

# Unit 1

## Banks and Banking Organizations

### I Warm-up

1. Tell the names of the following banks according to their logos and acronyms, both in English and in Chinese.



① PBC



② ABC



③ ICBC



④ CCB



⑤ BOC



⑥ BOCOM



⑦ IB



⑧ CMBC



⑨ CMB



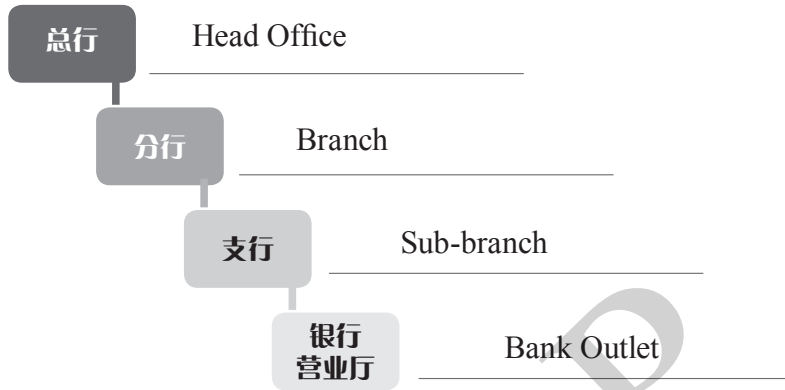
⑩ CEB

#### Answers

1. PBC: The People's Bank of China 中国人民银行
2. ABC: Agricultural Bank of China 中国农业银行
3. ICBC: Industrial and Commercial Bank of China 中国工商银行
4. CCB: China Construction Bank 中国建设银行
5. BOC: Bank of China 中国银行
6. BOCOM: Bank of Communications 交通银行
7. IB: Industrial Bank Co., Ltd. 兴业银行
8. CMBC: China Minsheng Banking Corp., Ltd. 中国民生银行
9. CMB: China Merchants Bank 招商银行
10. CEB: China Everbright Bank 中国光大银行

2. Give the English equivalents of the following banking organizations and then discuss in pairs the structure of the commercial banks.

**Answers**



3. Give the Chinese equivalents of the following banking services and tell which department offers each service in a commercial bank.

**Answers**

personal service	个人业务— offered by the Personal Banking Department
corporate service	公司业务— offered by the Corporate Banking Department
credit card service	信用卡业务— offered by the Credit Card Center
online banking or e-banking	网上银行业务— offered by the E-Banking Department

## II Short Dialogs

### Multiple Choice

Listen carefully and choose the best answer to the question after each dialog.

**Scripts & Answers**

**Dialog 1**

W: Hi, Mike. Why do you look puzzled?

M: I've learnt that there are four big commercial banks in your country.

Would you please tell me what they are?

W: Yes, it is a pleasure. They are Bank of China, China Construction Bank, Industrial and Commercial Bank of China and Agricultural Bank of China.

M: So, does CCB refer to China Construction Bank?

W: I don't see any reason why not. You can simply call them respectively BOC, CCB, ICBC and ABC.

**Question:** Which of the following is NOT among the four major commercial banks of China? (D)

### 译文

女: 你好! 麦克。为什么一脸困惑呀?

男: 我知道你们国家有四大商业银行, 请你告诉我是哪几家, 好吗?

女: 行, 乐意效劳。这四大商业银行是中国银行、中国建设银行、中国工商银行和中国农业银行。

男: 所以 CCB 是指中国建设银行吗?

女: 一点不错。你可以简单地分别称它们 BOC, CCB, ICBC 和 ABC。

### For Reference

- I don't see any reason why not. 一点不错。

### **Dialog 2**

M: It is reported that some joint-stock banks have been established in several major cities.

W: Exactly. They are allowed to offer various banking services to individuals and businesses just as the four big commercial banks do.

M: You said it. Can you name some joint-stock banks?

W: It's no sweat. China Minsheng Banking Corp., Ltd., China CITIC Bank, Industrial Bank Co., Ltd., and Guangdong Development Bank are all joint-stock banks.

M: What about Shenzhen Development Bank?

W: Of course, it is one of them.

**Question:** Which of the following is NOT mentioned in the dialog? (A)

### 译文

男: 有报道说在一些大城市已经建立了数家股份制银行。

女: 对。允许它们像四大商业银行那样对个人和企业提供各种银行业务。

男: 你说对了。你能告诉我一些股份制银行吗?

女: 没问题。民生银行、中信银行、兴业银行和广东发展银行都是股份制银行。

男: 深圳发展银行呢?

女: 它当然也是啊。

**For Reference**

- You said it. 你说对了。
- It's no sweat. 没问题。

**Dialog 3**

M: Hi! I just read the news that many foreign banks have set up branches or representative offices in our major cities, such as Beijing, Shanghai and Guangzhou. They think China is a huge market and there are more chances for them to make a fortune.

W: Sure as shooting. I'm told that the Hong Kong & Shanghai Banking Corporation Limited has established branches in Shanghai and Beijing. One of my classmates is now working in a branch of the Bank of East Asia. It is also a foreign bank.

M: Wonderful! There will be more employment opportunities for you when you graduate a year later.

**Question:** What is the man according to the dialog? (C)

**译文**

男：嗨！我刚读了一篇新闻，上面说许多外资银行在我们的一些大城市开设了分行或办事处，比如北京、上海和广州。他们认为中国是一个巨大的市场，有更多的赚钱机会。

女：消息属实。我也听说汇丰银行在上海和北京开设了分行。我的一个同学在东亚银行的一个分行就职。它也是外资银行。

男：太棒了！等你明年毕业，就有更多的就业机会了。

**For Reference**

- Sure as shooting. 消息属实。

**Dialog 4**

W: Is the president still the head of Bank of China after it became a public corporation through listing on the stock exchange?

M: No. Generally speaking, the shareholders' meeting is the top authority and then the Board of Directors. The president is appointed and confirmed by the Board of Directors. He is authorized by the board to be in charge of the management and operation of the bank and required to report to the board.

