Analysis on the Finance in Sheqi County Rural Commercial Banks

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ABSTRACT

Since 2004, the No. 1 document of the Central Government has focused on the “three rural issues” for 15 consecutive years, and in 2017, the 19th National Congress of the Communist Party of China once again placed the effective solution of the “three rural issues” and poverty alleviation as the key position related to the national economy and people’s livelihood. Since the 18th National Congress of the Communist Party of China was held in 2012, China's rural commercial banks have taken an active role, made great contributions to the development of rural inclusive financial services, and achieved world-renowned results. However, it should also be noted that difficulties and problems hinder the further development of inclusive finance business in terms of core service concepts, infrastructure construction of rural commercial banks, business product innovation, and local publicity and promotion. Even if these problems are solved, all parties need to continue to accelerate the speed of infrastructure construction, change the business model and service concept, strengthen business innovation and technological innovation, improve risk management and control, and improve the level of operation, so that the inclusive financial business can truly achieve Universal urban and rural areas, benefit the people. At the 19th National Congress of the Communist Party of China, he proposed “building a modern economic system” and emphasized, “deepening the reform of the financial system and enhancing the ability of finance to serve the real economy.” Serving the real economy is an important social responsibility and responsibility of commercial banks and a commercial bank. Whether the bank can be sustainable is the top priority. For small and medium commercial banks, especially rural commercial banks, actively promoting inclusive finance and supporting the development of small, medium and enterprises are the key to serving the real economy and an inevitable requirement for their own business positioning.

KEYWORDS

Rural commercial bank; Inclusive finance; Development analysis

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1.2 Significance
The research on this topic has extremely important practical significance. First, the high-quality and sustainable development of the rural economy is inseparable from the popularization of rural inclusive financial services. Secondly, whether inclusive rural finance can be accepted by the majority of rural people and become an important measure to help the poor and vulnerable groups get rid of poverty, narrow the income gap between urban and rural residents, and achieve common prosperity for different people in various regions is also an urgent need in rural economic development. Concerns. Finally, in the process of popularizing and developing inclusive finance in rural areas, financial institutions such as rural commercial banks are and will be at the front line for a long time, which highlights their importance.

The main goal of inclusive finance is to meet the financial service needs of people who are disadvantaged in economic life. For a long time, due to the particularity of agricultural and rural production and the lag of economic development, the rural financial service system is not perfect, resulting in rural financial services. The low quality of service affects the high-quality development of the rural economy, and inclusive finance is an important supporting force to promote rural revitalization. Developing inclusive finance in rural areas is also important to alleviate financial poverty. Inclusive finance can effectively improve the unbalanced distribution of financial resources and help lift these farmers out of poverty.

Most countries, especially developing countries, mainly rely on the strength of state-owned banks and their branches to provide various financial services. Although cities and wealthy groups have received ample financial support from state-owned banks, they are lagging behind in providing financial services to rural and low-income groups. Especially in remote and poor areas in the central and western regions, there are still a large number of gaps in financial services for a long time. This opens up a channel for the development of inclusive finance. The development of the inclusive finance business of rural commercial banks has become the key to affecting the development speed and quality of rural inclusive finance, and it is urgent to solve the problems in the development of rural commercial banks’ inclusive finance.

1.3 Research purposes
The status quo of the construction of inclusive finance in rural commercial banks plays a crucial role in the development of inclusive finance in rural areas. But at the same time, there are still problems. In view of this series of problems, it is very important to find and solve these problems to optimize the rural inclusive finance of rural commercial banks. Solving the “three rural” problems of rural areas, agriculture and farmers has become the top priority for improving the economic prospects of Sheqi County and promoting stable economic development. Inclusive finance is one of the important means to solve the above problems. The growing need for a better life of the people of the times and the main contradiction of the society with unbalanced and insufficient development is the key to promoting the building of a well-off society in an all-around way. At the same time, it is also the core of implementing the rural revitalization strategy, fighting the tough battle against poverty, supporting the supply-side structural reform of “three eliminations, one reduction and one supplement”, and practising the “five-in-one” new development concept of innovation, coordination, openness, greenness and sharing where.

