谢，祝贺你们！

# China Merchants Bank

## 招商银行伦敦分行

16 June 20



### Speech by Harriet Baldwin MP 英国财政部经济事务国务大臣鲍德温致辞

Good morning,  
Your Excellency,  
Mr Tian,  
Ladies and Gentlemen,

It is a great honour for me to be here on behalf of the UK Government to congratulate China Merchants Bank on the opening of their branch here in London this morning.

It is undoubtedly an important milestone for the China Merchants Bank's journey, from one branch and 30 employees in 1987 to over 1200 branches, 70,000 employees and total net capital of over 140 billion Yuan, placing it among one of the world's top 100 banks.

Today's celebration is also of broader significance, one which cuts to the heart of the UK government's efforts to promote the long term competitiveness of the UK's financial sector. Just as China Merchants Bank has seen phenomenal growth and rapid change over the past 30 years, so has China, and the government believes that it is in the UK's interest as one of the world's leading financial centres to be by China's side in the financial markets. The UK's financial markets are perfectly positioned to act as China's leading western partner as it continues on its journey of economic transformation and

financial reform.

Here in London we have the most international and most experienced financial capital of the world. London tops the rankings as the global financial centre, the best business environment, the most impressive infrastructure and the best human capital and top overall regulation. We want to share the experience and the skills we have here. We work closely with the Chinese government and His Excellency to ensure that we continue to build on the golden moment that we are enjoying between our two countries, and where we think there are opportunities to develop links that improve efficiency, choice in financial markets and importantly prosperity for our people, we will help develop them.

So, Your Excellency, Ladies and Gentlemen, congratulations. We look forward to working closely with you, we are delighted to welcome China Merchants Bank here today to London.

Thank you very much!





The UK government would like to congratulate the China Merchants Bank on its opening of London Branch.

“英国政府对招商银行伦敦分行的开业表示衷心的祝贺!”

早上好！  
尊敬的大使，  
田行长，  
女士们、先生们：

我今天非常荣幸能够代表英国政府前来祝贺招商银行伦敦分行开业。

毫无疑问，这在招商银行的发展历程中是一座重要的里程碑。招商银行已经从1987年仅有的1家营业网点和30位员工成功发展为拥有1200余家网点、7万员工、净资产总额超过1400亿人民币的全国性股份制商业银行，跻身全球前100家大银行之列。

今天的开业庆典具有深远意义，彰显了英

国政府为促进英国金融行业长期竞争力所做出的重要努力。招商银行在过去30年里成绩斐然、发展迅速，正是中国经济腾飞的真实写照。英国政府认为，作为全球领先的金融中心，英国在金融市场上与中国并肩前行符合英国的利益。随着中国经济转型和金融改革的步伐持续推进，英国凭借成熟的金融市场完全能够胜任中国在西方首屈一指的合作伙伴。

伦敦享有全球金融之都的美誉，坐拥全球国际化程度最高、成熟度最好的金融行业。伦敦在各项评比中均斩获殊荣，从全球最佳金融中心、最佳商业环境，到最完善基础设施、最佳人力资源和最佳监管等，不一而足。我们愿意分享经验和技

能。英国与中国政府及大使先生保持着密切联系，目的就是确保双方能够抓住“黄金时代”的契机夯实两国关系。我们会抓住任何深化合作的机会来提高效率、完善金融市场，更重要的是为两国人民创造繁荣。

大使先生，女士们、先生们：衷心祝贺！我们期待两国之间继续紧密合作，我们对招商银行成立伦敦分行表示热烈欢迎！

非常感谢！





／ Speech by Tanveer Hussain for China Merchants Bank London Branch opening ceremony  
英国金融监管当局——审慎监管局代表坦维尔·胡赛因在招商银行伦敦分行开业庆典上的讲致辞

## ／ Speech by Tanveer Hussain 英国金融监管当局审慎监管局代表坦维尔·胡赛因致辞

Good morning! My name is Tanveer Hussain. I am the Head of the Division responsible for supervising China Merchants Bank and I am delighted to be representing the Prudential Regulation Authority this morning.

We are pleased to welcome China Merchants Bank as a fully-authorized branch in London.

In September 2014 we set out our approach to international bank supervision. This is an area of critical importance for the PRA: the UK is by far the most open developed financial market with 145 branches of international banks operating in the UK, with aggregate assets of GBP 2.4 trillion, accounting for over 30% of the total assets of the UK banking system. London is the world's largest single FX-trading centre, with \$2.15tn traded daily and the largest clearing centre for the renminbi outside of greater China.

This is an important step in the deepening the bilateral relationship with China. But it is also a step in the closer relationship and cooperation between the UK and CBRC and People's Bank of China.

China is a leading partner in our policy of openness to hosting foreign wholesale banking activities.

We continue to attach great importance to strengthening effective supervisory co-operation. We have reached agreement with the CBRC on a division of supervisory responsibilities for the supervision of branches – the first such agreement of its kind to be signed with any overseas authority under our new approach and we will be working with the Chinese authorities to maintain oversight and ensure that the business in the branch is based on a sound footing.

On 1 March 2014 the PRA gained a new statutory requirement in relation to competition – the Secondary Competition Objective ('SCO') to facilitate effective competition in the markets for services provided by PRA-authorized firms. The PRA delivered substantive reforms to the authorisations process to address potential barriers to entry into banking ahead of the SCO. Since the SCO was introduced, there have been a number of other developments which are directly relevant to the PRA's approach to its secondary competition

objective. This includes the launch of the New Bank Start-up Unit, a joint initiative from the PRA and FCA, which coincided with the authorisation of the China Merchants Bank London Branch in January 2016. The New Bank Start-up Unit aims to help new, prospective banks to enter the UK financial services market and to support them through the early days of full authorisation. The New Bank Start-up Unit is an important step in helping to stimulate more competition and diversity in Britain's banking sector.

China Merchants Bank London Branch is the first new Chinese bank without an existing presence in London, to be authorised in the UK since we published our branch policy. Today is an occasion to congratulate the management of China Merchants Bank on achieving this.