**Question:** Which of the following has the right to decide the president of BOC? (C)

**译文**

女：中国银行在证券交易所上市成为股份有限公司以后，行长还是最高领导吗？

男：不是。一般来说，股东大会是最高权利机构，然后是董事会。由董事会提名确认银行行长。董事会授权行长负责银行的管理和经营，并要求他向董事会汇报。

## Short Answer Questions

Listen carefully and answer the question after each dialog.

### Scripts & Answers

#### Dialog 1

W: Hello, Li. How's tricks?

M: Couldn't be better. How about you?

W: Quite well. What are you doing here?

M: I want to make some investment in funds. I'm told that I can earn much more money.

W: Sometimes, I think. We have a Personal Finance Center. The manager will give you some financial advice according to your income and other matters and help you make a reasonable plan.

M: Wonderful. Where is the center?

W: Over there. The lady standing besides Counter No. 1 is the manager of the center. You can go and ask her about your affairs.

**Question:** What does the man want to do and which department will he go to?

He wants to buy some funds and he will go to the Personal Finance Center of the bank.

### 译文

女: 嗨, 李, 怎么样?

男: 好极了。你呢?

女: 我很好啊。在这儿干吗呢?

男: 我打算投资一些基金。有人告诉我投资基金可以获得更高的收益。

女: 我觉得有时会吧。我们有个人理财中心。那里的经理会按照您的收入和其他因素给您一些理财建议, 并帮您做出合理的计划。

男: 太棒了。理财中心在哪儿呢?

女: 在那边。1号柜台旁边站着的女士就是这个部门的经理。关于这事您可以去问问她。

### For Reference

- How's tricks? (打招呼) 怎么样?

#### Dialog 2

M: I'm told to go to the Premier Service Center of your bank to get some advice about personal investment. Would you please tell me where it is?

W: The Premier Service Center is on the second floor, next to the Credit Department. The passenger lift is over there. This way, please.

M: Thank you.

W: You are welcome.

**Question:** Why does the man go to the Premier Service Center? Where is the center?

To get some advice about the personal investment. It is on the second floor, next to the Credit Department.

### 译文

男: 有人告诉我去大客户服务中心咨询有关个人投资的事宜。请问它在哪儿?

女: 大客户服务中心在 2 楼, 信贷部的隔壁。载客电梯在那边, 请从这里走。

男: 谢谢!

女: 不客气。

### For Reference

- Premier Service Center 大客户服务中心 (银行专为重要客户提供特殊服务的部门)

### Dialog 3

M: I am going to apply to ICBC for a mortgage. Which department will attend to it?

W: The Credit Department.

M: Is it in the Credit Card Center?

W: No. The Credit Card Center deals with the business of credit cards, while the Credit Department handles the business of personal loans as well as corporate borrowings.

**Question:** What is the difference between the Credit Card Center and the Credit Department?

The Credit Card Center deals with the business of credit cards, while the Credit Department handles the business of personal loans as well as corporate borrowings.

### 译文

男: 我打算到工行申请按揭贷款, 哪个部门办理这项业务?

女: 信贷部。

男: 在信用卡中心里面吗?

女: 不是。信用卡中心处理信用卡业务, 而信贷部处理个人贷款和公司贷款。

### For Reference

- attend to 办理 (某业务)

## Listening and Simulating

Listen to the dialogs and fill in the blanks with what you've heard, and then simulate the dialogs in pairs.

### Scripts & Answers

#### Dialog 1

M: I've learnt that the basic banking services offered by CCB at present can be divided into four categories.

W: What are they?

M: Personal services, corporate services, credit card services and online banking services.

W: What's the meaning of corporate services?

M: Corporate services refer to the services offered to companies, businesses and institutions.

W: I think I'm onto it. So personal services are only offered to individuals and online banking includes the services offered on the Internet. Are these services offered by the same department?

M: No. They are offered respectively by the Personal Banking Department, the Corporate Banking Department, the Credit Card Center and the E-Banking Department.

#### 译文

男: 据我了解中国建设银行目前提供 4 种银行基本业务。

女: 是什么呢?

男: 个人业务、公司业务、信用卡业务和网上银行业务。

女: 公司业务指什么?

男: 公司业务指银行为公司、企业以及机构提供的各种银行业务。

女: 我想我明白了。所以个人业务指银行仅为个人提供的各种业务, 而网上业务指通过因特网提供的银行业务。提供这些业务的是同一个部门吗?

男: 不是。提供这些业务的部门分别是个人银行业务部、公司银行业务部、信用卡中心和网上银行业务部。

#### For Reference

- be onto sth. 了解, 明白

#### Dialog 2

W: Excuse me, where is the Financial Advisory Department? I want to buy some treasury securities.

M: It is over there near Window No. 1. The manager there will attend to the

business for you.

W: By the way, where can I open a deposit account if I want to deposit some money?

M: Oh, do it here, you see, the Personal Banking Department, and we offer personal deposits and personal loans to individual customers. You ought to have a current account here first if you are to buy treasury securities.

### 译文

女: 请问, 理财咨询部在哪里? 我要买一些国库券。

男: 在那边, 1号窗口旁边。那里的部门经理会为您办理这个业务。

女: 顺便问一下, 如果我要存钱, 在哪里开存款账户?

男: 哦, 就在这里, 你看, 个人银行业务部, 我们为个人客户提供个人存款和个人贷款业务。如果你打算买国库券, 你得首先在这里开一个活期账户。

### Dialog 3

M: Is this the Credit Card Center? I've been notified by your bank that a letter of credit in my favor has arrived. Can I get it and examine it?

W: Oh, a letter of credit? I think you'd better go to the Settlement Department. They will deal with the business of letters of credit for you.

M: I'm sorry I forgot it. They told me to come to that department. By the way, a credit card is not a letter of credit, is it?

W: Absolutely not. If you want to issue a credit card, you'll enjoy the service here.

M: Sorry, I often confuse the terms "credit", "credit card" and "letter of credit". Would you please tell me what services are offered by the Credit Department?

W: If you apply for a loan, you will go there.

M: Thank you so much. I am going to the Settlement Department.

### 译文

男: 这里是信用卡中心吗? 贵行通知我说有指定我为受益人的信用证到了。我能够来审证吗?