2. Basic Concepts of Financial Inclusion
2.1 Definition of Financial Inclusion
Regarding inclusive finance, there are two main definitions in China: the first is the definition of the United Nations, that is, a financial system that can effectively and comprehensively provide services for all social classes and groups, especially the poor and low-income population system. On the other hand, the Chinese government has established its own definition of inclusive finance based on the general definition of the United Nations, combined with its own actual and basic national conditions, that is, based on the requirements of equal opportunities and the principle of commercial sustainability, and at an affordable cost for a society in need of financial services Appropriate and effective financial services are provided to all classes and groups.

In 2005, the United Nations took the lead in proposing the concept of financial inclusion at a conference. In the blue paper on “Building an Inclusive Financial System” issued the following year, it pointed out that the goal of financial inclusion is: under a sound policy, legal and regulatory framework, every developing country should have a complete set of financial institutions. Working together to provide appropriate financial products and services to all levels of the population.

Small and medium-sized credit businesses in remote areas such as rural areas should be considered as part of financial inclusion. Financial inclusion is the extension and development of microfinance and microfinance. The system is designed to organically integrate decentralized microfinance institutions and services and integrate this effectively and systematically into the overall financial development plan. Inclusive finance provides disadvantaged groups with the right to enjoy financial services on an equal footing with other customers and can also effectively help the poor.

This system is also known as an important driving force for building a harmonious society. All social classes and groups are the core service targets of financial inclusion, especially those rural areas, urban and rural poor groups and small enterprises that have
been neglected by traditional finance. Providing them with effective and comprehensive financial services can make the economic development of the whole society more balanced. Inclusive finance provides disadvantaged groups with an opportunity to enjoy high-quality financial services on the same level as other customers and can also effectively help the poor out of poverty. An effective inclusive financial system is an important driving force for building a harmonious society.

2.2 Features of Financial Inclusion

According to the research performance of the United Nations in 2005-2020, financial inclusion mainly has the following characteristics:

First, all households and businesses have access to a range of quality financial services at more affordable prices, including savings, short- and long-term loans, leasing, agency, mortgage, insurance, pensions, payments, local and international remittances, etc. Second, financial inclusion must have sound institutions in the process of business development. At the same time, these institutions must also follow reasonable internal management systems, industry performance standards and market supervision mechanisms and accept reasonable prudential supervision when necessary. Thirdly, it is necessary to have financial and institutional sustainable development capabilities, which is a necessary means for inclusive financial institutions to provide long-term financial services. Fourth, have a diverse range of financial service providers and, wherever feasible, provide customers with cost-effective and diversified financial services. Fifth, from the perspective of participating subjects, in recent years, the participating entities of inclusive finance have gradually developed into a multi-level and diversified institutional system, including commercial banks, policy finance, non-bank finance and financial technology companies. Financial inclusion.

To sum up, the characteristics of inclusive finance are mainly reflected in three aspects: service objects, service institutions and transaction volume. First of all, from the perspective of enterprises, the service targets are mainly small, medium and micro enterprises, and from the perspective of individual residents, they are mainly poor families and low-income groups. Secondly, the service agencies are mainly the four major banks with a large number of urban and rural service online stores and rural commercial banks. Finally, from the perspective of transaction volume, although the single transaction volume is small, the number base is large, and the total transaction volume cannot be underestimated. At present, inclusive finance has begun to develop rapidly, and it is likely to become the mainstream direction of future financial business development. At the same time, the business model of inclusive finance continues to innovate, and sustainability will be greatly improved.

3. Analysis on the status quo of inclusive finance in rural commercial banks in Sheqi County

3.1 Sheqi County Regional Environment Introduction and Sheqi County Rural Commercial Bank Introduction

Sheqi County is a county under the jurisdiction of Nanyang City, Henan Province. It is located in the southwest of Henan Province, along the east of the Nanyang Basin, and is close to Wolong District, Nanyang City, where natural resources are scarce. It used to be a key poverty-stricken county supported by the state and was officially withdrawn from the poverty-stricken county on February 26, 2020. It is a typical small industrial county, large agricultural county, and financially poor county. Sheqi County has 15 townships and 237 administrative villages, with a total area of 1,203 square kilometres and a total of 1.12 million mu of arable land. The total population is 658,000, of which the agricultural population is 580,000.

