

NEWS CLIPPING

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Summary:

The article is an examination of QFII derivatives in the China market. The journalist extensively quoted Claudia Zeisberger on topics such as QFII arbitrage, ways to design derivative products and the investment banks' rationale on derivative products. The article also quoted a Deutsche Bank representative, Melvyn Ford from Merrill Lynch, Nicole Yuen from UBS China and Vincent Chan from Credit Suisse.

QFII 衍生品蓄势待发

为使 A 股市场对海外投资人更具吸引力，降低操作风险，套利的工具是必须的，也可降低市场的波动

“如果我是一个美国退休基金的管理人，我首先就要看这个市场是否值得投资，然后就是：有没有足够的工具可以让我套利。” Claudia ZEISBERGER 如是说。

作为一名熟悉 QFII 操作的 INSEAD 亚太金融研究院教授，Claudia ZEISBERGER 曾就职于德意志银行、博瑞斯资本市场集团 (BCMG) 和德累斯顿银行，在全球场外衍生品市场交易经验达 10 年以上。

从去年 11 月份起，中国的 QFII 额度

审批开始提速。然而从 QFII 设立初期就“纠缠”外国投资人的担忧并没有减退，在一份由外资投行向客户提供的关于投资中国资本市场的业务说明书中就罗列了诸多弊端：股价过高，公司管理及披露、监管方面的限制、对投资本金汇入、汇出和所有权限制的僵化控制等等。其中，缺乏对冲工具则被提及最多。

“当年的台湾地区，尽管境外机构投资者不能卖空单只股票，但他们却可以通过在新加坡交易所交易的 MSCI 台湾股指期货对冲其头寸。我认为，如果能吸引境

外机构投资者，中国有必要推出各种风险对冲工具。在 A 股股价剧烈波动的情况下，这尤其现实。”某外资机构 QFII 负责人向《证券市场周刊》说道。

“从产品结构上看，货币市场和股票市场波动这两个环节是金融衍生品设计的两个重要部分。” Claudia ZEISBERGER 介绍了目前 QFII 衍生产品的关注点。

衍生品对冲风险

本刊获知，从 QFII 进入中国伊始，外资就不断试探政策的底线，期望将操作



空间扩大。

“目前，QFII 打造的大都是一些非常简单的产品，比如说发行和权益相关的票据和产品，使投资人通过购买这些产品和中国市场发生联系。” Claudia ZEISBERGER 说。

当下比较流行是通过做空 A 股获利，方式有多种：比如，境外投资者从 QFII 处借入一定数量的股票，在看空的情况下抛出。如果股票下跌，则在低位买进，到期归还 QFII，投资者从高卖低买中获得收益，如果股票上涨，投资者承担亏损。比如：海外某基金 A 通过 QFII 渠道购买某只 A 股（或者就是 QFII 通过自营部分购买的股票）。基金 B 认为中国股市将持续下跌，因此它通过 QFII 向基金 A 借股票。由于基金 A 是一个长期持有人，因此，通过一系列的协议，并缴纳一定数量的保证金，基金 A 将股票借给了基金 B。假定基金 A 是以 100 元 / 股购买了 100 股，基金 B 认为该只股票将在未来 3 个月内跌到 80 元左右。因而，基金 B 在得到这些股票之后悉数抛售。3 个月后，该只股票如预期跌至 80 元，基金 B 用 10000 元购买，就可以得到 125 股，其中归还基金 A 100 股，利息和相应的手续费，并予以 QFII 一定的手续费。剩余 25 股的价值大约是 2000 元，回报不菲。QFII 则通过提供交易平台收取一定的佣金。

或者，QFII 自己设计一些衍生产品，比如运用 MSCI 中国 A 股指数等工具设计一些产品，向投资者发行。相对而言，这种方式较复杂，且易为监管层发觉。一些“臭名昭著”的对冲基金来也通过 QFII 进入中国，尽管比例很小，其中有很大一部分是通过购买投资银行类 QFII 设计的衍生产品进行投资。