For us, every bit as much as for the management team here at CMB, today a milestone, but far from the end of the process. Thank you for your attention.





／ Speech by Tanveer Hussain for China Merchants Bank London Branch opening ceremony  
英国金融监管当局——审慎监管局代表坦维尔·胡赛因在招商银行伦敦分行开业庆典上的讲话

## 招商银行伦敦分行是中国股份制银行在英国获准成立的首家分行,也是新中国成立以来中国大陆银行在英国直接设立的首家分行,意义重大。

女士们先生们,大家早上好!

我叫坦维尔·侯赛因,我是金融审慎监管局负责监管招商银行的部门负责人,今天很荣幸作为审慎监管局的代表前来出席这次庆典。

我们对招商银行在伦敦开设分行表示欢迎。

2014年9月,我们推出了一套新的关于国际银行的监管办法。国际银行监管对于审慎监管局来说是非常重要的一个领域。英国是最开放和发达的金融市场,迄今为止,已有145家国际银行在伦敦开设分行,总资产约为2.4万亿英镑,占英国银行体系资产总额的30%以上。伦敦是世界上最大的单一外汇交易中心,日交易量为2.15万亿美元,是大中华地区以外最大的人民币清算中心。

招商银行伦敦分行的成立是加深中英双边关系重要的一步,也是促进英国和中国银监会以及中国人民银行

之间关系更加密切、合作更加紧密的关键一步。在我们对外国银行开放批发业务的政策中,中国是重要的合作伙伴。

我们继续高度重视加强有效率的监管合作。我们已经和中国银监会就对监管中资银行在英分支机构的职责分工达成了协议。这是在实施新的监管办法以后与外国监管当局签署的第一个类似的协议。我们将与中国监管当局通力合作,共同监管,以确保伦敦分行的业务稳健发展。

从2014年3月1日起,审慎监管局又增加了一项职能,根据《确保二级市场充分竞争的目标》的要求,促进市场上由审慎监管局审批成立的公司所提供服务之竞争效率。在推出新职能之前,审慎监管局已经对审批流程进行了实质性的改革,以解决银行业潜在的准入障碍。自此新规推出之后,又采取了一系列与此相关的举措,包括专门成立了“新银行审批小组”,

由金融审慎监管局和金融行为监管局联合发起,成立的时间正好与招商银行伦敦分行今年1月获得批准相吻合。这个审批小组旨在帮助新申请成立的以及准备成立的银行进入英国的金融服务市场,并在获得牌照后的最初阶段为他们提供支持。这个部门的成立是在鼓励英国银行业有更多的竞争和多样化方面迈出的重要一步。

招商银行伦敦分行是我们实施新的外国银行监管政策以来第一家获准在伦敦直接设立营业机构的中国的银行。今天,我要借此机会对招商银行管理团队所取得的这一成绩表示衷心的祝贺。

对于招行而言,今天无疑是一个重要的里程碑;对我们而言,这仅仅是个开始,往后的路还很长。

感谢各位的聆听。





/ Speech by President & CEO Mr. Tian Huiyu, CMB London Branch  
招商银行执行长田惠宇致辞

## / Speech by President & CEO Mr. Tian Huiyu 田惠宇行长在揭牌仪式上的致辞

### Speech by President & CEO Mr. Tian Huiyu at the Opening Ceremony of CMB London Branch 田惠宇行长在招商银行伦敦分行 开业揭牌仪式上的致辞

Your Excellency Ambassador Liu, Economic Secretary Baldwin, My Lord Mayor, Distinguished guests, Ladies and Gentlemen,

Good morning!

I would like to thank Ambassador Liu and all the other guest speakers for your kind words, by which I feel deeply touched.

One week from now, the people of this country will vote to decide their future. To leave or not to leave, that is the question. Whilst I am not eligible to vote in the referendum we are gathered here today to cast another vote, a vote of confidence in the future of the City of London.

First of all, please allow me, on behalf of China Merchants Bank, to extend my warm welcome to all of you who are here this morning, and to express my sincere gratitude to those of you, the Chinese Embassy, the UK government, the PRA and FCA, as well as friends from all walks of life, who have given your support to us in the course of setting up this branch.

China Merchants Bank is the 6th largest bank in China and the 16th largest in the world. In April next year, the bank will celebrate its 30th anniversary. The success story of CMB over the past three decades is testimony to the achievements of China's Reform and Opening-up. CMB is no stranger to those from China or working with China. Today, instead of boring you with endless figures, I would like to answer the few questions you might have on your minds.

CMB, another Chinese bank in the City. What is the difference between this one and the rest?

CMB stands out with its unique corporate culture, a team of like-minded people, and a clear development strategy.

China Merchants Bank was established in Shenzhen, the first Special Economic Zone in China. Since its inception we have always followed market rules and always put the interests of customers above anything else. Whilst our business philosophies have evolved over the years, what has not changed is our deep-rooted commitment to "service, innovation and prudence". We are constantly adapting to meet the needs of our clients and demands of the times.





/ Mr Tian Huiyu makes the speech 田惠宇行长致辞



/ The Audiences 来宾认真聆听田行长致辞

However, this does not mean “business at any cost” as we seek to achieve balanced growth of “quality, scale and profitability”.

Our employees are young in spirit, energetic, dedicated, and compassionate, constantly pursuing excellence and embracing new challenges. “Good, better, best. Never let it rest. 'Til your good is better and your better is best.” No other words can better describe that spirit of the CMB than those by St. Jerome.

China Merchants Bank always sticks to the people-oriented philosophy of “respect, caring and sharing”, closely linking employees’ development with that of the bank.

Such philosophies must sound familiar to you. They are the best practices derived from our own practices and learned from leading international banks and top-tier companies. We have sent senior executives to study at Cambridge and Wharton. We will send more to Harvard and Stanford next month. CMB is a place where talents are invited to accomplish goals and fulfill their ambitions.

