ASEAN+3 MULTI-CURRENCY BOND ISSUANCE FRAMEWORK
Implementation Guidelines for Hong Kong, China

ASEAN+3 BOND MARKET FORUM
SUB-FORUM 1 PHASE 3 REPORT

August 2015
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<td>ASEAN+3 Multi-Currency Bond Issuance Framework</td>
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<tr>
<td>ASEAN</td>
<td>Association of Southeast Asian Nations</td>
</tr>
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<td>ASEAN+3</td>
<td>ASEAN plus the People's Republic of China, Japan, and the Republic of Korea</td>
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<tr>
<td>BMG</td>
<td>Bond Market Guide, an ABMF publication for each ASEAN+3 market</td>
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<td>CHATS</td>
<td>Clearing House Automated Transfer System</td>
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<td>CMU</td>
<td>Central Moneymarkets Unit (of HKMA)</td>
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<td>CSD</td>
<td>central securities depository</td>
</tr>
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<td>HKD</td>
<td>Hong Kong dollar (ISO code)</td>
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<td>HKEx</td>
<td>Hong Kong Exchanges and Clearing Limited</td>
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<td>ISIN</td>
<td>International Securities Identification Number</td>
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<tr>
<td>JPY</td>
<td>Japanese yen (ISO code)</td>
</tr>
<tr>
<td>MTN</td>
<td>medium-term note</td>
</tr>
<tr>
<td>OTC</td>
<td>over-the-counter</td>
</tr>
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<td>USD</td>
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This chapter describes the key features of the ASEAN+3 Multi-Currency Bond Issuance Framework (AMBIF), also known as AMBIF Elements, and puts into perspective the equivalent features of the domestic professional bond market in Hong Kong, China.¹

**Summary of AMBIF Elements**

The bond market in Hong Kong, China is largely international in nature. While the HKD-denominated bond market is relatively small, many bonds and notes are issued internationally in Hong Kong, China.

Table 1 identifies the features and practices of the domestic bond market in Hong Kong, China that directly correspond with or are equivalent to the AMBIF Elements.

**Description of AMBIF Elements and Equivalent Features in Hong Kong, China**

**Domestic Settlement**

**AMBIF**

AMBIF is aimed at supporting the domestic bond markets of ASEAN+3. To be recognized as a domestic bond or note, an AMBIF bond or note needs to be settled at the designated central securities depository (CSD). Hence, domestic settlement needs to be a key feature of an AMBIF bond or note.

**In Hong Kong, China**

All domestic corporate bonds and notes traded over-the-counter (OTC) in the Hong Kong, China market are identified by the International Securities Identification Number (ISIN) prefix HK, and are admitted to and settled in the Central Moneymarkets Unit (CMU), a unit of the Hong Kong Monetary Authority (HKMA), regardless of the denomination. CMU connects directly to the domestic Clearing House Automated Transfer System (CHATS) high-value payment systems, which can accommodate the settlement of bonds and notes denominated in local currencies (Hong Kong dollars and offshore Chinese renminbi) and in foreign currencies (e.g., US dollars).

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¹ ASEAN+3 refers to the 10 members of the Association of Southeast Asian Nations (ASEAN) plus the People's Republic of China, Japan, and the Republic of Korea.
Harmonized Documents for Submission (Single Submission Form)

**AMBIF**

Based on the review of application forms for issuance approval, offering circulars, information memorandums, and program information formats in ASEAN+3, the core information was found to be similar or comparable across markets. Hence, the Single Submission Form (SSF) that can be applied to all of the relevant regulatory processes for bond and note issuance across markets was proposed. The information contained in the SSF can be submitted to all relevant regulatory authorities and market institutions for relevant approvals or consent, or used in the context of the submission (e.g., as a checklist) in anticipation of an AMBIF bond or note issuance.

**In Hong Kong, China**

Where bonds and notes are offered only to professional investors through private placements, no approval for bond and note issuance is required from the Securities and Futures Commission (SFC) or HKMA. Thus, contracting parties—such as issuers, underwriters, and investors—are free to set and agree on documentation and disclosure requirements among themselves.
To be listed on Hong Kong Exchanges and Clearing Limited (HKEx) for visibility or profiling purposes, HKEx is in favor of using harmonized documents, as long as its application procedures and all listing requirements are fulfilled.