Claudia ZEISBERGER 认为，“上述的两种产品异曲同工。对海外投资人而言，作用非常有限，而且由于中国市场环境的限制，无法给投资人提供杠杆作用。”

而在货币市场上，在人民币汇率调整过程中，外国投资人通常做法是，先将美元结汇为人民币购买中国国债，同时到 NDF 市场买入一个与所购国债数量、期限相当的人民币外汇远期合约，如果人民币升值，则国债价格将会上涨，外资金融机

构通过抛售所持债券，得来人民币再买回美元，偿还借入的美元，从中获得汇差收益；如果人民币加息，虽然债券价格会下跌，但同时 NDF 市场会体现人民币升值，相应的贴水会有所扩大。

Claudia ZEISBERGER 强调，“做空，不仅仅是在中国，而且在整个亚洲都是很困难的。对冲基金在香港、新加坡都遇到过这种困境。但不用怀疑，在资本市场上肯定会有相关的关于中国市场的产品得到创建，它的目的就是为做空、套利。”

QFII 做空冲动不大

德意志银行人士表示，目前，不管是对冲基金还是 QFII，做空冲动都不大，因为做空的前提是，QFII 手中掌握有足够多的股票，只有自己有足够多的股票才可以去借给别人。但是，“QFII 的规模太小了”。

美林全球股票融资部负责人 Melvyn Ford 表示，很多对冲基金询问该公司旗下经纪子公司，是否有可能进行人为做空，即投行人士利用衍生产品组建一种交易，允许对冲基金从某只特定股票的下跌中获利。“但是，美林不打算提供人为做空交易。因为这样做可能会消耗公司的大陆股票存量，而外国投资者在购买大陆股票时有一定限制。”

瑞银集团中国证券主管、董事总经理袁淑琴也表示接到过类似的客户询问，但公司的原则是绝不从事法律禁止的事情。她说，公司目前的客户主要是国际的长线投资者，自营比例极少，对冲基金借道 QFII 做空 A 股的交易只会对客户有收益，对公司来说收益甚微，公司并无参与这种交易的动力。

“但是，我觉得投行本身会想出各种办法，绕开限制来进行套利。这就好像有病毒就一定会有杀毒软件的诞生。” Claudia ZEISBERGER 说。

配套产品不断推出

许多机构看好针对中国市场的对冲操

作。在 QFII 刚开始的时候，新加坡国际金融交易所（SIMEX）就已为机构投资者对亚洲大多数股指对冲提供了一个良好的平台，而最近更是图谋推出中国 A 股指数期货。

SIMEX 明确表示，A 股指数期货一方面为已在中国股票市场投资的 QFII 提供了保值工具，另一方面也为那些被中国投资政策阻碍之外的国际投资者提供了投资工具。

而 MSCI 中国 A 股指数的推出也为研发指数性衍生

工具提供了便利。

“QFII 总是要向客户做出很多的解释，其中一个原因就是中国没有 MSCI 指数，或者说中国并没有被纳入到 MSCI 指数体系当中去。”瑞信中国研究部主管陈昌华告诉本刊。

超过 90% 的美国机构投资者的国际投资部分是以 MSCI 系列指数为基准的，在欧洲，这一比例超过 2/3。几乎所有的投资机构都按这一指数来安排在世界各个证券市场的投资比例，而某个市场如果没有被纳入全球指数，则该市场对相当多的机构投资者都不具各吸引力。MSCI 指数由 MSCI Barra 公司推出，去年他们宣布，将正式推出“MSCI 中国 A 股指数”。MSCI Barra 公司副总裁杨安慈告诉《证券市场周刊》：“该指数完全按照 MSCI 国际指数的要求编制，纳入到 MSCI 国际指数只是一个时间而已。”

台湾金鼎证券集团大中华投资银行事业部 CEO 林俊良说，台湾 QFII 得到飞速发展，一个转折点就是纳入 MSCI。在加入 MSCI 指数之前，外资进入的数量很小，因为台湾股市不计入绩效评比指标，就进不了他们的投资视线。而 1996 年 4 月台湾加入 MSCI 指数后，当月总成交金额就刷新了 1995 年 2 月以来的纪录。

“共同基金或是退休金，更关注指数类产品，在这个指数基础上进行合约交易，这种指数的建设是基础的。一开始不要做的很复杂，就从指数开始。” Claudia ZEISBERGER 说。■

新兴市场风险溢价

对海外投资者而言，新兴市场回报率较高同时风险也较高，需要有一定的超额回报来补偿这部分风险。



Ogilvy Public Relations Worldwide

Translation:

QFII Derivatives Ready to Fly

As well as making the market less volatile, arbitrage tools make the A share market more attractive to foreign investors, and lower overall operating risks.