Three years ago we embarked on another strategic re-positioning. This involves our moving away from capital-intensive lending towards less capital-consuming businesses. In our “one body and two wings” strategy, we will strengthen the body, which is comprised of CMB’s retail banking services, in which

we are the leader in China. At the same time we will spread our two wings – corporate banking and inter-bank business — extending and making them stronger.

#### Why did we establish the London Branch?

The establishment of CMB London forms an integral part of our overseas growth strategy, with the purpose of further expanding CMB’s global reach. With Sino-UK relations entering a golden era, our trade ties have been further strengthened, and bilateral investment continues to grow. London’s position as the second largest offshore RMB centre is consolidated. More and more Chinese companies are investing in the UK. The establishment of a branch in London echoes this trend, enabling us to provide quality financial services to those Chinese companies following their own global strategy.

#### What makes CMB London Branch different from other Chinese banks?

Before answering this question, please allow me to introduce the management team of the London Branch.

Mr. Kang Pan, who holds two Master’s degrees from LSE and LBS, has been working in the City for over 17 years. During this time he has established two Chinese banks in the City, a record not easy to break.

#### Speech by President & CEO Mr. Tian Huiyu at the Opening Ceremony of CMB London Branch 田惠宇行长在招商银行伦敦分行 开业揭牌仪式上的致辞

Mr. Feng Cen, originally trained as a doctor, first came to the UK to study in 1992. Before joining CMB London he held important posts at CMB Head Office and Singapore Branch.

I think by now you have found the answer to the third question, that is, “people”. You can be assured that the business is in safe hands.

I would like to take this opportunity to kindly ask for your support for them, and I hope you will back the future growth of CMB as always.

I am here to also share with you the encouraging news that five months into its operation, CMB London has had a sound and smooth start.

Compliance with rules and regulations and prudential growth will be the priorities of CMB, so that for many years to come we will provide good quality services to our clients with professionalism and dedication, and to make a positive contribution to Sino-UK and Sino-EU (if we are still in the EU after the referendum) financial and economic exchanges and developments.

Last but not least, may I propose a toast to CMB London!

Thank you for coming!





# OPENING CEREMONY

## China Merchants Bank London

### 招商银行伦敦分行开业庆典

16 June 2016



Scan to watch the video  
扫描观看田行长讲话视频

/ Speech by President & CEO Mr. Tian Huiyu, CMB London Branch  
招商银行行长田惠宇致辞

## / Speech by President & CEO Mr. Tian Huiyu 田惠宇行长在揭牌仪式上的致辞

“招商银行伦敦分行开业,是对伦敦金融城的光明未来投了一张信任票。随着中英关系迈入黄金时代,两国贸易往来不断加深,双边投资持续增长,伦敦离岸人民币中心不断发展,越来越多的中国企业到英国投资和发展,招商银行伦敦设立分行将为这些“走出去”的中国企业提供优质、高效的金融服务, 为中英、中欧的经济经贸发展做出积极贡献。”

尊敬的刘晓明大使、鲍德温国务大臣、伦敦金融城市长、各位来宾、女士们、先生们：

大家上午好！

谢谢刘大使和各位演讲嘉宾的溢美之词，我深为感动。

再过一个星期（6月23日），英国民众将投票决定自己的命运。我无权参加公投，不过我们今天在这里举行这个开业仪式，相当于提前投了一票：我们投的是一张对伦敦金融城光明未来的信任票。

首先，请允许我代表招商银行，对各位嘉宾和朋友的到来表示热烈的欢迎！对在伦敦分行筹备期间和开业以来给予关心和支持的中国驻英国大使馆、英国金融监管当局，以及社会各界的朋友，致以最诚挚的感谢！

招商银行在银行林立的中国是第6大银行，在全球是第16大银行。明年4月，招商银行将迎来三十周年行庆。招商银行的三十年历程是中国改革开放的一个缩影。尽管经历了风风雨雨，招商银行和中国的改革开放进程一样，取得了辉煌的成就。许多国内来的朋友对招商银行并不陌生。今天在这里我想谈谈大家可能关心的几个问题。

第一个问题：招商银行与其他中资银行有什么不同？

我认为，招行有别于其他中资银行之处，在于它有着独特的企业文化，有一群志同道合的人，有一个明确的发展战略。

1987 年，招商银行在中国第一个经济特区深圳成立。从诞生之日起，招行就遵循市场规则和“客户利益至上”的价值观，在市场上打拼，在夹缝里求生存，通过强化服务来抢占市场。逐步形成了“服务、创新、稳健”的价值理念、“因您而变、因势而变”的经验理念、“质量、规模、效益协调”的发展理念。

招行的员工是由一群年轻、有朝气、敬业、合作、有爱心的人组成的，以“挑战、自省、奉献”为企业精神，不断追求卓越。同时招行坚持“尊重、关爱、分享”的人本理念，把员工的成长与银行的发展紧密结合起来。

招商银行的这些管理理念，您听上去一定不陌生。它们既来自我们的实践积累，也来自于我们对国际先进银行和优秀企业的学习和借鉴。我们曾经派高管到剑桥、沃顿商学院学习，下个月还要派到哈佛商学院、斯坦福商学院学习，把年轻的经理派到其他金融机构去学习，以此来提高我们的经营管理水平。另外，我们





Speech by President & CEO Mr. Tian Huiyu, CMB London Branch  
招商银行行长田惠宇致辞

开门办行，广开门路，聘请各路英雄到招行来建功立业。

当前，招行的二次转型正步入一个重要的历史节点，我们明确了以“轻型银行”为方向、以“一体两翼”为定位、以“服务升级”为路径的战略体系。“轻型银行”的本质是以更少的资本消耗、更集约的经营方式、更灵巧的应变能力，实现更高效的发展和更丰厚的价值回报。“一体两翼”的战略定位就是零售金融是“一体”，公司金融和同业金融是“两翼”。“服务升级”就是从人性化向专业化、从大众化向个性化、从资金提供者向资金组织者、从支付结算平台向现金资产管理平台的升级，一言以蔽之，是由融资向融智的升级。通过两年多的实践，已经取得明显成效。