女: 哦, 信用证? 我想你最好去结算部问问。他们会为您办理信用证业务。

男: 对不起, 我忘了。他们告诉我要去结算部的。顺便问一句, 信用卡不是信用证, 是吧?

女: 当然不是。如果您要开信用卡, 可以在这里办理。

男: 对不起。我总是把“信贷”、“信用卡”和“信用证”混淆在一起。你能告诉我信贷部提供什么业务吗?

女: 如果您申请贷款, 就去那里。

男: 多谢。我这就去结算部。



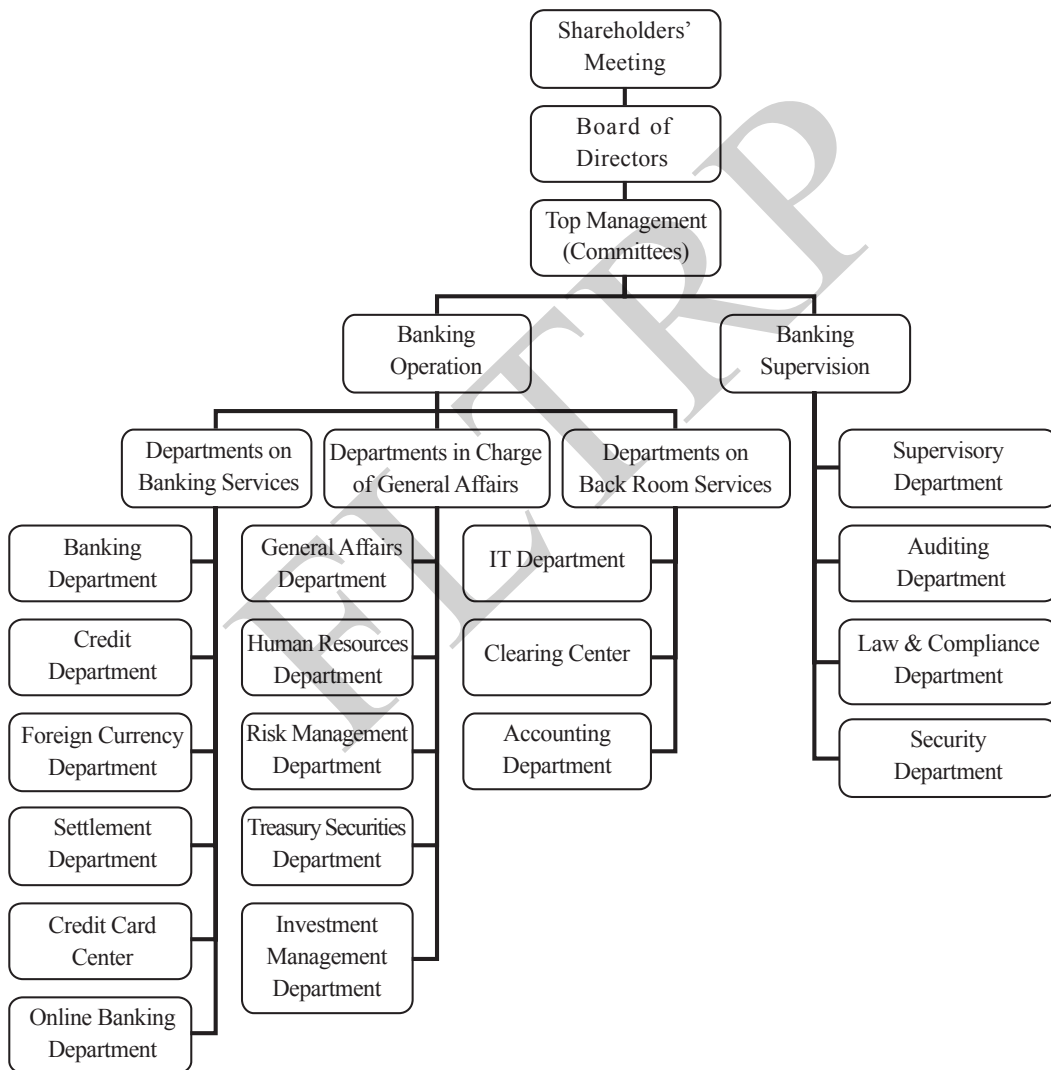
# III Long Conversations

## Conversation 1 Bank of China

### Task 1 Previewing

1. Give English equivalents of the following banking organizations.

#### Answers



2. Try to tell some of the services offered by the departments in the operational section.

## Task 2 Multiple Choice

Listen to the conversation carefully and choose the best answer to each of the questions below.

### Script & Answers

W: Dr. Zhang, I'd like you to meet Ms. Brown. Ms. Brown, this is Dr. Zhang, Manager of Beijing Branch, Bank of China.

M: Nice to meet you, Ms. Brown. Welcome to our branch.

W: Nice to meet you, Dr. Zhang. BOC is one of the four big commercial banks of China. It's my honor to come here and have a visit.

M: Well, Ms. Brown. Have you heard of anything about our bank?

W: Of course, a lot. I once read the magazine *The Banker*, er... in 2007, I think, and I learnt from a report that BOC ranked 9th among the world's top 1,000 banks. It is incredible for me to be right here, at the bank, Dr. Zhang. I'm very excited. Would you please tell me more about your bank? I'd like to learn about the 9th largest bank in the world.

M: It is my pleasure, Ms. Brown. The full name of our bank now is Bank of China Limited, shortened to BOC. Frankly, I'm proud of our bank.

W: Yes. I know that. And I've studied the history of your bank. The rapid development of BOC is really unbelievable. As a public company, what about its management and organizations?

M: Generally speaking, BOC has a very effective management structure. Of course, the shareholders' meeting is on the top of the management. Then there is the Board of Directors. Under the board, there are some committees making up the top management.

W: These committees will discuss important matters and then report to the Board of Directors?

M: Without doubt. The main sections under the top management include the operational section and the supervisory section. The operational section includes different departments dealing with banking operations, general business and supporting business. The supervisory section includes the Auditing Department, the Inspection Department, and the Security Department.

W: And there are many branches and sub-branches at home and abroad. Am I right?

M: Absolutely right. You know so much about our bank.