“If I’m a manager of an American retirement fund, first of all, I’ll see if the market is worth investing in. Then I ask; does it have enough tools that allow me to arbitrage?” says Claudia Zeisberger, a professor of the INSEAD Asia Pacific Institute of Finance.

Claudia Zeisberger, who has over 10 years of experience trading in the global OTC derivatives markets, is thoroughly familiar with QFII operations - having once worked for Deutsche Bank, Berisford Capital Markets Group (BCMG) and Dresdner Bank in New York.

China has quickened its pace of approving QFII quotas since last November, but foreign investors’ concerns regarding the QFII have never abated. A prospectus provided by a foreign bank concerning investing in China’s capital market has listed a range of imperfections-including over-valued stock prices, restrictions on corporate governance, disclosure and supervision issues, inflexible control of inward and outward remittance, issues of investment principal ownership, and a lack of hedging tools.

“Previously in Taiwan, while foreign institutional investors could not short sell individual shares, they would still be able to hedge their positions through the MSCI Taiwan shares index futures traded in the Singapore Exchange. In my opinion, if it is able to attract foreign institutional investors, then it’s necessary for China to have various risk hedging tools - which would be especially practical in view of the intense volatility of the A share price,” the QFII manager of a foreign institute told Securities Market Weekly.

“From the perspective of product structure, the links of the monetary market and the share market volatility are two important components of the design of the financial derivatives,” stated Claudia Zeisberger – highlighting the present focus of QFII derivatives.

Derivatives hedging risk

According to this magazine’s investigation, foreign capital has been testing the policy’s limits ever since QFII came into China, aiming to expand the operating space.

“Until now, QFII has only offered the simplest of products – for example, issuing equity notes and products, and giving investors a chance establish a relationship with the China market through these products,” says Claudia Zeisberger.

The current trend is to profit through short selling A shares. There many methods for doing this. For example, foreign investors borrow a certain number of shares from QFII, and sell out when there is the expectation of a bearish market. If the share price drops, then buying in at a low price and giving the shares back to QFII at term allows the investor to make a profit from selling high and buying low. However - if the prices of shares increase, the investor will bear the losses. For example: Foreign fund A buys an A share through the QFII channel (or QFII will buy the shares itself, using a subsidiary). Fund B believes that China's stock market will remain bearish, so it borrows shares from Fund A through QFII. Since Fund A is a long-term holder, it can make a series of agreements to, with the addition of a bond, lend the shares to Fund B. Let's assume that Fund A bought 100 shares at RMB100/share, and Fund B believes that this share will drop to around RMB80 in the next three months. So Fund B sells out all these shares after acquiring them from Fund A. Three months later, this share falls to RMB80, as expected, and Fund B spent RMB10, 000 to buy 125 shares. 100 of these shares will be returned Fund A, plus interests and associated fee, and a fee for QFII. The remaining 25 shares, worth RMB2, 000, make an outstanding ROI -and QFII collects a commission by providing the trading platform.

Alternatively, QFII can itself design some derivatives - for example through tools such as MSCI China A share indexes, which can be issued to investors. This method is comparatively more complex, and can be easily discovered by the supervisory authority. A small proportion of "notorious" hedging funds have entered the China market through the QFII, and a large number of them invest through buying the derivatives designed by the investment bank-type QFII.

Claudia Zeisberger states, "the above two products are more or less the same, and for foreign investors both serve a very limited role. Moreover, because of the restrictions of the China market environment, they cannot be leveraged by investors."