第二个问题：为什么要成立伦敦分行？

设立伦敦分行，是招行海外发展战略的重要组成部分，是为了进一步提升招行的全球服务能力。随着中英关系迈入黄金时代，两国贸易往来不断推进，双边投资持续增长，伦敦离岸人民币中心不断发展，越来越多的中国企业到英国投资和发展，招商银行很有必要在伦敦设立分行，为这些“走出去”的中国企业，提供优质的金融服务。

第三个问题：招商银行伦敦分行与其他中资银行会有什么不同？

在回答这个问题之前，请允许我向大家介绍一下伦敦分行的两位高管。

潘康先生。潘先生在伦敦金融城工作了17年，

拥有伦敦政经和伦敦商学院两个硕士学位，在伦敦先后筹备成立了两家中资银行（这个记录谁要想打破可不容易了！），有着丰富的银行管理经验。

岑峰先生。岑先生1992年就到英国学习，最早是学医的，后来转行到金融行业，曾先后四次在英国长期学习与工作，之前曾在招商银行总行和新加坡分行担任重要职务。

从这两位身上大家或许已经找到了第三问题的答案，就是一个字：人。招商银行伦敦分行的两位高管熟悉英国、熟悉伦敦金融城，熟悉市场和客户。我希望他们不负重望、不辱使命，把伦敦分行建设好。

我在此恳请大家对他们今后的工作给予大力的支持和帮助，也期待大家一如既往地关心和支持招商银行今后的发展。

在此我也要向大家报告，从今年1月份获得牌照至今，在短短的5个月时间里，伦敦分行起步v平稳、开局良好。

伦敦分行将把稳健经营、合规经营放在首位，努力提高管理水平和专业能力，用专业的服务和敬业的精神服务好我们的客户，为中英中欧金融经济交流和发展作出积极的贡献。

最后，我提议，为伦敦分行干杯！

谢谢各位的光临！



／ Official Launch of CMB London Branch  
田惠宇行长和刘晓明大使为伦敦分行揭牌



From left to right: Cen Feng, Pan Kang, Tanveer Hussain, Lord Mountevans, Harriet Baldwin MP, Liu Xiaoming, Tian Huiyu  
左起：岑峰 潘康 胡赛因 茅杰飞勋爵 鲍德温 刘晓明大使 田惠宇行长



／ China Merchants Bank: Wealth and Prosperity  
财神道贺：“招商银行，招财进宝！”



／ China Merchants Bank, Wealth and Prosperity—scrolls unfolded by God of Fortune & Lady-in-Waiting  
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在这里，读懂招行

首页 聚焦 两学一做 高管 本周看点 要闻 微创新 行部信息 E点一线 圆桌E谈 招行知道

首页 > 高管 >

## 田惠宇行长赴伦敦分行调研

伦敦分行 2016-06-16 13:54

6月15日，田惠宇行长赴伦敦分行调研。伦敦分行行长室成员，各部门主管参加了调研座谈。总行战略发展部郑先炳总经理、财务会计部汪涛总经理、公司金融总部汪建中总裁、零售金融总部刘加隆总裁、投行与金融市场总部周松总裁、授信审批部林荣光总经理、法律合规部夏样芳总经理、深圳分行岳麓行长、上海分行施顺华行长、大连分行钱曦行长陪同。

2016年6月15日，田惠宇行长赴伦敦分行调研。伦敦分行行长室成员，各部门主管参加了调研座谈。总行公司金融总部汪建中总裁、零售金融总部刘加隆总裁、投行与金融市场总部周松总裁、战略发展部郑先炳总经理、财务会计部汪涛总经理、授信审批部林荣光总经理、法律合规部夏样芳总经理、深圳分行岳麓行长、上海分行施顺华行长、大连分行钱曦行长陪同。

伦敦分行负责人潘康首先汇报了分行的筹备情况以及获准开业后的业务开展情况。伦敦分行自1月19日开业以来，得益于清晰的发展战略、明确的业务定位、精准的客群选择，在严守合规、严控风险的基础上，各项工作顺利推进、运行平稳，发展势头良好。

田惠宇行长对伦敦分行的开业表示祝贺，对伦敦分行全体员工的辛勤工作表示感谢和慰问，对开业以来的工作予以充分肯定，并对伦敦分行今后的发展提出以下要求：

### 1、充分重视合规和反洗钱工作

合规和反洗钱工作是海外分行的首要任务，是重中之重的工作。特别是纽约分行和伦敦分行，因为当地的监管要求高，更是要把合规和反洗钱工作放在首位，反洗钱工作不能出一分钱的風險，要把合规和反洗钱的意识和理念灌输到分行的每一位员工。

### 2、稳步发展业务

作为新建海外分行，做好分行的基础工作非常重

要，包括分行的建章建制、流程规划、IT系统、客户基础等。在分行成立初期，以服务国内客户和同业合作业务为主，是比较准确和符合自身条件的。今后还要在企业并购、投资、大宗商品交易、资产管理、离岸人民币等方面有所突破，要积极探索和研究这些业务的具体实施方案。

### 3、成为市场活跃者

伦敦分行作为新建分行，从一开始就要大胆走出去，要积极与境内分行、境内外同业和客户开展合作，要做一个眼观六路、耳听八方的市场活跃者。今后随着国内经济的发展，境内外经贸和投资往来的增加，伦敦分行要反过来为国内分行输送业务。

### 4、重视私人银行业务

招商银行的零售业务在国内居于领先地位，而私人银行业务更是皇冠上最璀璨的明珠，伦敦分行要重视私人银行业务，积极研究私人银行业务如何在伦敦落地，在英国为我行“走出去”的私人银行客户提供优质的服务。

伦敦分行负责人潘康表示，将根据田行长的指示做好伦敦分行的各项管理工作，加强合规和反洗钱管理，严格控制风险，实现业务稳健、长期、可持续地发展，积极探索在英国开展私人银行业务的途径和方案。