English is one of the official languages of Hong Kong, China; hence, the SSF can be utilized, particularly in the context of a profile listing since no issuance approval is required.

**Registration or Profile Listing in ASEAN+3 (Place of Continuous Disclosure)**

*AMBIF*

Information on issuers, bonds, and notes needs to be disclosed continuously in ASEAN+3 markets. A registration or listing authority function to facilitate continuous disclosure is required. This can ensure the quality of disclosure and help create a well-organized market for AMBIF issuances with transparency and a quality of information that differentiates AMBIF issuances from ordinary private placements for which information is often neither available nor guaranteed. Owing to this important feature, an AMBIF secondary market is expected to emerge as the number of issuances increases.

A profile listing is a listing without trading on an exchange. The objective of the listing is to make bonds and notes visible and more information available to investors via a recognized listing place, particularly those investors with more restrictive mandates, such as mutual and pension funds. A profile listing at a designated listing place can ensure the flow of continuous disclosure information and possibly even reference pricing in some markets.

*In Hong Kong, China*

HKEx Listing Rules provide a listing facility for bonds and notes aimed exclusively at professional investors. This facility is officially known as Debt Issues to Professional Investors Only, and typically is referred to as Professional Bonds. Professional Bonds are still traded OTC but are listed for profiling only, typically in order to reach a specific investor universe or address the need for a listing in potential investors’ mandated prudential regulations.

While the listing for profiling on HKEx is available for both domestic and international bonds and notes issued in Hong Kong, China, and HKEx Listing Rules do not prescribe a particular clearing house or place of settlement, the inclusion for settlement in CMU is required to mark a bond or note as domestic. Hence, for all intents and purposes, the availability of CMU settlement, in conjunction with the listing for profiling on HKEx, satisfies the AMBIF Element of Registration or Profile Listing.

At the same time, a listing for profiling of AMBIF bonds and notes on HKEx may not preclude a simultaneous listing for profiling for the benefit of (certain) professional investors in another jurisdiction in ASEAN+3.

**Currency**

*AMBIF*

In the context of AMBIF, the denomination of an issue is generally expected to be in the domestic currency of each ASEAN+3 market. But this does not exclude the possibility of issuing in other currencies if market practice regularly supports these other currencies and the relevant domestic currency or cash clearing capabilities exist. At this stage, US dollars, Japanese yen, and offshore Chinese renminbi are the currencies other than domestic currencies in which bonds and notes tend to be issued in ASEAN+3 markets.
In Hong Kong, China
In addition to Hong Kong dollars, bonds and notes denominated in other currencies, including but not limited to US dollars and offshore Chinese renminbi, are regularly issued and settled at CMU.

Scope of Issuers

AMBIF
As AMBIF is aimed at supporting the development of domestic bond markets in the region and promoting the intraregional recycling of funds, an issuer needs to be a resident of an ASEAN+3 market.

In Hong Kong, China
There is no distinction between domestic and foreign issuers or particular corporate issuer types in the Hong Kong, China bond market.

Scope of Investors

AMBIF
Professional investors are defined in accordance with regulations and/or market practice in each market in ASEAN+3. Some jurisdictions have a clear definition of professional investors, while other jurisdictions may need to establish the concept through agreements.

Professional investors are institutions defined by law and licensed or otherwise registered with regulators by law in their economy of domicile and, hence, are subject to governance and inspection based on securities market and/or prudential regulations. In addition, most of them are also subject to oversight as well as professional conduct and best practice rules by a self-regulatory organization, such as an exchange or a market association.

In Hong Kong, China
The Securities and Futures Ordinance (SFO), Chapter 571 of the Laws of Hong Kong, defines the concept of professional investors in Hong Kong, China; in its provisions, the SFO distinguishes between Institutional Investors and Non-Institutional Investors, as shown in the definitions below. In market practice, the term “professional investors” is used since the concept is not limited to institutions or legal entities:

The SFO defines Institutional Investors as

1. regulated securities firms, any person carrying on the business of the provision of investment services regulated under the Laws of Hong Kong or the laws of any place outside Hong Kong, China;
2. regulated banks, any bank regulated under the Laws of Hong Kong or the laws of any place outside Hong Kong, China;
3. regulated insurers, any insurer regulated under the Laws of Hong Kong or the laws of any place outside Hong Kong, China;
4. investment funds, any collective investment scheme authorized by the SFC or similarly constituted under the laws of any place outside Hong Kong, China, and, if regulated under the laws of such place, permitted to be operated under the laws of such place, or any person by whom any such scheme is operated; and
5. sovereign bodies, any government (other than a municipal authority) or any institution, which performs the functions of a central bank, or any multilateral agency.
The SFO defines Non-Institutional Investors as persons who, as a result of their financial position, qualify as professional investors, including

1. High Net Worth Individuals, any individual (either alone or with any of his or her associates on a joint account) who has a portfolio of not less than HKD8 million (or its equivalent in any foreign currency);
2. corporate professional investors, any corporation or partnership with either a portfolio of not less than HKD8 million (or its equivalent in any foreign currency) or total assets of not less than HKD40 million (or its equivalent in any foreign currency); and
3. trusts, any trust corporation entrusted under the trust or trusts of which it acts as a trustee with total assets of not less than HKD40 million (or its equivalent in any foreign currency).

The provisions of the above regulations specifically include foreign investors and foreign institutional investors.

In its dealings for the Professional Bonds market, HKEx uses the collective term “professional investors,” which includes both Institutional Investors and High Net Worth Individuals as defined in the SFO.

With regard to CMU practices, issuers shall ensure that their bond or note issuance meets all regulatory requirements, including compliance with the SFO and the definitions for Institutional Investors contained therein, before lodging the bond or note with CMU.

Institutional Investors based in Hong Kong, China may invest in overseas markets without limitation (other than certain types of investment in the Peoples’ Republic of China), unless these institutions’ own mandates, investment guidelines, or specific prudential regulations prescribe particular restrictions.
AMBIF Bond and Note Issuance: Relevant Features in Hong Kong, China

In addition to the market features corresponding with the AMBIF Elements, a number of general market features for AMBIF bond and note issuance to professional investors in the Hong Kong, China domestic bond market will need to be considered, and are described in this chapter.

**Governing Law and Jurisdiction**

Governing law and the jurisdiction for specific service provisions in relation to a bond or note issuance may have relevance in the context of AMBIF, since potential issuers may consider issuing under the laws or jurisdiction of a market other than the place of issuance. The choice of governing law or the contractual preferences of stakeholders can affect the accessibility to a specific investor universe that may otherwise not be accessible if a bond or note were issued under the laws of the place of issuance. However, it is necessary to point out that laws related to bond or note issuance and settlement must be governed by the laws and regulations of the place of issuance since an AMBIF bond or note is a domestic bond or note.

Hong Kong Basic Law, and the stated views of the regulatory authorities and market institutions, permit the use of governing law or jurisdictions other than the Laws of Hong Kong for transactions in the financial markets of Hong Kong, China. Parties involved in a bond or note issuance may select the governing law or jurisdiction(s) according to their contractual preferences, provided that such provisions do not contravene the Laws of Hong Kong.

**Language of Documentation and Disclosure Items**

It is envisaged that most of the ASEAN+3 markets participating in AMBIF will be able to accept the use of a common document in English; however, some markets may require the submission of approval-related information in their prescribed format and in the local language. In such cases, concessions from these regulatory authorities for a submission of required information in English, in addition to the local language and formats, may be sought.

In Hong Kong, China, contracts, bond and note issuance documentation and disclosure items, applications to and approvals from market institutions, and correspondence with regulatory authorities and market institutions are expected to be in English.

**Credit Rating**

A credit rating is not mandatory for bonds and notes to be issued to professional investors in the Hong Kong, China market. Issuers may choose to use a credit rating if it would satisfy
investor demand. As of 2014, the majority of bonds and notes listed on HKEx carried an investment grade rating.

A credit rating is also not a specific criterion for eligibility to list a bond or note aimed at professional investors in the Professional Bonds market on HKEx.

**Selling and Transfer Restrictions**

Selling and transfer restrictions for bonds and notes intended for professional investors are well defined in Hong Kong, China in the law, supplementary regulations, and Listing Rules for the Professional Bonds market on HKEx.