In the monetary market it is common practice by foreign investors to, during the process of adjusting the RMB exchange rate, exchange USD into RMB to buy Chinese government securities - while at the same time buying from the NDF market a RMB foreign exchange forward contract, of the same quantity and term as the purchased government securities. If the RMB appreciates, the price of the government securities will increase and the foreign financial institute can realize the exchange difference gain by selling out the securities to get RMB to buy back USD, and then pay back the borrowed USD. If the RMB's interest increases, though the securities price will drop the NDF market will manifest a RMB appreciation - and the corresponding premium will be increased.

Claudia Zeisberger stresses, "Short selling is difficult not only in China, but also in the whole of Asia as well. Hedging funds have met the same difficult positions in Hong Kong and Singapore. Regardless however, the capital market definitely has China market related products being created, whose purpose is to short sell and arbitrage."

QFII does not have a strong urge to short sell

A source from the Deutsche Bank said that currently there isn't a strong drive for either hedging funds or QFII to short sell. The precondition for this short selling is that QFII would own enough shares, and be able to lend – however, “the size of the QFII is too small.”

Melvyn Ford, Managing Director of Global Equity Finance at Merrill Lynch, said that many hedging funds have asked their subsidiary broker company if it is possible to artificially short sell. That is, asking if the investment bankers can create a transaction by utilizing derivatives, allowing hedging funds to make a gain from a particular share price drop. “Merrill Lynch does not plan to provide the artificial short sale transactions. This would consume the company's mainland shares – and there are restrictions on foreign investors buying mainland shares.”

Nicole Yuen, head of UBS China equities, said that she too has received similar inquiries – however UBS China's policy is to never do anything illegal. She said that the majority of her company's clients were long-term foreign investors, with a very small percentage of them self-trading. Hedge funds short selling A shares through QFII will only benefit the clients, and bring very little if any benefit to the company. For this reason, the company has minimal motivation to participate in such a transaction. “I think the investment banks themselves will think of ways to bypass the restriction and arbitrage, which can be likened to the struggle between virus software and anti virus software”, Claudia Zeisberger.

Complementary products constantly launched

Many institutes are bullish on hedging operations in the China market. SIMEX created an excellent platform for institutional investors hedging on the majority of the Asian indexes, by planning to launching China A share index futures.

SIMEX points out that the A share index futures will provide a hedging tool for QFII already investing in China's stock market, and on the other will provide an investment tool for foreign investors who were blocked from the China market by China's investment policies.

The launch of the MSCI China A share index has also facilitated the R&D of index derivative tools.

“QFII is constantly having to explain details to clients, in part because China does not have a MSCI index, and that China has not been included into the MSCI index system,” Vincent Chan, Head of China Research of Credit Suisse, explains.

More than 90% of American institutional investors' international investment is benchmarked against the MSCI indexes; while in Europe the proportion is over two thirds. Almost all investment institutes set up their investment ratio in the world's securities markets based on this index, so a market lacking this feature is not going to attract a large number of

multinational investors. The MSCI index was launched by MSCI Barra, who last year announced that they will formally launch “MSCI China A Share Index”. Deborah Yang, Vice President of MSCI Barra, stated “this index is compiled in strict accordance to MSCI’s global index requirement, and it is only a matter of time before it would be included into the MSCI global index.”

Michael C. Lin, CEO of TISC Greater China Investment Banking, noted that inclusion into the MSCI was one of the major turning points for Taiwan’s QFII’s fast development. Taiwan’s stock market attracted minimum foreign investment before joining the MSCI, because while the stock market was not included into a performance evaluation index, it was not be visible on the investment radar. Upon Taiwan’s inclusion into the MSCI index in April 1996, the total transaction value for that every month was higher than for any period since February 1995.

“Mutual funds and retirement funds attach more importance on index products, and carry out contract transactions based on this index. This makes the creation of the index fundamental. The MSCI index does not, however, need to be very complex”, stated Claudia Zeisberger.

- Inset text: Risk Premium in An Emerging Market

For foreign investors, an emerging market has high returns as well as high risks. Excessive returns are needed to compensate this risk.