（招行E报）





# 招行伦敦分行开业啦 独家360度全景式报道

-- 招微君 / 招行微刊



Scan to read the news  
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六月的伦敦，鲜花盛开，生机勃勃。泰晤士河畔的伦敦金融城内，又有咱们招行的喜事发生：6月16日，招行伦敦分行举办开业庆典啦！这是——

★中国股份制银行在英国获准成立的首家分行

★新中国成立以来中国大陆银行在英国直接设立的首家分行

在嘉宾们的热烈掌声中，田惠宇行长为招商银行伦敦分行揭幕。

现场来了不少绅士范儿十足的贵宾，像中国驻英国大使馆刘晓明大使啦，英国财政部经济事务国务大臣哈里特鲍德温啦，伦敦金融城市长茅杰飞勋爵啦，标准人寿董事长、巴克莱银行董事会副主席秦智涛爵士啦，汇丰集团政府关系总负责人古沛勤爵士啦，他们纷纷到场祝福招行伦敦分行。

开业庆典上，田行长用流利的英文致辞，

超级有范儿，优质偶像气质十足！

田行长还向大家透露：自今年1月，招行伦敦分行获得中国银监会和英国金融监管当局批准的牌照以来，伦敦分行在这5个月时间里起步平稳、开局良好。

说了这么多，你一定充满好奇，想看看伦敦分行长啥样了。既然不能带你现场参加开业庆典，那么招微君就带你一探招行伦敦分行的全貌！



招商银行伦敦分行坐落在英国版的华尔街——伦敦金融城，位于著名的20 Fenchurch Street大厦。这座伦敦金融城新标志性建筑外形十分独特，在当地被大家亲切地称为“大哥大”大厦。

大厦周围的交通十分便捷，楼顶还有一个伦敦顶级的空中花园，下班了去空中花园散散心什么的，也是蛮令人羡慕的啊！

来到大厦的18楼，就能看到招行伦敦分行啦！在英国看到熟悉的招行logo，是不是感觉特别亲切？

走进伦敦分行内部，简约的画风扑面而来，真心舒适又大气，招微君一看就喜欢上了。

目前，伦敦分行的团队共有26人，分别

来自中国大陆、香港、台湾，以及英国等地，业务能力绝对杠杠滴，为客户提供高品质的跨境金融服务就靠他们了！悄悄告诉你，他们除了业务上是能手，业余还很热爱运动哦。

有了这样一支高学历、经验丰富、专业水平高、服务意识强的精英团队，伦敦分行的业务一定能势如破竹，业绩蹭蹭蹭上涨滴！



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一口气放了这么多高清美图，此番大探秘你看得过瘾不？接下来，又到了招微君科普时间啦，开讲！

伦敦分行成立之路

作为中国股份制银行在英国获准成立的首家分行，同时也是新中国成立以来中国大陆银行在英国直接设立的首家分行，招商银行伦敦分行的成立也历经了一番风雨。

Long long ago，早在2009年，招行就在伦敦设立了代表处，希望尽快开立分行。但中英两国的博弈长期持续，说起来也是多少辛酸多少泪，在中资银行的不断努力下，一直到2013年10月，英国才允许中国的银行在英国设立分行。

终于可以迈出筹建的第一步，招行人自然少不了加倍的努力呀，经过一年的精心准备，2014年10月9日，中国银监会批准招行在伦敦筹建分行。

通过了中国银监会的批准还不够，英国的金融监管也是出了名的严格，好在咱招行的经营管理水平妥妥的，歪果仁也不禁竖起了大拇指，2016年1月19日，招行获得了英国监管当局（PRA和FCA）的开业批准，finally！招行终于可以在英国开展批发银行业务了！至此，招微君都忍不住要抹一把热泪。

伦敦分行重点业务

获得牌照至今，沿着“以跨境联动业务为基础，突出本地特色业务，同时挖掘同业业务发展机会”的业务发展思路，招行伦敦分行已经开展了不少业务啦，同时，也积累了不少成功经验：

★内保外债：2016年4月，为国内企业发放大额的外债贷款。

★并购融资：2016年3月，为国内大型国企在欧洲、澳洲的并购项目提供并购融资服务。

★银团贷款：发放数笔银团贷款，也完成了数笔银团贷款的买进和转让业务。

★开发贷款：2016年5月，为国内大型房地产企业在伦敦的房地产开发提供开发贷款额度。

招微君隆重推荐，伦敦分行的重点业务主要包括：并购融资、外债贷款、房地产开发贷款、房地产二级市场融资、银团贷款、境外上市、境外财务投资、非银机构融资、同业贸易融资等。各位企业大咖们，走过路过，可千万别错过了呀！

伦敦分行成立意义

了解了伦敦分行的前世今生，招微君忍不住再说几句：伦敦分行的成立标志着严格的英国监管机构对招行整体经营管理水平的充分肯定，说明咱们在国际上得到了更加广泛的认可。同时，也进一步拓展和完善了招行在全球的机构布局。

除此之外，招行还能更好地参与伦敦人民币离岸中心的建设，对促进和推动人民币在国际市场的运用也很有意义呢。更重要的是，今后，招行就能为“走出去”客户提供更好的金融服务喽！

说到这儿，招微君仿佛已经看到了一幅正在展开的华丽图景，让我们一起期待伦敦分行美好的未来吧！





/ From left to right: Pan Kang, Harriet Baldwin MP, Liu Xiaoming, Tian Huiyu, Jin Xu, Lord Mountevans  
左起：潘康 鲍德温 刘晓明 田惠宇 金旭 蒙杰飞勋爵