Sheqi County was approved by the State Council to establish a county in 1965, and it was established late, and its industrial foundation was relatively weak. Economic income level is low, the development of the characteristic economy is slow; traffic is relatively blocked, tourism resources are relatively single, traditional planting industry is dominant, and economic development stamina is insufficient. The structure of the primary, secondary and tertiary industries presents an unreasonable distribution, namely 2.5% for the primary industry, 60.1% for the secondary industry, and 37.4% for the tertiary industry. (referred to as Sheqi Rural Commercial Bank) approved by the China Banking Regulatory Commission and established by the former Sheqi County Rural Credit Cooperative Association, officially opened on the 11th. Under the jurisdiction of 30 business outlets, there are 384 on-the-job cadres and employees. As of the end of 2018, the total assets were 8.287 billion yuan; the balances of deposits and loans were 6.800 billion yuan and 5.090 billion yuan, respectively, and the market shares of deposits and loans accounted for 43.34% and 62.04% of the financial institutions in the county respectively, firmly ranking first in the same industry in the county (such as shown in Figure 4.1.1.). The annual operating profit was 210 million yuan, and various taxes and fees were paid 48.16 million yuan.

Since its establishment, Sheqi County Rural Commercial Bank has successively supported more than 160 small and medium-sized private enterprises such as Minxing Biotechnology and Dapeng Electronics, as well as hundreds of large-scale farming and breeding households, with a loan balance of 1.6 billion yuan to enterprises. At the same time, it also vigorously supports the construction of the core area of grain production, cultivates organic agriculture and urban agriculture, and actively supports the vigorous development of characteristic industries such as vegetables, tobacco leaves, seedlings, edible fungi, and Chinese medicinal materials. The products successively launched include "Ri Yingying, Zhou Yingying, Yueyingying" and other wealth appreciation deposit products with compound interest on a daily, weekly and monthly basis. It has three functions of interest calculation and compound interest calculation, which has strong market competitiveness. Moreover, it has innovatively launched four series of
loan products with more than 20 loans, namely "enterprise loan", "consumer loan", "five access loan", and "poverty alleviation", to meet the capital needs of all walks of life.

### 3.2 Development Status of Inclusive Finance in Sheqi County Rural Commercial Bank

As of the end of 2018, the balance of agriculture-related loans of Sheqi County Rural Commercial Bank was 5.086 billion yuan, accounting for about 99.93% of all loans, a net increase of more than 824.17 million yuan compared with the beginning of the year. In addition, it established a special team of the Sannong Poverty Alleviation Division, raised 450 million yuan of special funds for poverty alleviation, and developed special products such as "Jinyan Poverty Alleviation Loan", "Juai Poverty Alleviation Loan", and "Minxing Poverty Alleviation Loan".

By the end of 2018, the balance of poverty alleviation loans reached 304.91 million yuan, accounting for 86% of the total poverty alleviation loans of financial institutions in the county, covering 85 impoverished villages in 16 towns and towns and driving about 19,600 poor people in 5,521 poor households to effectively increase their income. In the process of development, it has also made great contributions to the economic development of Sheqi County and the improvement of residents’ quality of life.

### 3.3 SWOT Analysis of Sheqi County Rural Commercial Bank’s Development of Inclusive Finance

Using the SWOT analysis method, based on the internal and external competitive environment and situation analysis under the competitive conditions, comprehensively analyze the advantages, disadvantages, opportunities and threats to enhance the competitiveness of rural commercial banks in Sheqi County, and further provide pertinence for the improvement of the competitiveness of the rural commercial bank.

1. The Advantages of Sheqi County Rural Commercial Banks in Developing Inclusive Finance
   First, Sheqi County Rural Commercial Bank has great potential to develop inclusive finance. Since its establishment on April 11, 2018, Sheqi County Rural Commercial Bank has continued to reform and innovate in accordance with various national policies and has made steady progress. In the two years since its establishment, the market share has continued to expand, the operating efficiency has continued to improve, and the asset scale has increased significantly.