W: You see, I've made some study of Chinese banking. It is my field of study for a master's degree. Well, one more question. Would you please tell me the types of business offered by BOC?

M: BOC is mainly engaged in commercial banking, including corporate banking, retail banking, and online banking or e-banking. We also offer services such as letters of

guarantee, syndicated loans, financial advisory services, and so on.

W: Thank you very much for your introduction. I think I've learnt a lot about BOC. No doubt that BOC is the first largest commercial bank in China.

M: Oh, well, there is still a long way for us to go. You know, Industrial and Commercial Bank of China ranked 7th in the world last year.

W: ICBC for short, right? And there are also the China Construction Bank and the Agricultural Bank of China.

M: Exactly. Together with BOC, they are the four big commercial banks of China.

**Questions 1 to 5 are based on the conversation you've just heard.**

- (A) 1. Which of the following statements was mentioned in the magazine *The Banker*?  
(C) 2. What are the main sections of the top management of BOC?  
(B) 3. Which do you think is NOT the duty of the supervisory section?  
(D) 4. What is the business scope of the operational section?  
(B) 5. Which of the following is NOT mentioned among the businesses offered by BOC?

### Task 3 True or False

Listen to the conversation again and decide whether the following statements are true or false.

#### Answers

1. Bank of China is mainly engaged in commercial banking, including corporate banking, retail banking, and online banking.
2. The structure of the top management of BOC is made up of the Board of Directors, a number of Committees and the shareholders' meeting, with the Board of Directors being the highest management.  
(The shareholders' meeting is over the top management.)
3. The Auditing Department, the Inspection Department, and the Security Department are classified under the supervisory section and all the other departments belong to the operational section.

#### 译文

女: 张博士, 请允许我介绍您认识布朗女士。布朗女士, 这是张博士, 中国银行北京分行的经理。

男: 很高兴认识您, 布朗女士。欢迎光临。

女: 很高兴见到您, 张博士。中国银行是中国四大商业银行之一。很荣幸我能来这

里参观。

男：布朗女士，您听说过中国银行吗？

女：当然。听说过很多。我曾经读过《银行家》这本杂志，嗯……我想是在2007年吧，里面有一篇报道说中国银行位居世界1,000家最大银行的第9名。今天我能够站在这里，在中国银行，真是太不可思议了。我很兴奋。张博士，您能够给我多讲讲中国银行吗？我希望了解世界第9大银行。

男：我很乐意，布朗女士。我们银行目前的全称是中国银行股份有限公司。说实话，我很为它感到自豪。

女：我知道。我读过中国银行的历史。中国银行的快速发展确实令人刮目相看。作为一家上市公司，其管理机构设置又是怎样的呢？

男：总的来说，中国银行拥有效率非常高的管理机构。当然，股东大会是最高权力机构。其后是董事会。董事会领导某些管理委员会构成银行的高层管理机构。

女：这些委员会将讨论某些重大事情，然后向董事会汇报么？

男：完全正确。高层管理机构主要包括两部分：业务管理机构和监察管理机构。业务管理机构包括分管银行业务、总务和后勤的部门。监察管理机构包括审计部、监察部和保安部。

女：中国银行在国内外还有很多分行和支行，对吗？

男：不错。关于我们银行，您知道得真不少。

女：您知道我对中国的金融业做了一些研究。这是我硕士研究的领域。我还有一个问题：中国银行提供哪些方面的业务呢？

男：我们银行主要经营商业银行业务，包括公司银行业务、零售银行业务以及网上银行业务。我们还提供诸如保函、辛迪加贷款、理财咨询等业务。

女：非常感谢您的介绍。我想我已经了解了很多有关你们中国银行的事情了。毫无疑问中国银行是中国最大的商业银行。

男：噢，别这么说。我们仍然任重而道远。你知道，中国工商银行去年在世界银行中排名第7位。

女：中国工商银行简称是ICBC，对吗？此外还有中国建设银行和中国农业银行。

男：非常正确。它们与中国银行一起并称中国的四大商业银行。

### **For Reference**

- It is beyond reasonable doubt that... 毫无疑问……

## **Task 4 Role-playing**

(Open)

## Conversation 2 Foreign Banks in China

### Task 1 Previewing

Discuss in pairs and answer the following questions.

#### Answers for Reference

1. Do you know anything about foreign banks in China?
  - ▶ Many foreign banks have been setting up their new branches in the big cities in China these years.
2. Give some examples of foreign banks in your city.
  - ▶ Some foreign banks such as Standard Chartered Bank, Bank of East Asia, HSBC, etc., have set up branches in Guangzhou.
3. Can you tell the services offered by the foreign banks?
  - ▶ They offer foreign-currency services to foreign-funded companies and they also offer various RMB businesses. Some of them even issue credit cards in RMB.

### Task 2 Short Answer Questions

Listen to the conversation carefully and then answer the following questions.

#### Script & Answers for Reference

W: Hi, Tony. What's on the TV?

M: News about foreign banks.

W: Foreign banks? It is said many foreign banks want to set up branches in China.

M: Exactly. They line up to enter Beijing. That is the headline in *China Daily* today.

W: Foreign banks have been setting up a lot of new branches in Beijing and Shanghai these years. There will be some changes in the Chinese banking sector as more foreign banks come in.

M: I've heard of the news about Singapore's United Overseas Bank Group, UOB in short. It has upgraded its Beijing representative office into a branch.

W: What kind of banking business is UOB allowed to deal with? I know it is one of the three largest banks in Singapore.

M: It is said that the new branch will offer foreign-currency services to foreign-funded companies, including Sino-foreign joint ventures. UOB Chairman Wee Cho Yaw once revealed that his group's next growth engine would come from China. Do you know how many branches the group has?

W: Six.