# PHOTO ALBUM 现场回放









1. Lily Zhu of Euromoney with CMB executives  
《欧洲货币》朱玉清女士与招商银行分行行长们在一起
2. Mr Shi Shunhua, General Manager of CMB Shanghai Branch & John Treadwell, Chief Executive of Foreign Banks Association  
上海分行行长施顺华与英国外资银行家协会主席特拉德维尔交谈
3. John Liu, CEO of Bank of Communications (UK) Limited & John Treadwell, Chief Executive of Foreign Banks Association  
交通银行英国子行首席执行官刘强与英国外资银行家协会主席特拉德维尔交谈
4. Victor Feng of CMB London talks to Mr Wang Tao of CMB Head Office  
伦敦分行丰宇向总行汪涛总经理介绍情况
5. Ms.Yabing Hu, Co-Chief Operating Officer of ICBC Standard  
工银标准联合首席运营官胡亚冰女士
6. Mr Yue Ying, General Manager of CMB Shenzhen Branch  
深圳分行行长岳鹰





1. Mr Pan Kang, General Manager of CMB London Branch, greeted Lord Mountevans  
伦敦分行潘康行长迎接茅杰飞勋爵
2. Lord Mountevans  
茅杰飞勋爵
3. Ambassador Liu Xiaoming and Lord Mountevans  
刘晓明大使与茅杰飞勋爵
4. From left to right: Harriet Baldwin MP, Sir Sherard Cowper-Coles, Jin Xu, Liu Xiaoming, Sir Gerry Grimstone  
左起：鲍德温 古沛勤爵士 金旭公参 刘晓明大使 秦智涛爵士
5. From left to right: Pan Kang, Tian Huiyu, Lord Mountevans  
左起：潘康 田惠宇行长 茅杰飞勋爵







1. Sir Sherard Cowper-Coles & Lord Mountevans  
古沛勤爵士与茅杰飞勋爵
2. From left to right: Yue Ying, Liu Jialong (CMB Group Head of Retail Banking), Li Xueyun (China Unicom) and Angela Li (London Capital Homes Ltd)  
左起：岳鹰 刘加隆（招商银行零售金融总部总裁） 李雪云（中国联通） 李庆宇（伦敦首都房产公司）
3. From left to right: Cen Feng, Pan Kang, Harriet Baldwin MP, Liu Xiaoming  
左起：岑峰 潘康 鲍德温 刘晓明大使
4. Ambassador Liu Xiaoming takes to the stage  
刘晓明大使上台讲话





1. Speech by H.E. Ambassador Liu Xiaoming  
驻英国大使刘晓明致辞
2. Speech by Harriet Baldwin MP  
英国财政部经济事务国务大臣鲍德温女士致辞
3. Speech by Lord Mountevans  
伦敦金融城市长茅杰飞勋爵致辞
4. Speech by Tanveer Hussain  
英国金融监管当局审慎监管局代表坦维尔·胡赛因致辞
5. Speech by President & CEO Mr. Tian Huiyu  
田惠宇行长在揭牌仪式上的致辞
6. Speech by President & CEO Mr. Tian Huiyu  
田惠宇行长在揭牌仪式上的致辞





God of Fortune and Lady-in-waiting (Eric and Michelle)  
财神与童子合影 (由招商银行伦敦分行员工闫立国与杜佳忆扮演)



