

2.5投资银行业务

2.5 Investment Banking Business

项目编号 Item No.	服务项目 Service Items	服务内容 Service Functions	服务价格 Service Price	适用对象 Targeted Customers	优惠政策 Promotion
TH001	债券承销与分销 Bond underwriting and distribution	为客户提供债券的承销、分销服务。承、分销品种包括但不限于国债、政策性金融债、短期融资券、超短期融资券、中期票据、中小企业集合票据、非公开发行定向债务融资工具、资产支持票据、项目收益票据、地方政府债券、一般金融债（含证券公司短期融资券）、资产支持证券以及其他债券品种 Provide bond underwriting and distribution for customers. Those underwritten and distributed include but not limited to T-bond, policy financial bonds, commercial paper, super commercial paper, medium-term notes, small and medium-sized enterprise collective notes, private placement notes, asset-backed notes, project return notes, local T-bond, general financial bonds (including short-term financing bonds of securities companies), asset-backed securities and other bonds.	按协议价格收取 Charged at agreed price	对公客户 Corporate customers	
TH002	债券融资综合顾问 Integrated advisory service on bond financing	为非我行主承销的债券提供综合顾问服务方案，包括为客户设计直接债务融资综合方案，在发行方提出要求时向发行方提供发行建议，对发行方所出具的与发行工作有关的文件提供咨询建议，协助发行方选择主承销商、会计、法律、评级、担保等中介机构，协调监督中介机构工作，为发行人推荐机构投资者，以及其他与债券融资相关的综合顾问服务 Provide integrated advisory service solutions for bonds underwritten by other underwriters, including designing integrated solution of direct debt financing, providing suggestions on the issuance when the issuer requests, providing advices on the files presented by the issuer about the issuance, assisting the issuer in selecting lead underwriter, accounting, legal, rating, guarantee and other intermediaries, supervising and coordinating the work of intermediaries, recommending institutional investors for the issuer and providing other integrated advisory services related to bond	每次（或每份）50-500万元；或按协议价格收取 RMB500,000 - RMB5 million each, or charged at agreed price	对公客户 Corporate customers	
		作为银团贷款牵头行，为借款人提供发起组织银团、承担包销或部分包销责任、分销银团贷款份额、提供银团贷款的组织安排等服务；或参加其他金融机构牵头的银团贷款，按本行承贷比例以及参与银团贷款时所提供服务内容获取部分安排费；作为银团贷款代理行，负责落实贷款条件、办理抵质押手续、资金归集、资金汇划、办理还款、收取利息和费用、贷后管理、信息传递等服务事宜，负责借款人和银团贷款成员行之间的信息沟通并处理违约事件等；银团贷款业务开展过程中，为客户提供顾问、咨询、结构安排，及贷款项下因条件豁免、贷款额度分销、贷款展期、贷款份额转让等事项提供的其他服务 As an arranger of syndicated loan, initiate and arrange the	1.银团安排费、银团参加费：按银团贷款总额或我行承贷份额的0.2%-2%比例一次性收取；或按协议价格收取； 1. Syndicate arrangement fee and syndicate participation fee: Charged in a lump sum at 0.2% - 2% of syndicated loan amount or the Bank's participation; or charged at agreed price; 2.银团代理费：根据代理行的工作量按协议价格收取； 2. Syndicate agent fee: Agreed price based on the workload of correspondent bank; 3.其他服务费：依据国际惯例，或牵头行		

TH003	银团贷款 Syndicated loan	syndication, assume underwriting or partial underwriting responsibilities, distribute syndicated loan tranches and arrange the syndicated loan for the borrower; or participate in the syndicated loan led by other financial institutions, and obtain the some arrangement fee based on the shares of the Bank and the services provided during the participation in the syndicated loan; as an agent of syndicated loan, implement the loan conditions, handle mortgage and pledge procedures, fund sweep, fund transfer and repayment, collect interest and fee, conduct post-lending management, and pass the message, etc., be responsible for the communication between the borrower and syndicated loan participating banks; provide customers with advisory, consulting, structural arrangements, and other services under loans due to conditional exemption, loan line distribution, loan extension, loan share transfer, etc.	<p>制定的收费要求，以自由公平为原则与客户协商后按协议约定价格收取，包括但不限于前端费（Upfront Fee）、展期费（Extension Fee）、工作费（Work Fee）、包销费（Underwriting Fee）、分销费（skim fee）、豁免费（waiver fee）、银团资产转让费（Assignments and Transfers Fee）等</p> <p>3. Other service fees: Charged at the agreed price according to international practice or the charging requirements formulated by the lead bank, and upon negotiation with customers on the principle of freedom and fairness, including but not limited to upfront fee, extension fee, work fee, underwriting fee, skim fee, waiver fee, assignments and transfers fee.</p>	对公客户 Corporate customers	
TH004	转贷款 Sub-loan	<p>为客户提供转贷服务,包括但不限于筛选项目、起草转贷协议、贷后管理、按时向境外银行偿付贷款本息、在借款人违约时对外垫付、向财政部提交贷款管理报告等</p> <p>Provide sub-loan services, including but not limited to project screening, preparation of sub-loan agreement, post-lending management, repayment of principal and interest to overseas banks, payment once the borrower defaults and submission of loan management report to the Ministry of Finance.</p>	<p>一类转贷：转贷金额1000万美元(含)以下，按照不高于贷款余额的0.25%/年收取；转贷金额1000万-5000万美元（含），按照不高于贷款余额的0.2%/年收取；转贷金额5000万美元以上，按照不高于贷款余额的0.15%/年收取；二类转贷：转贷金额1000万美元（含）以下，按照不高于贷款余额的0.3%/年收取；转贷金额1000万-5000万美元（含），按照不高于贷款余额的0.25%/年收取；转贷金额5000万美元以上，按照不高于贷款余额的0.2%/年收取；三类转贷：按照不低于贷款余额的1%/年收取；或按协议价格收取</p> <p>Level-1 sub-loan: for sub-loan amount of USD10 million and below, no more than 0.25% of loan balance per year; for sub-loan amount of USD10 million-USD50 million (inclusive), no more than 0.2% of loan balance of loan balance per year; for sub-loan amount of above USD50 million, no more than 0.15% of loan balance per year; level-2 sub-loan: for sub-loan amount of USD10 million and below, no more than 0.3% of loan balance per year; for sub-loan amount of USD10 million-USD50 million (inclusive), no more than 0.25% of loan balance per year; for sub-loan of above USD50 million, no more than 0.2% of loan balance per year; level-3 sub-loan: no less than 1% of loan balance per year; or agreed price</p>	对公客户 Corporate customers	
		为客户提供结构融资全流程金融服务，包括提供出口信贷、项目融资、并购贷款、股权融资、联合贷款等产品的结构设计、协议文本起草、引入多元化投资者、对项目设计的法律/财务/经营风险提供咨询服务、并购标的推荐、上市前融资、资产评估、资产重组交易等金融服务	<p>每次（或每份）50-1000万元，或按协议价</p>		小微企业免收。小型微型企业划分按《关于印发中小企业划型标准规定的通知》（工信部联企业[2011]300号）规定执行