- M: Yeah, exactly. So you can imagine what will happen to some high-profile banking giants. They are going to extend their reach into Beijing's personal finance services.
- W: The news said Hong Kong & Shanghai Banking Corporation Limited, shortened to HSBC, and Standard Chartered Bank will have their branches established in Beijing by the end of this year.
- M: HSBC's first branch in China's mainland was opened in Shanghai several months ago. Customers can choose from a range of services including foreign-currency deposits in eight currencies and 24-hour phone banking. By maintaining a total account balance of at least US\$50,000, customers can enjoy the services free of charge.
- W: Nice. If I had an account balance of that amount, I would enjoy the services free of charge.
- M: Do you have a bank account with HSBC?
- W: No. I wish I had.
- M: What is the name of the other bank mentioned just now?
- W: Standard Chartered Bank.
- M: It is HSBC's major rival in the Hong Kong market. It also opened its first retail branch in Shanghai in July.
- W: Yes. It will also open a retail branch in Beijing in the first quarter of next year. An official said the new retail branch in Beijing will offer similar services. It will be the first foreign bank to provide mortgage services to Chinese customers.
- M: The deputy secretary-general of the Beijing Banking Association, sorry, I can't remember his name, said to the reporters that major foreign banks expect to expand their business in the capital after a few years of profitable operations. He said there are now 18 foreign banks that have branches in Beijing and 108 overseas banks that have set up representative offices in the capital.
- W: Are they allowed to offer services to domestic residents?
- M: I don't think so. The People's Bank of China requires that only those that have posted profits for their operations in China for three consecutive years will be given permits to offer services to domestic residents.
- W: It was reported that foreign banks have diverse expansion strategies. Some emphasize what they already specialize in and some eye a full range of services. I believe that foreign banks are tapping the local market step by step despite the policy restrictions.
- M: Yeah, the United States financial company J. P. Morgan, for example, is expected to launch services such as capital market financing, financial advisory, treasury services and cash management in China. UOB is targeting foreign-funded enterprises, with the further goal of helping local enterprises list on the Singapore capital market. And HSBC plans to expand in virtually all areas permitted by regulations.
- W: On one side of the coin are ambitious foreign banking giants but on the other are the

policy limitations that restrict them to a limited range of businesses in the local market.

- M: The limitations have become fewer and fewer with the development of the economy. Foreign firms have gained more access to China's banking industry with the limitation terminated in December 2006. Before that, they were confined to taking deposits and issuing loans in foreign currencies. According to promises made by China when it joined the WTO, foreign banks have been allowed to launch consumer banking in Chinese currency since 2007. Of course, many foreign banks have offered various RMB businesses, some of them even issue credit cards in RMB.
- W: HSBC said last Friday that it would be granted access "soon" to the personal credit information of millions of Chinese under a landmark agreement with the People's Bank of China. The service, run by the central bank's Shanghai branch and the Shanghai municipal government, will allow lenders to judge the creditworthiness of potential borrowers.
- M: Standard Chartered Bank has also joined the service, which holds personal credit data on 2.83 million people. The coming of foreign banks will bring about some changes in the banking sector.

**Questions 1 to 5 are based on the conversation you've just heard.**

1. What is the headline in *China Daily* today according to the conversation?  
Foreign banks line up to enter Beijing.
2. Who is a major rival of HSBC in the Hong Kong market according to the conversation?  
Standard Chartered Bank.
3. How can foreign banks get permits to offer services to Chinese domestic residents?  
If they have posted profits for their operations in China for three consecutive years.
4. What is J. P. Morgan and what services are expected to be offered by the company?  
J. P. Morgan is a United States financial company and it is expected to launch services such as capital market financing, financial advisory, treasury services and cash management in China.
5. What kind of business has been allowed to be offered by foreign banks since 2007?  
Foreign banks have been allowed to launch consumer banking in Chinese currency since 2007.

### Task 3 Filling in the Blanks

Listen to the conversation again and fill in the blanks with what you've heard.

#### Answers

Singapore's United Overseas Bank Group, the third largest bank in Singapore, has upgraded its Beijing representative office into a branch. The new branch will offer foreign-currency

services to foreign-funded companies, including Sino-foreign joint ventures. UOB Chairman Wee Cho Yaw once revealed that his group's next growth engine would come from China. The group now has six branches in China and it is going to extend their reach into Beijing's personal finance services.

Hong Kong and Shanghai Banking Corporation and Standard Chartered Bank will have their branches established in Beijing by the end of this year. HSBC's first branch in China's mainland was opened in Shanghai several months ago. Customers can choose from a range of services including foreign-currency deposits in eight currencies and 24-hour phone banking. By maintaining a total account balance of at least US\$50,000, customers can enjoy the service free of charge. HSBC said last Friday that it would be granted access "soon" to the personal credit information of millions of Chinese under a landmark agreement with the People's Bank of China. The service, run by the central bank's Shanghai branch and the Shanghai municipal government, will allow lenders to judge the creditworthiness of potential borrowers.

### 译文

女: 嗨, 托尼, 电视在播什么呢?

男: 关于外资银行的新闻。

女: 外资银行? 据说有很多外资银行打算来中国开设分行。

男: 对啊。他们排队等候进入北京。这是今天《中国日报》上的大标题。

女: 近几年外资银行已经在北京和上海新建了许多分行。随着更多外资银行的进入, 中国银行业会发生一些变化。

男: 我听说过新加坡大华银行集团(简称UOB)的有关新闻。他们已经把北京代表处升级为分行。

女: 新加坡大华银行集团可以在华经营哪些银行业务呢? 我知道这家银行是新加坡的三大银行之一。

男: 据说新开的分行将为外资公司, 包括中外合资企业, 提供外汇业务。大华银行集团主席黄祖耀曾经透露, 他的银行集团下一个增长动力来自于中国。你知道该集团有多少分行吗?

女: 6家分行。

男: 对, 没错儿。所以你可以想象某些引人注目的金融巨头会怎么样。他们都计划把触角伸进北京的个人理财业务。

女: 新闻刚才说汇丰银行(简称HSBC)和渣打银行将于今年年底在北京设立分行。

男: 汇丰银行在中国大陆的第一家分行已经于数月前在上海开业。客户可以选择多种服务, 如8种外汇的存款、24小时全天候电话银行等。存款余额总数如果在5万美元以上的话, 客户还可以享受免费服务。

女: 很好。如果我有这么多的存款余额, 我就可以享受免费服务了。

男: 你在汇丰银行有银行账户吗?

女: 没有。我倒很希望能有。

男: 刚才还提到哪家银行?