All selling and transfer restrictions for bonds and notes intended for Institutional Investors are also well defined in the issuer’s selling documentation in accordance with the related provisions under the SFO.

In addition, intermediaries for trades in bonds or notes listed as Professional Bonds, or in OTC-traded bonds and notes aimed at professional investors, are subject to the SFC's Code of Conduct for Persons Licensed by or Registered with the SFC (Code of Conduct) in which the duties and obligations of these intermediaries are described, including limitations to selling and transfer of such bonds and notes to investors who do not qualify as professional. Intermediaries are required to reference the SFC Code of Conduct in their know-your-customer materials and procedures. Specific language for selling and transfer restrictions exists in the Hong Kong, China market and is expected to be used.

The SFC Code of Conduct also contains a definition of professional investors, as proposed and used by the Hong Kong Association of Banks. Membership in the association requires the recognition and acceptance of the SFC Code of Conduct and the definitions contained therein.

A recent court ruling determined that exemptions claimed for bond and note issuance to professional investors via private placements, in contrast with public offers, will only apply if the issuance documentation and offering materials carry explicit statements that said bonds and notes are only to be sold to professional investors. This court ruling is presently under appeal.

In this context, the SFC has started public consultations on the need to strengthen the manner in which market participants treat professional and nonprofessional investors. Concluded changes to the present SFO provisions are expected to take effect by March 2016.

**Note Issuance Programs**

AMBIF promotes the use of note issuance programs, such as the medium-term note (MTN) format, because they not only give funding flexibility to issuers but also represent the most common format of bond and note issuance in the international bond market. This means that potential issuers, as well as investors and intermediaries, are likely to be familiar with note issuance programs and related practices. Hence, this would make AMBIF comparable to the relevant practices in the international bond market. At the same time, it is expected that potential issuers may benefit from reusing or adopting existing documentation or information on disclosure items.
Note issuance programs are well established and widely accepted in the Hong Kong, China market, and are the most preferred issuance option for issuance to professional investors, both in the domestic and international segments. Issuers include domestic corporates and government-linked organizations. Note issuance programs are subsumed under bonds and notes in the definition of securities in the SFO Schedule 1.

**Bond Trustee and Trust Deed**

Issuers or their agents in the issuance of a bond or note to professional investors may appoint a bond trustee. Having a bond trustee is optional for bonds and notes issued to professional investors and/or profile listing on HKEx.
Overview of Regulatory Processes

Bond or note issuances by corporate issuers aimed at professional investors in the Hong Kong, China bond market do not require any approval from or notice to regulatory authorities. In consequence, there is no significance attached to the type of corporate issuer.

At the same time, in order to make the issuance processes by issuer type more comparable across ASEAN+3 markets, Table 2 features common issuer type distinctions that are evident in regional markets. Not all markets will distinguish all such issuer types. Sovereign issuers may be subject to different regulatory processes.

In the absence of regulatory processes mandated by authorities, the overview and descriptions of the bonds and notes issuance process in Hong Kong, China focus on the admission of bonds and notes aimed at Institutional Investors into the CMU platform for OTC-traded bonds and notes, in conjunction with the listing for profiling aimed at professional investors on the Professional Bonds market at HKEx (Debt Issues to Professional Investors Only).

Table 2: Regulatory Processes by Corporate Issuer Type

<table>
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<tr>
<th>Type of Corporate Issuer</th>
<th>CMU</th>
<th>HKEx</th>
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<tbody>
<tr>
<td>Resident issuer</td>
<td>No specific admission criteria is required by CMU</td>
<td>Listing for profiling eligibility follows criteria in HKEx Listing Rules</td>
</tr>
<tr>
<td>Resident nonfinancial institution</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Resident financial institution</td>
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<tr>
<td>Resident issuing FCY-denominated bonds and notes</td>
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<td></td>
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<tr>
<td>Nonresident issuer</td>
<td></td>
<td></td>
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<tr>
<td>Nonresident nonfinancial institution</td>
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<td>Nonresident financial institution</td>
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<tr>
<td>Nonresident issuing FCY-denominated bonds and notes</td>
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</tbody>
</table>

CMU = Central Moneymarkets Unit, FCY = foreign currency, HKEx = Hong Kong Exchanges and Clearing Limited. 
Source: ABMF SF1.
Regulatory Process Map: Overview

In the absence of specific regulatory process requirements on the issuance of bonds and notes to professional investors in the Hong Kong, China bond market, the regulatory process map in Figure 1 is limited to the admission of bonds and notes in CMU and the listing for profiling on HKEx.