TH005	结构融资 Structured financing	Provide whole-process structured financing services, including but not limited to structure design, preparation of agreement, introduction of diversified investors, consultation on legal/financial/operational risk of project design, recommendation of M&A target, financing before going public, asset evaluation and asset restructuring for products like export credit, project financing, M&A loan, equity financing and syndicated loan	每份（或每份）50-1000万元；或按协议价格收取 RMB500,000-RMB10 million each or agreed price	对公客户 Corporate customers	Small and micro enterprises are exempted. Division of small and micro enterprises shall conform to the Notice on Printing and Issuing the Regulations for the Division of Medium and Small Enterprises (G.X.B.L.Q.Y. [2011] No. 300)
TH006	资产管理及资产证券化 Asset management and asset securitization	为客户提供资产管理及资产证券化服务，可提供以下部分或全部内容：（一）为客户提供各项资产管理顾问服务，包括但不限于各类资产管理产品交易结构设计、资产管理融资顾问服务、投资目标筛选及风险分析服务，以及各类资产证券化产品的交易结构设计、日常后续管理和风险持续监控等服务；（二）接受客户委托，代理客户收取其资产项下债务人应支付的本金、利息、罚息等款项；若资产融资人为我行客户，提供对融资人经营情况、资产运作情况的持续跟踪等服务；（三）为客户提供资产监管服务，以及其他资产管理和交易相关的服务 Provide asset management and asset securitization services, including part or all of following items: (1) providing asset management advisory services, including but not limited to trading structure design of asset management products, asset management financing advisory service, screening of investment targets and risk analysis, trading structure design of various asset securitization products, daily follow-up management and constant risk monitoring; (2) collecting principal, interest and penalty interest due to the debtor under the assets on behalf of the customer as entrusted by the customer; if the asset financier is a CITIC Bank customer, constantly tracking the business operation and asset operation of the financier; (3) providing services like asset supervision and other services relevant to the asset management and trading.	按照提供服务金额的0.10%-3.00%；或按协议价格收取 0.10% - 3.00% of service amount; or agreed price	对公客户 Corporate customers	小微企业免收。小型微型企业划分按《关于印发中小企业划型标准规定的通知》（工信部联企业[2011]300号）规定执行 Small and micro enterprises are exempted. Division of small and micro enterprises shall conform to the Notice on Printing and Issuing the Regulations for the Division of Medium and Small Enterprises (G.X.B.L.Q.Y. [2011] No. 300)

TH007	国际业务财务顾问 Financial advisory service of international business	为客户提供国际业务项下融资方案设计、资金安排、咨询服务、增值服务等 Provide financing plan design, capital arrangement, consulting service and value-added service under the internal business	1-100万元/笔 RMB10,000-RMB1 million per transaction	对公客户 Corporate customers	小微企业免收。小型微型企业划分按《关于印发中小企业划型标准规定的通知》（工信部联企业[2011]300号）规定执行 Small and micro enterprises are exempted. Division of small and micro enterprises shall conform to the Notice on Printing and Issuing the Regulations for the Division of Medium and Small Enterprises (G.X.B.L.Q.Y. [2011] No. 300)
TH008	财富管理咨询顾问 Wealth management advisory service	通过挖掘并整合客户需求、整合合作机构资源，为客户提供财富管理相关的咨询顾问服务，涉及包括但不限于家族信托服务、资产委托管理服务、全球资产配置服务等 Explore and summarize the customer's demands and integrate resources of cooperative institutions to provide consulting service related to wealth management, including but not limited to family trust, trusted asset management and global asset allocation	协议定价，具体的收费基础及费率均通过与个人客户、合作机构逐笔签订协议的形式予以明确 Agreed price. Fee basis and fee rate shall be determined in the agreement with personal customers and cooperative institutions	全部客户 或从产品中收取 All customers or product-specific	小微企业免收。小型微型企业划分按《关于印发中小企业划型标准规定的通知》（工信部联企业[2011]300号）规定执行 Small and micro enterprises are exempted. Division of small and micro enterprises shall conform to the Notice on Printing and Issuing the Regulations for the Division of Medium and Small Enterprises (G.X.B.L.Q.Y. [2011] No. 300)