   Second, the mechanism is flexible, and decision-making is quick. Sheqi County Rural Commercial Bank is a first-level legal person bank with a simple internal organization and a flat organizational structure. The rapid transmission of bank information is conducive to the timely and long-term dissemination of policies and can quickly adapt to changes in the external environment. The promotion of business is fast and can meet the diversification of customer needs.

   Third, the advantages of local operation are obvious. The business outlets of Sheqi County Rural Commercial Banks are generally located in the local area, which can be as close to the public as possible, timely and up-to-date popularization of inclusive finance-related knowledge, and familiarity with changes in market demand.

2. The disadvantages of developing inclusive finance for rural commercial banks in Sheqi County
   First, there is an urgent need to expand the scale of inclusive finance business. Due to the special nature of rural commercial banks, their development and innovation are limited to a certain extent. Their asset size is far smaller than that of large state-owned banks and large joint-stock commercial banks, and their market share in the inclusive finance business is relatively low. This limitation of rural commercial banks makes it difficult for rural commercial banks in Sheqi County to survive and has a low ability to resist risks.

   Second, the operating structure is not yet sound. Sheqi County Rural Commercial Bank is still dominated by traditional deposit and loan business, with a relatively small proportion of inclusive finance-related business, which affects its competitiveness in the field of inclusive finance to a certain extent.

3. Opportunities for the development of inclusive finance by rural commercial banks in Sheqi County
   First, social and economic development is rapid. In order to complete the tasks set by the “19th National Congress of the Communist Party of China”, my country has further strengthened the construction of new rural areas. The construction of new countryside has also brought abundant opportunities for the development of inclusive finance, creating powerful conditions for the further development of inclusive finance.

   Second, the strong support of relevant national policies. In early 2015, the State Council issued the Plan for Promoting the Development of Inclusive Finance (2016-2020), which spent a lot of space in the plan to introduce in detail the key issues that need to be solved urgently for the development of inclusive finance in my country. The trend and development have comprehensive guiding significance. Through the establishment of special funds, the central government will implement various support policies required by the plan as soon as possible. Local finance often stimulates and guides various financial institutions to increase their support for inclusive finance through subsidies, incentives, and other means.

4. The Threat of the Development of Inclusive Finance in Sheqi County Rural Commercial Banks
First, the downward pressure on my country's economy is still huge. The wave of economic globalization makes the form of international economic development change rapidly, and the uncertain factors in economic development should not be underestimated. The new crown pneumonia in early 2020 has cast a shadow over this. The IMF predicts that the world economy will face a recession as a result, and the Asian Development Bank also reported that the crisis would cause losses of 4.1 trillion US dollars.

Second, the competition in the industry is getting worse day by day. More and more financial institutions and Internet finance companies have begun to set foot in the field of inclusive finance, which has further deteriorated the business environment of Sheqi County Rural Commercial Bank and further squeezed the market space.

4. Analysis of the problems and causes of inclusive finance in Sheqi County Rural Commercial Bank

Rural commercial banks are both "old enterprises" and "new banks". The original rural credit has been restructured to form the rural commercial banks we see today. It has undergone a "big change" of system and mechanism and has basically established a modern commercial bank's corporate governance mechanism and management model, which has the characteristics of "similarity" to modern commercial banks. From the overall situation of the current development of inclusive finance, the system of inclusive finance is not yet perfect, the relevant laws and regulations are not perfect, infrastructure construction is slow, innovation momentum is insufficient, audience participation is not high, and people's understanding of the concept of inclusive finance is, and understanding is relatively backward, these factors seriously hinder the popularization and development of financial inclusion in rural areas. Through the research and analysis of the current situation of the development of inclusive finance in rural commercial banks, combined with the empirical research on the development of inclusive finance in rural commercial banks in Sheqi County, it is found that the development of inclusive finance in rural commercial banks mainly has the following problems:

4.1 Rural inclusive financial service products lack innovation and characteristics

Sheqi County Rural Commercial Bank provides a wide variety of rural inclusive financial products, some of which are also in line with the actual situation of Sheqi County, but most financial products are still imitations of urban financial products. For example, Sheqi County Rural Commercial Bank launched 2019 more than 20 loan products such as "enterprise loan", "consumer loan", "five-way loan", and "poverty alleviation" there are many loan products. Most products still lack innovation.