Both issuance-related processes are further explained below.

![Figure 1: Regulatory Process Map—Overview](image)

Domestic bonds and notes, the focus of AMBIF, are distinguished by the ISIN prefix HK when issued. In contrast, bonds and notes with the ISIN prefix XS are aimed at the international market. About 80% of bonds and notes issued in the Hong Kong, China market remain unlisted.

The technical terms used for the principal agent of an issuer in the Hong Kong, China market may range from underwriter and arranger to listing agent. For reasons of compatibility with the Implementation Guidelines for other ASEAN+3 markets, the term underwriter is used in this document.

Issuance Process in Local Currency or Foreign Currency

There is no distinction in Hong Kong, China between the issuance and listing process for bonds and notes denominated in Hong Kong dollars, offshore Chinese renminbi, or foreign currencies.

CMU can also clear and settle euros and US dollars via CHATS in Hong Kong, China.
Typically, the issuer is represented by an underwriter who will file or submit the necessary application for admission into CMU and required documentation for the profile listing to HKEx as the listing authority.

**Admission of OTC-Traded Bonds and Notes into CMU**

Bonds and notes aimed at Institutional Investors are typically admitted into CMU, which serves as the issuing, clearing, and settlement platform for all OTC-traded bonds and notes in the domestic market in Hong Kong, China (Figure 2).

In order to admit bonds and notes aimed at Institutional Investors into CMU, an issuer or underwriter will need to apply for a CMU Instrument Number and an ISIN for a bond or note issuance.

**Step 1: Apply for ISIN and Admission into CMU**

The issuer (or their agent) is required to submit the request for a CMU Instrument Number and an ISIN to CMU at least 2 business days before the planned issue date. Upon receipt of the request, CMU will submit a form to HKEx—which is the issuing authority (national numbering agency) of ISIN in Hong Kong, China—to obtain the ISIN.

**Step 2: HKEx Allocates ISIN and Advises ISIN to CMU**

Typically within 24 hours, while also following local business hours, HKEx will allocate an ISIN for the respective bond or note, and advise the ISIN to CMU for further communication to the issuer and set-up in CMU.
Step 3: CMU Advises ISIN to Issuer

Upon receipt of the ISIN, CMU will advise the issuer of the bond or note, or its agent.

Listing for Profiling on HKEx

To be listed under Debt Issues to Professional Investors Only or the Professional Bonds market on HKEx, the steps outlined in Figure 3 need to be taken by either the issuer or the issuer’s agent.

Step 1: Submit Application for Listing to HKEx or Application for Confirmation of Eligibility

Any issuer (or their agent) intending to list on HKEx will need to submit an Application for Listing, accompanied by the required documentation and disclosure items for the type of listing selected.

At the same time, issuers may choose to first obtain confirmation on the eligibility of their bonds or notes to be listed for profiling prior to applying for a formal listing. For such determination of eligibility, an issuer needs to submit the supporting documents in draft form, as specified in Listing Rule 37.35.

For full listing approval, an issuer or their agent needs to submit the complete set of supporting documents including the final Offering Circular, as stipulated in Listing Rule 37.29.
The listing criteria for issuers on the Professional Bonds market have been determined as follows:

1. An issuer needs to be incorporated (an issuer must be a state, supranational, body corporate, or trust; if the issuer is a body corporate it must be validly incorporated or established in its place of incorporation or establishment).
2. An issuer (entity) needs to have a net asset value of at least HKD100 million.²
3. An issuer needs to be able to provide a minimum of 2 years of audited accounts.³

In addition, the following listing criteria for debt securities have to be met:

1. The bonds and notes must have been authorized through the issuer’s governing bodies.
2. The minimum denomination of bonds and notes must be HKD500,000 or the equivalent amount in foreign currency.

Chapter 37 of the HKEx Listing Rules allows issuers to tailor their documentation to professional investors who are sufficiently sophisticated to make their own judgment on whether the listing document provides them with the necessary information. In consequence, Rule 37.29 prescribes for the listing application to contain documents and simplified disclosure items that professional investors would customarily expect.