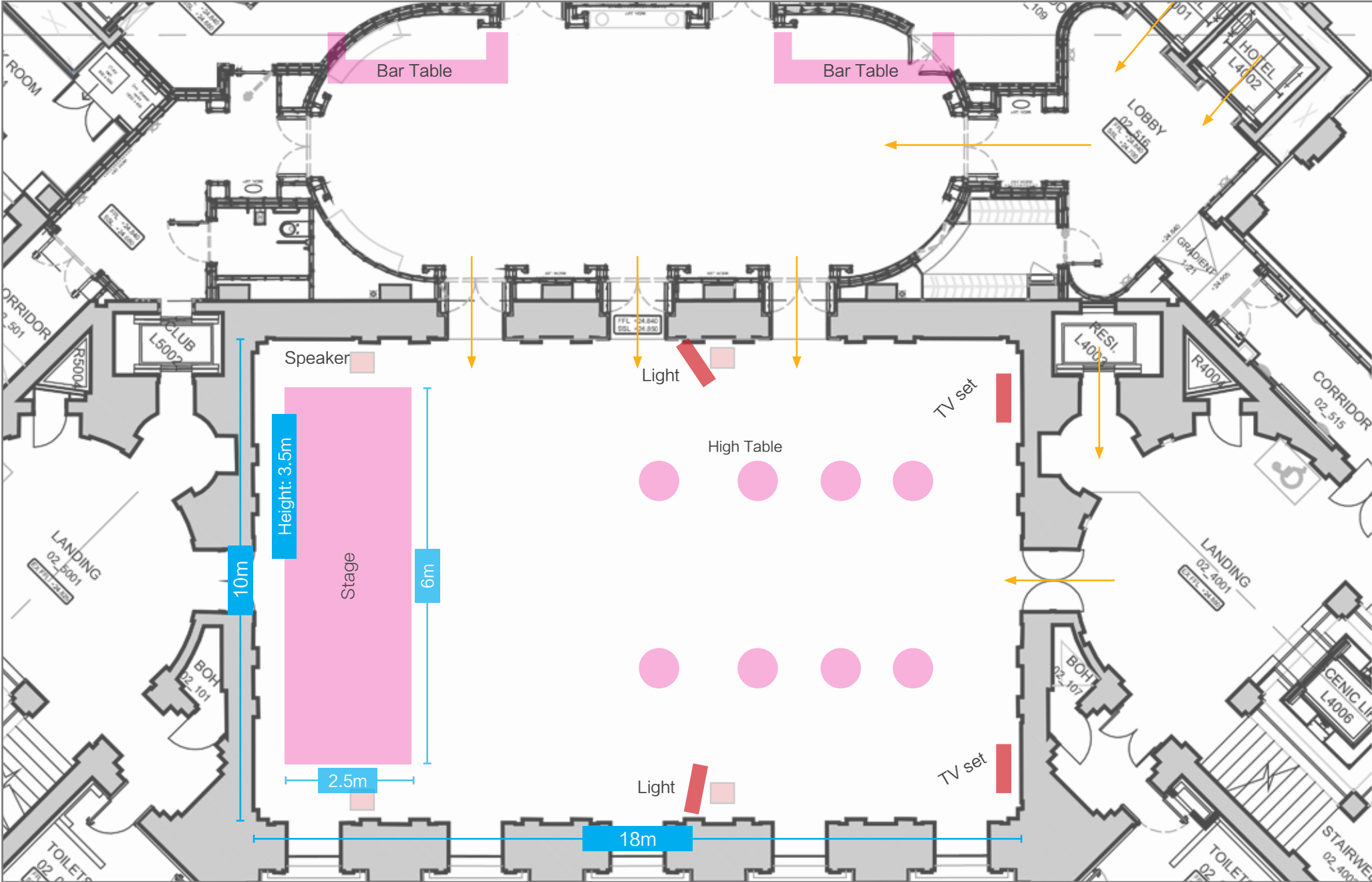
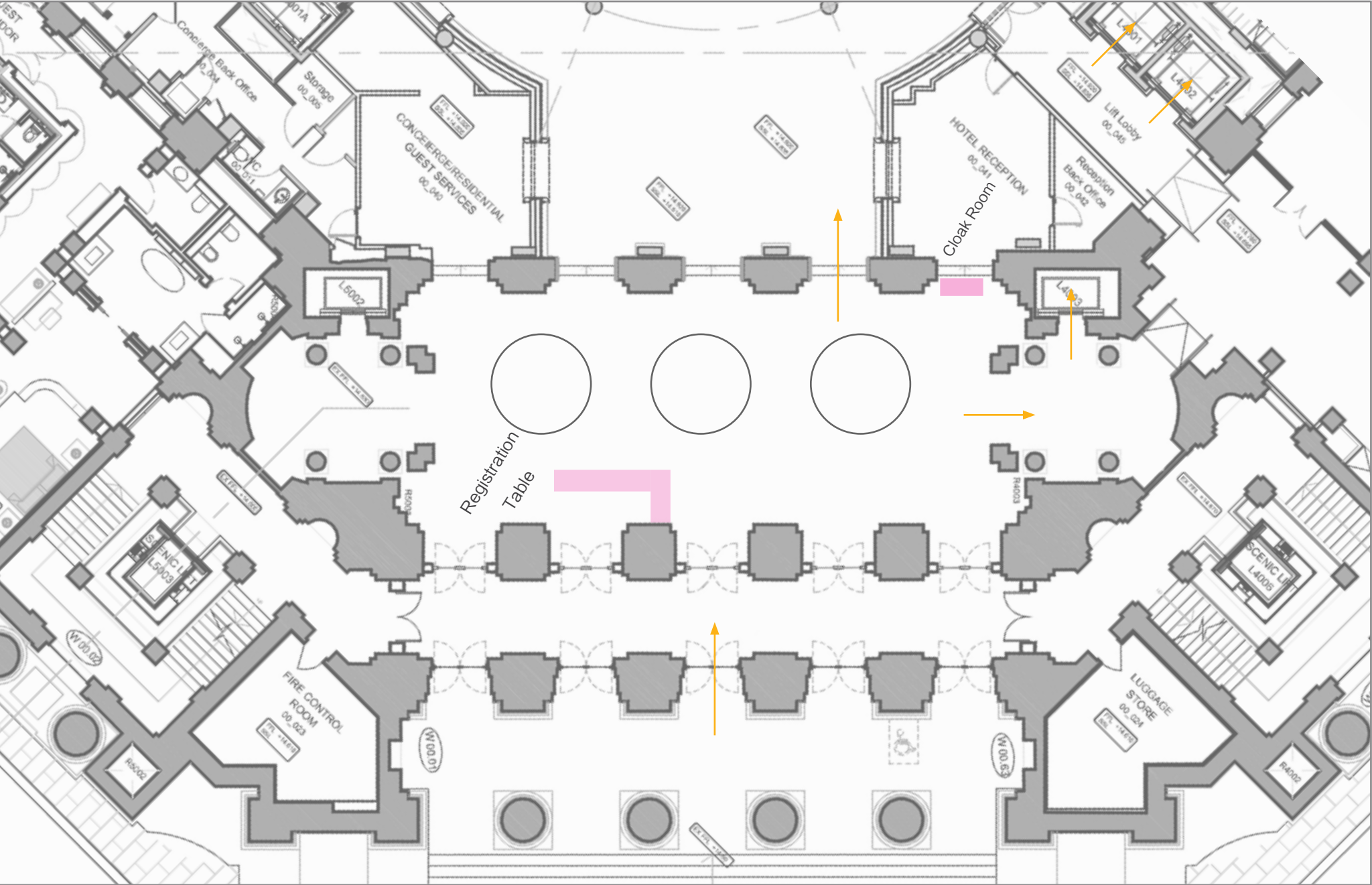


1. David Peng of Standard Life  
标准人寿David Peng先生
2. Harriet Baldwin MP departs  
活动结束后鲍德温打道回府
3. Mr Tian Huiyu sees the Chinese Ambassador out  
田惠宇行长送别刘晓明大使
4. Mr Tian Huiyu sees the Chinese Ambassador out  
田惠宇行长与刘晓明大使话别