4.2 The rural inclusive financial service environment is relatively poor, and the infrastructure construction is not perfect

Poor financial environment and weak infrastructure are one of the main reasons for the slow development of inclusive finance in rural commercial banks in Sheqi County. Sheqi County Rural Commercial Bank still invests less in rural payment and settlement and cannot meet the financial needs of farmers. As a result, the current degree of electronicization of Sheqi County Rural Commercial Bank’s outlets is still at a low level. And due to the lack of competition in the rural financial market, financial institutions such as rural commercial banks are still at the forefront of inclusive finance.

Judging from the per capita occupancy rate of financial outlets, rural areas are still much lower than the more developed areas above the county level, and there is still a lack of credit information service platforms for small and medium-sized enterprises. Taxation, business, government affairs and financial inclusion institutions are still unable to achieve information sharing, and there is still a lack of information channels for vulnerable groups (such as small, medium and micro-enterprises and farmers), which seriously affects the widespread popularity of financial inclusion.

4.3 Insufficient publicity and promotion of rural inclusive financial service products

Currently, most people in rural China are still accustomed to traditional forms of over-the-counter services, with little knowledge of emerging financial technology innovations and often a lack of financial literacy. While smartphone penetration in rural areas has grown considerably, most people's use of smartphones is limited to the simplest of operations.

Smartphone financial service usage by rural commercial banks remains low, and awareness of the effective use of financial tools is weak. Sheqi County Rural Commercial Banks services are usually aimed at rural residents who lack financial knowledge and are generally less educated. There are also a large number of left-behind children and the elderly among rural residents who lack the most basic contract awareness and risk prevention capabilities.

4.4 Risk control of rural inclusive financial service products is difficult

Taking small and micro enterprises as an example, domestic small and micro enterprises have irregular financing problems, usually lack effective supervision and management mechanisms, and there is asymmetric information transmission with banks. They often have beautified statements and provide audit reports containing false information to obtain bank financing. Such behaviours make it more difficult for banks to identify the authenticity of information and control risks; some small and micro enterprises have withdrawn their funds after obtaining a large number of bank loans, making it impossible for banks to recover the loans.

At the same time, small and micro enterprises are small in scale and have a weak ability to resist risks, and their management systems are not perfect. Usually, corporate investors are also business operators, and corporate employees have a weak awareness.
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of participation. The business strategy of enterprises depends entirely on the personal preferences of investors. During the economic downturn, SMEs are often unable to repay bank loans due to their own poor management, resulting in a significant increase in credit risk.

4.5 The cost of rural inclusive finance business is relatively high
Small and micro-enterprises and farmers have the characteristics of small scale, backward production methods, and high production and operation risks. In order to control risks, small and medium-sized banks are difficult to issue loans in batches. Expenses such as fixed asset costs, labour costs, and operating costs are required. The credit demand of inclusive finance customers is mainly small, the liquidity is relatively high, the risk is relatively large, and the bank's single loan yield is low. The mismatch between risks, costs and benefits may reduce the enthusiasm of small and medium-sized banks for inclusive finance.

5. Countermeasures and Suggestions for the Development of Inclusive Finance in Sheqi County Rural Commercial Bank
5.1 Improve the infrastructure construction related to inclusive finance
According to the long-term development plan of inclusive finance, rural commercial banks should strengthen local supporting support, optimize the layout of rural outlets, continuously expand the service network of towns and villages, improve the quality of agriculture-related services, and further improve the infrastructure construction. Taking the practice of the rural commercial bank in Sheqi County as an example, the rural commercial bank in the county went to the grassroots level to understand the pain points in the process of promoting inclusive finance and adjusted measures according to the actual situation of local development. In accordance with the principles of science and rationality, the county’s network layout will carry out reconstruction and relocation projects for the existing outlets, improve the business environment, and enhance the service star of the outlets.