As part of the listing application process, the issuer will have to specify their intended listing date for the bonds and notes in the listing application.

**Step 2: HKEx Checks Application for Listing and Issues Letter of Eligibility or Approval**

HKEx will review the request for eligibility or the application, as the case may be, following the submission of the relevant and complete information in documentation and disclosure items, as required under the respective Listing Rules (Step 1). At the same time, HKEx may, at its discretion under the Listing Rules, request supplementary information from the issuer, or arranger or underwriter, if so required for the review process.

In cases of an issuer seeking a confirmation of eligibility to list a bond or note for profiling, HKEx will advise an issuer whether the issuer and its bonds and notes are eligible for listing within 5 business days after receipt of the issuer’s application, as per Listing Rule 37.36; HKEx will issue a Letter of Eligibility for this.

Provided that an Application for Listing is in order and the necessary information has been provided, HKEx will issue an approval letter to the issuer or underwriter.

In practice, for applications that do not involve unusual features, HKEx will, under normal circumstances, issue the listing approval letter or eligibility letter within 1 business day for issuers that are already listed in Hong Kong, China, or within 2 business days for other issuers.

The listing for profiling of professional bonds and notes on the HKEx Professional Bonds market carries a one-off listing fee of between HKD7,000 and HKD90,000, depending on issue size and tenor. There is no recurring listing fee.

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² This criterion does not apply for issuers already listed on HKEx or another exchange, state corporations, or supranational issuers.
³ This criterion does not apply for issuers already listed on HKEx, state corporations, or supranational issuers.
**Step 3: Actual (Effective) Listing for Profiling**

The issuance process for a profile listing is completed with the actual listing on the HKEx Professional Bonds market. The listing of a bond or note is effective upon the listing date stipulated in the listing approval letter, based on the original request by the issuer. There is no defined cooling-off period between listing approval and actual listing.

Should an issuer not fulfill any of the conditions set in the listing approval letter by the expected (stated) listing date, the issuer or their agent would have to submit a new listing application.
Appendix 1
Resource Information

For easy reference and access to further information about the topics discussed in this AMBIF Implementation Guidelines for Hong Kong, China—including the regulatory authorities; securities market-related institutions; or the Hong Kong, China bond market at large—interested parties are encouraged to utilize the following links (all websites are available in English, as well as in simplified and traditional Chinese):

ASEAN+3 Bond Market Guide (BMG)—Hong Kong, China

Bank of China (Hong Kong)—RMB Clearing Bank
http://www.bochk.com/web/common/multi_section.xml?section=rmb&level_2=rmb_clearing&fldr_id=31806

Hong Kong Exchanges and Clearing Limited

Hong Kong Exchanges and Clearing Limited—Central Clearing and Settlement System

Hong Kong Exchanges and Clearing Limited—Professional Bonds

Hong Kong Monetary Authority

Hong Kong Monetary Authority—Central Moneymarkets Unit

Securities and Futures Commission
http://www.sfc.hk/web/EN/index.html
## Appendix 2
### Glossary of Technical Terms

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<th>Description</th>
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<tr>
<td>CMU Instrument Number</td>
<td>Proprietary securities code for CMU eligible instruments</td>
</tr>
<tr>
<td>Institutional Investors</td>
<td>Definition of professional investors in Hong Kong, China, according to the SFO</td>
</tr>
<tr>
<td>Letter of Eligibility</td>
<td>Issued by HKEx to indicate an issuer is able to list bonds or notes on the HKEx Professional Bonds market</td>
</tr>
<tr>
<td>listing</td>
<td>Typically, the action of submitting a bond or note issue or other securities to an exchange for the purpose of price finding, disclosure, or profiling</td>
</tr>
<tr>
<td>Professional Bonds</td>
<td>Dedicated market segment on HKEx for the profile listing of bonds and notes aimed at professional investors</td>
</tr>
<tr>
<td>Professional Investor</td>
<td>Professional investor concept used by HKEx, which includes Institutional Investors and High Net Worth Individuals, per the SFO definitions</td>
</tr>
<tr>
<td>registration</td>
<td>The action of registering a bond or note issue, for reference pricing or disclosure purposes</td>
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</table>