- 女：渣打银行。
- 男：渣打银行在香港市场是汇丰银行的主要竞争对手。他们7月份在上海也开立了第一家零售分行。
- 女：是啊。他们还打算在明年一季度在北京建立一家零售分行。一位官员说北京新设的零售分行将提供类似的业务。它将成为第一家向中国客户提供抵押贷款的外资银行。
- 男：北京银行协会的副秘书长，不好意思，我不记得他的姓名，对记者说过，大型外资银行经过几年的盈利经营以后，都希望进一步扩大在北京的业务范围。他说，目前有18家外资银行在北京建立了分行，108家海外银行在首都建立了代表处。
- 女：允许他们为国内居民提供服务吗？
- 男：我觉得不行。中国人民银行规定外资银行只有连续3年通报在中国经营的盈利情况才允许对中国居民提供服务。
- 女：有报道说外资银行有多种战略扩展计划。有些侧重他们已经从事的专业领域，有些盯着所有种类的业务。我相信，尽管有政策限制，他们也会逐渐进入当地的金融市场。
- 男：对。像美国的金融公司摩根大通就打算进军中国的资本市场融资、理财咨询、国库券业务以及现金管理等业务。大华银行的目标是外资公司。其进一步目标是帮助中国国内企业到新加坡资本市场上市。汇丰银行打算在政策允许的所有领域扩大其业务范围。
- 女：一面是外资银行巨头的勃勃雄心，另一面是他们只能在当地市场限定的范围内经营业务的政策限制。
- 男：随着经济的发展，这些限制变得越来越少。2006年12月这些限制终止之后外资公司获得了更多进入中国银行业的机会。在这之前，他们的业务仅限于接受外汇存款和发放外汇贷款。按照中国进入世贸组织时作出的承诺，外资银行自2007年以来已获许经营银行人民币消费业务。当然，许多外资银行已经被允许提供各种人民币业务，其中一些银行还可以发行人民币信用卡。
- 女：汇丰银行上周五说，按照与人民银行签订的某个重要协议，他们“很快”就会获准进入涉及数百万中国人的个人征信业务。由人民银行上海分行和上海市政府负责的这项业务将使贷款人能够分析判断潜在借款人的信用。
- 男：渣打银行已经参与这项工作。他们掌握有283万人的个人征信数据。外资银行的参与将会给银行界带来某些变化。

### For Reference

- three consecutive years 连续三年
- eye a full range of services 眼睛盯着所有银行业务
- diverse expansion strategies 各种扩张战略
- under a landmark agreement with... 按照与……签订的重要协议

## Task 4 Role-playing

(Open)

# IV Lecture & News Report

## A Lecture Banks in China

### Task 1 Previewing

Match the technical terms in Column A with their Chinese equivalents in Column B.

#### Answers

Column A	Column B
(C) ① wholly state-owned commercial banks	(A) 外国金融机构
(F) ② joint-equity commercial banks	(B) 农村金融机构
(B) ③ rural banking institutions	(C) 全资国有商业银行
(G) ④ non-banking financial institutions	(D) 农村信用合作社
(D) ⑤ rural credit cooperatives	(E) 外国银行分行和支行
(A) ⑥ foreign banking institutions	(F) 股份制商业银行
(H) ⑦ locally incorporated foreign banks	(G) 非银行金融机构
(E) ⑧ foreign bank branches and sub-branches	(H) 本地法人外国银行

### Task 2 Multiple Choice

Listen to the lecture carefully and choose the best answer to each of the following questions.

#### Script & Answers

**The Hostess:** Ladies and gentlemen, today we are honored to have invited Mr. Lin, the

president assistant of Guangzhou Branch, Bank of China, to come to give us a lecture. Let's give him a warm welcome.

**Mr. Lin:** Good evening, ladies and gentlemen. My lecture today is about the Chinese banks.

All the banks in our country can be divided into state-owned commercial banks, joint-equity commercial banks, rural banking institutions, foreign banks and policy banks.

The four big commercial banks of China are Bank of China, China Construction Bank, Industrial and Commercial Bank of China and Agricultural Bank of China. With China's entry into the WTO, these banks were transformed from wholly state-owned commercial banks to limited companies by listing on stock markets.

There are many joint-stock or joint-equity banks among the commercial banks. Their share in the banking market has been growing rapidly. They operate entirely on a commercial basis and mainly serve the local economic development in large and medium-sized cities. China Minsheng Banking Corp., Ltd., China CITIC Bank, China Industrial Bank Co., Ltd., Guangdong Development Bank, Shenzhen Development Bank, China Merchants Bank, and Bank of Communications are examples of them. The joint-stock banks have become major banks in China. For instance, Shanghai Pudong Development Bank in 2007 ranked among the Top Three Strongest Banks in China's mainland by *The Asian Banker*.

We also have rural banking institutions. They are agricultural banks and rural credit cooperatives that offer bank services to people in rural areas in China.

Many foreign banks have established their branches in China. Since the end of May 2006, the number of foreign banking institutions in China has increased from 177 to 264, including 14 locally incorporated foreign banks, 183 foreign bank branches and 52 sub-branches. Hong Kong & Shanghai Banking Corporation Limited and the Bank of East Asia are examples of them.

The three policy banks established in 1994 are Agricultural Development Bank of China, China Development Bank, and the Export-Import Bank of China. They facilitated the separation of policy banking from commercial banking operations.

**Questions 1 to 5 are based on the lecture you've just heard.**

- (A) 1. How many types of banks or banking institutions are mentioned in the lecture?
- (B) 2. Which of the following is NOT a joint-equity commercial bank?
- (D) 3. How many branches and sub-branches have foreign banks set up in China according to the speaker?
- (D) 4. Which of the following was once ranked amongst the top three strongest banks in China's mainland?
- (C) 5. Which of the following is a wholly foreign-owned bank?