By 2020, there should be institutions in the villages and villages with services, and the physical branches of banks and insurance services should basically be fully covered at the township level. Rural commercial banks should also strengthen the arrangement of POS machines, ATMs and other types of equipment in rural areas. At the same time, actively explore the construction of a financial convenience store model that combines self-service machines and manual services, focus on promoting new electronic service channels such as network, mobile, and self-service finance, and actively expand convenient electronic payment channels such as farmers’ markets, business districts, and colleges. Improve the environment for using financial IC cards, extend basic financial services, and expand the coverage of rural financial services, laying a solid foundation for the majority of urban and rural residents to enjoy modern financial services.

5.2 Accelerate the innovation of financial inclusion products and service forms
Products are at the heart of driving customer demand. Accelerate the innovation of products, change the concept of operation and service, reform the internal organizational structure and salary performance appraisal mechanism of rural commercial banks in a targeted manner, and take “service” as the starting point to achieve the purpose of the operation. Some financial institutions conduct simple grid management of service areas, resulting in an unclear division of rights and responsibilities and the inability to provide timely feedback on front-line service effects.

The promotion of inclusive finance is more suitable for the operation and management of tree structures. The masses need to have clear service objects for understanding and consultation on issues related to inclusive finance, and feedback on service quality must have a clear return path. Rural commercial banks should completely change the phenomenon of "waiting for customers to come to the door", "catching the big and letting go of the small", and other phenomena that do not match the development requirements of inclusive finance.

At the same time, the assessment of the inclusive finance business sector should be based on long-term considerations rather than just focusing on immediate interests. Only when the concept of operation and service is completely transformed can the enthusiasm of the team be stimulated, and the management and control ability and execution ability can be improved. While implementing the national inclusive financial policies and guidelines, it can also make advance planning and contributions to the future growth points of rural commercial banks.

5.3 Improve the level of technology application
Sheqi County Rural Commercial Bank should strengthen technological innovation, product innovation, risk control innovation, strengthen the use of emerging technologies such as big data and cloud computing, build an Internet platform, and provide customers with a full range of financial services such as information, funds and products.

In the era of big data, rural commercial banks must use big data information technology to properly change their business model, make their business model more in line with people’s needs, develop new products and new service models, and form a positive feedback mechanism. To enrich the risk control methods in its operation. Based on the actual local situation, it provides comprehensive information on regional industrial layout, population structure, residents’ income distribution and general consumption habits so as to provide targeted, high-quality service products of inclusive finance.
In addition, high-tech innovation should be effectively used to carry out product and service innovation. Front, middle and back offices, operations and technology complement each other. At the same time, Sheqi County Rural Commercial Banks should also pay more attention to the new risks brought about by information technology innovation and realize their own risk controllability and operational sustainability on the basis of meeting the needs of local rural inclusive finance.

5.4 Sheqi County Rural Commercial Bank should improve the credit reporting system for small and micro customers
Improving the credit reference system of inclusive finance for small and micro enterprises is conducive to the formation of long-term harmonious and cooperative customer relationships and helps to improve the risk control capabilities of rural commercial banks. Improving the credit reporting system can also reduce banks' non-performing loan ratio or the occurrence of other illegal situations. Rural commercial banks can try to match and interconnect financial information and personal information and comprehensively improve their awareness and level of risk prevention, thereby further enhancing the enthusiasm of ordinary people to participate in inclusive financial services.

5.5 Sheqi County Rural Commercial Banks Should Improve Risk Prevention Mechanism
At this stage, the world economic situation is still turbulent, the development prospects are still uncertain, and the downward pressure on China’s economy is still great. Therefore, rural commercial banks should strengthen credit risk management in their operations and effectively avoid various risks in their operations. It should also identify problems in a timely manner, analyze problems and explore business operations methods to solve them. At the same time, it can also learn from the successful experience of other rural commercial banks, such as establishing a research center for small and micro enterprises, establishing a credit management system specifically for small and micro customers, and innovating products and services models.

Micro-enterprises are mainly characterized by a large number and uneven distribution. Rural commercial banks should scientifically classify enterprises according to industries and regions. Process and comprehensively monitor enterprise risk management.

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