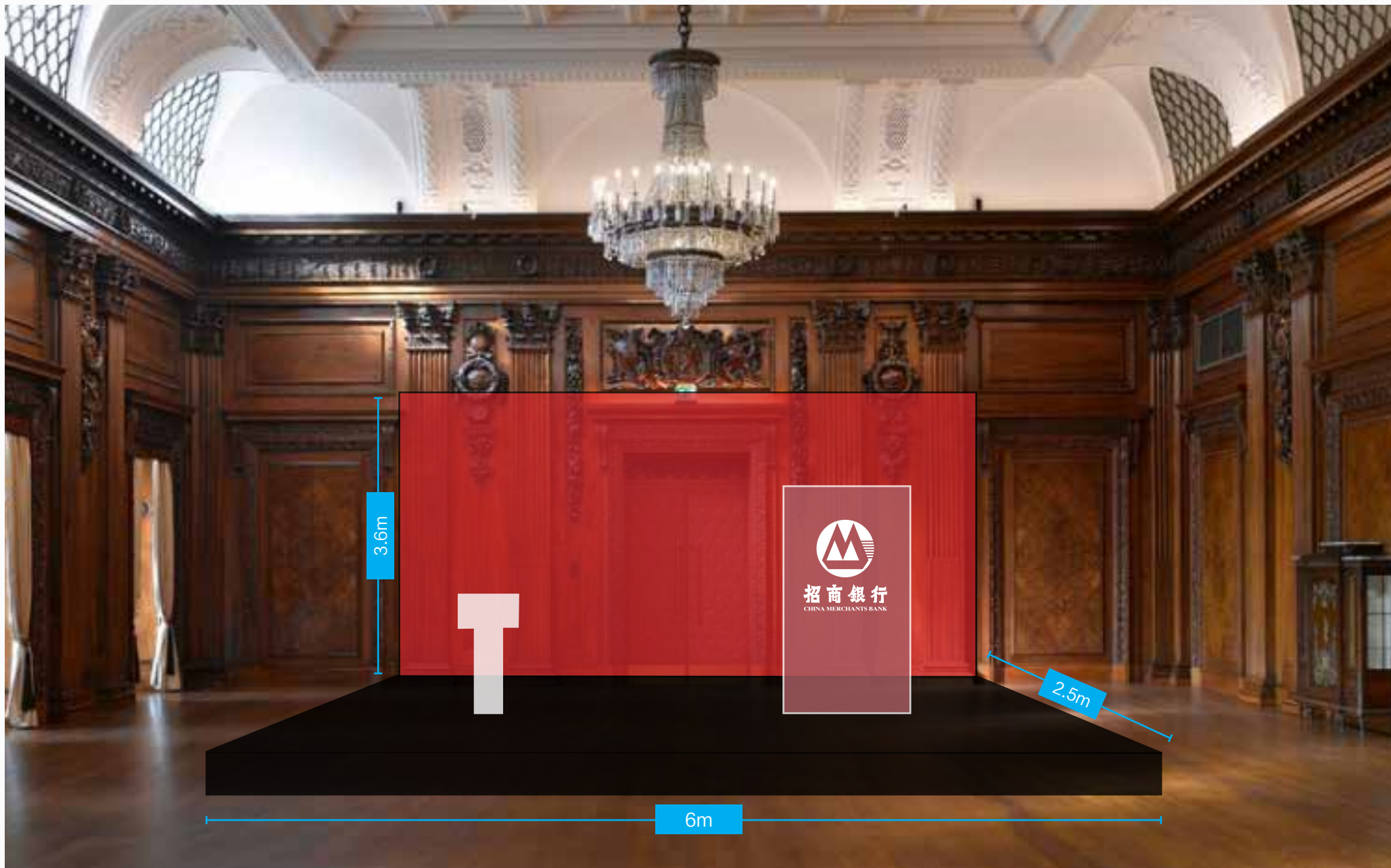


# PLANNING &

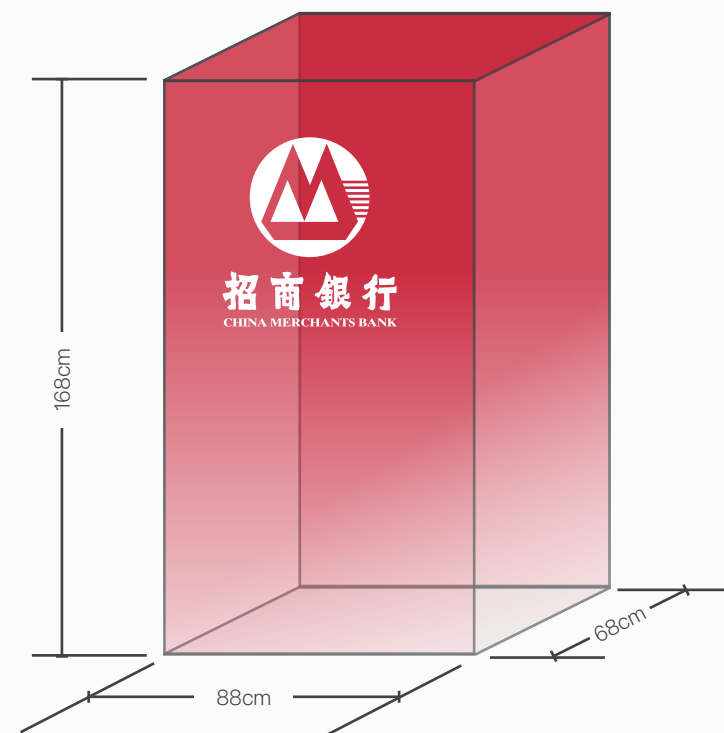








## / Design Concept for Unveiling Banner 开幕庆典揭幕牌设计



### DESIGN CONCEPT

Dimensions of 88cm (L) x 68cm (W) x 168cm (H) specially designed with lucky numbers in Chinese culture for blessings of prosperity and success

### 设计理念

揭幕牌尺寸设计别具匠心：长88厘米，宽68厘米，高168厘米，寓意开业大吉、生意兴隆。





## / Gifts and Documents 开幕庆典礼品以及手册文档



Multi-purpose Memory Stick sourced from China with CMB logo

带招商银行徽标的移动设备U盘





／ Programme & VIP Guest Profiles 开业庆典流程及贵宾简介

／ Programme & VIP Guest Profiles 开业庆典流程及贵宾简介



／ CMB London Branch Promotional Presentation 伦敦分行宣传资料

／ Guest List 嘉宾名单



／ Programme & VIP Guest Profiles 开业庆典流程及贵宾简介





The Opening Ceremony for China Merchants Bank London Branch

# 招商银行伦敦分行开业庆典





招商銀行

CHINA MERCHANTS BANK



招商銀行 伦敦分行  
CHINA MERCHANTS BANK London Branch





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/ China Merchants Bank  
London Branch  
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<http://www.xycollective.com>

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