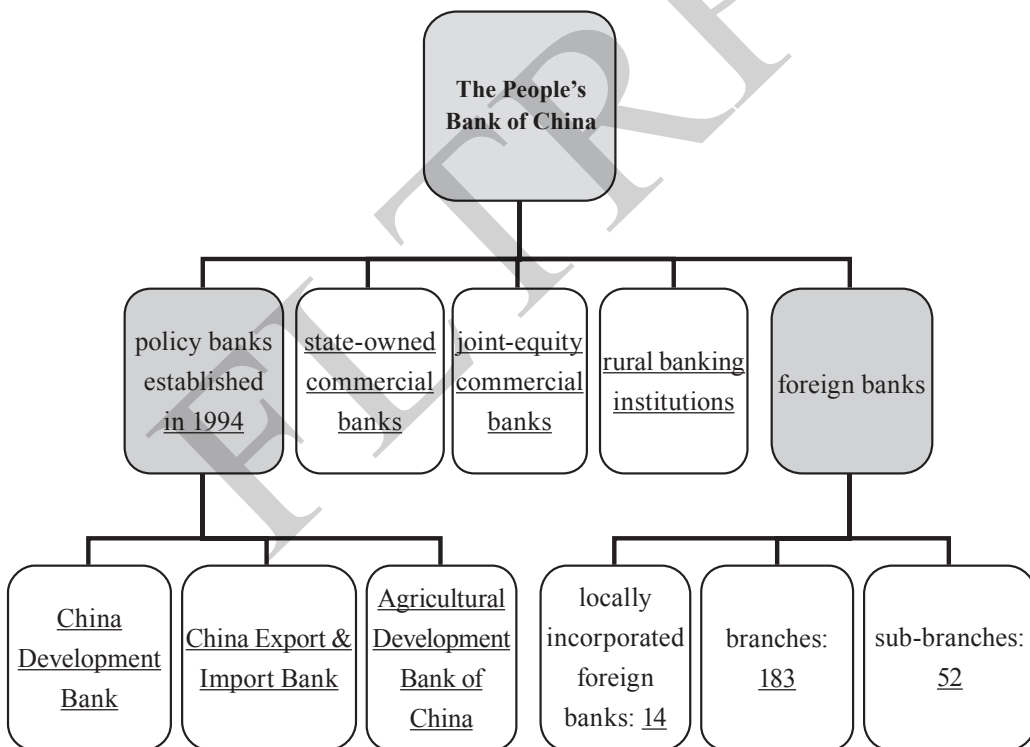
### Task 3 Filling in the Blanks

Listen to the lecture again and complete the chart about the structure of the Chinese banking system according to what you've heard.

#### For Reference

- be transformed from wholly state-owned commercial banks to limited companies by listing on stock markets 通过在证券交易所上市将国有独资商业银行转变为股份有限公司
- operate entirely on a commercial basis 完全按商业银行的模式经营
- facilitate the separation of policy banking from commercial banking operations 将政策性银行与商业银行的经营分开

#### Answers



#### 译文

主持人：女士们，先生们，今天我们有幸邀请到中国银行广州分行的行长助理林先生来给我们做讲座。让我们致以热烈的欢迎。

林先生：女士们，先生们，晚上好。今天我向大家介绍一下中国的银行。

中国的银行可以分为国有商业银行、股份制商业银行、农村金融机构、外国银行和政策性银行。

四家大型国有商业银行指中国银行、中国建设银行、中国工商银行和中国农业银行。中国加入世贸组织以后，这些商业银行在证券交易所上市，从原来的国有独资商业银行转变成了股份有限公司。

我国商业银行中有许多股份制银行。他们在银行业务市场中的份额正在迅速增加。他们完全按照商业银行模式运作，主要在大中城市为当地的经济服务。目前中国的股份制银行有民生银行、中信银行、兴业银行、广东发展银行、深圳发展银行、招商银行和交通银行等。股份制银行已经成为中国银行业的主要力量，例如，上海浦东发展银行在 2007 年被《亚洲银行家》杂志评为中国大陆三大最有实力银行之一。

我们还有农村金融机构。它们是农业银行和农村信用合作社，为农村地区提供金融服务。

很多外国银行已经在中国设立分行。从 2006 年 5 月底至今，来中国开业的外国银行机构的数目从原来的 177 家增至 264 家，包括 14 家本地法人外国银行、183 家外国银行分行和 52 家外国银行支行，例如，汇丰银行和东亚银行。

1994 年成立的 3 家政策性银行包括中国农业发展银行、国家开发银行和中国进出口银行，成立这些银行的目的是将政策性银行业务与商业银行业务分开经营。

## Task 4 Group Discussion

(Open)

## A News Report News on the HSBC Bank

### Task 1 Previewing

Translate the following Chinese into English.

#### Answers for Reference

Chinese	English
大客户业务	premier services
持有某保险公司的股份	hold a stake in an insurance company
汇丰银行有限公司	The Hong Kong & Shanghai Banking Corporation Ltd.
注资 50 多亿美元	inject over 5 billion dollars

(to be continued)

(continued)

Chinese	English
全资外国银行	wholly foreign-owned bank
已上市的股份有限公司	limited company listed on the stock market
货币发行银行	note-issuing bank
按揭贷款业务	mortgage loan service
香港特别行政区	Hong Kong Special Administrative Region
投资管理业务	investment management service

## Task 2 True or False

Listen to the news report carefully and decide whether the following statements are true or false.

### Script & Answers

China Radio International. You are listening to China Radio International News Program.

Xiao Yang is speaking.

This is the News Program on Finance.

HSBC Bank (China) Company Limited, with its headquarters based in Shanghai, started its operations in China's mainland on 2 April 2007. It is a wholly foreign-owned bank and was a branch office established previously in China by the Hong Kong & Shanghai Banking Corporation Limited.

The Hong Kong & Shanghai Banking Corporation Limited has a long history of operation in China. In 1865 the first branches were set up in Hong Kong and Shanghai. They were the initial banking institutions of the HSBC Group, which has become one of the world's largest banking and financial institutions with around 9,500 offices in 85 countries and districts. The Hong Kong & Shanghai Banking Corporation Limited is also the largest bank in the Hong Kong Special Administrative Region and one of the three authorized note-issuing banks there.

The Hong Kong & Shanghai Banking Corporation Limited has been offering services in China's mainland for over 140 years. It is the largest foreign banking investor that has injected over 5 billion US dollars into different Chinese banking and financial institutions as well as in the development of its own banking business. It holds a 19% stake in the Bank of Communications, a 16.8% stake in Ping An Insurance, and an 8% stake in the Bank of Shanghai.

The services offered by HSBC in China are foreign currency wholesale banking business, RMB personal banking services, corporate banking services, premier services, commercial banking services and e-banking services.

Thank you for listening.

This is the News Program of China Radio International.  
For focus, I'm Xiao Yang.

**Statements 1 to 5 are based on the news report you've just heard.**

- 1. HSBC is a wholly foreign-owned bank with its headquarters in Beijing. (*in Shanghai*)
- 2. HSBC's first branches were set up in Hong Kong and in Shanghai in 1965. (*in 1865*)
- 3. HSBC has become one of the world's largest banking and financial institutions with around 9,500 offices in 85 countries and districts.
- 4. HSBC is the largest foreign banking investor that has injected over 5 billion US dollars in different Chinese banking and financial institutions as well as in the development of its own banking business.
- 5. The services offered by HSBC in China are foreign currency wholesale banking business, RMB personal banking services, corporate banking services, premier services, commercial banking services and e-banking services.

### Task 3 Short Answer Questions

Listen to the news report again and answer the following questions.

#### Answers for Reference

1. When did headquarters of HSBC China in Shanghai start its operations?  
On 2 April 2007.
2. What is the stake held by HSBC in Ping An Insurance?  
16.8%.
3. What is the stake held by HSBC in Bank of Communications?  
19%.
4. How long has HSBC been offering services in China?  
Over 140 years.

#### 译文

中国国际广播电台。您正在收听的是中国国际广播电台新闻节目。

晓阳为您播音。

下面是财经新闻。

汇丰银行(中国)有限公司于2007年4月2日正式成立, 总行设于上海。它是一家  
全外资银行, 从前是汇丰银行在中国设立的分支机构。

汇丰银行在中国经营的历史悠久。1865年它的第一批分支机构在香港和上海成立，这是汇丰集团最早的金融机构。汇丰集团目前已发展成为世界上规模最大的银行及金融机构之一，在世界85个国家和地区设有约9,500个分支机构。它也是香港特别行政区最大的银行，为当地三家被授权发行货币的银行之一。

140多年来汇丰银行从未间断在中国大陆的业务，是在中国投资最多的外资银行，已投入50多亿美元到中国各银行和金融机构及自身业务扩展。它持有交通银行19%的股份，平安保险16.8%的股份以及上海银行8%的股份。

汇丰银行在中国提供的银行业务有外汇批发银行业务、人民币个人银行业务、公司银行业务、大客户业务、商业银行业务和网上银行业务等。

谢谢各位收听。

这是中国国际广播电台新闻节目。

请您继续收听晓阳的播音。

## V

# Research & Presentation

(Open)

## VI

# Technical Terms

## About Banks

1. The People's Bank of China (PBC) 中国人民银行
2. Agricultural Bank of China (ABC) 中国农业银行
3. Bank of China (BOC) 中国银行
4. China Construction Bank (CCB) 中国建设银行
5. Industrial and Commercial Bank (ICBC) 中国工商银行
6. China Development Bank (CDB) 国家开发银行
7. The Export-Import Bank of China (China Eximbank) 中国进出口银行
8. Agricultural Development Bank of China (ADB) 中国农业发展银行
9. Bank of Communications (BOCOM) 交通银行
10. China CITIC Bank (CITIC) 中信银行
11. Industrial Bank Co., Ltd. (IB) 兴业银行



12. China Merchants Bank (CMB) 中国招商银行
13. China Minsheng Banking Corp., Ltd. (CMBC) 中国民生银行
14. China Everbright Bank (CEB) 中国光大银行
15. Guangdong Development Bank (GDB) 广东发展银行
16. Shenzhen Development Bank (SDB) 深圳发展银行
17. Postal Savings Bank of China (PSBC) 中国邮政储蓄银行
18. Hong Kong & Shanghai Banking Corporation Limited (HSBC) 汇丰银行
19. Bank of East Asia (BEA) 东亚银行
20. Standard Chartered Bank (SCB) 渣打银行
21. Federal Reserve System (Fed) 美国联邦储备系统
22. national bank (美) 国民银行, 美联邦政府予以注册的银行
23. state bank (美) 州立银行, 美联邦各州政府予以注册的银行
24. joint-stock bank 股份制银行
25. note-issuing bank 货币发行银行

## About Banking Organizations

1. China Banking Regulatory Commission (CBRC) 中国银行业监督管理委员会, 简称“银监会”, 依照法律法规对银行业金融机构进行监管的机构。
2. head office 总行
3. branch 分行
4. sub-branch 支行
5. bank outlet 银行营业部
6. representative office 代表处
7. Accounting Department 会计部
8. Banking Department 银行业务部
9. Clearing Center 清算中心
10. Corporate Banking Department 公司银行业务部
11. Credit Card Center 信用卡中心
12. Financial Institutions Department 金融机构业务部
13. General Affairs Department 总务部
14. Human Resources Department 人力资源部
15. Investment Management Department 投资管理部
16. IT Department 信息技术部
17. Security Department 保安部
18. Overseas Business Department 海外业务部
19. Retail Banking Department 零售银行业务部
20. Settlement Department 结算部

21. Supporting Affairs Department 后勤部
22. Treasury Department 国库部

## About Banking Business

1. agent bank business 代理银行业务 (= correspondent service)
2. capital market financing 资本市场融资 (= correspondent service)
3. cash management 现金管理
4. corporate banking service 公司银行业务
5. credit card service 信用卡业务
6. credit to real estate business 房地产信贷业务
7. financial advisory service 理财咨询业务
8. investment business 投资业务
9. letter of credit service 信用证业务
10. letter of guarantee business 保函业务
11. online banking or e-banking 网上银行业务
12. personal banking service 个人银行业务
13. premier service 大客户服务 (= VIP service)
14. project financing 项目融资
15. retail banking service 零售银行业务
16. syndicated loans 辛迪加贷款业务
17. treasury business 国库券业务
18. trust loans 信托贷款
19. wholesale banking service 批发银行业务