



TXF CHINA 2018

EXPORT AND PROJECT FINANCE

TXF CHINA

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18TH APRIL 2018
BEIJING

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A MUST-ATTEND EVENT FOR ANYONE ACTIVE IN THE REGION. WE ARE DELIGHTED TO PRESENT...

TXF CHINA 2018: EXPORT & PROJECT FINANCE

This April we will be gathering together the finest minds from Regional and International Corporates, ECAs, MFIs & DFIs, Financial Institutions, Solution Providers, Lawyers and more to discuss export and project finance both out of and into China. We invite our guests to come together to collaborate with one another and discuss the industry in depth, with plenty of opportunity to network in our smaller breakout sessions, refreshment breaks and cocktail reception.

Here are just a few reasons why TXF China might be the perfect event for you:

- Hear from industry experts as they share their experiences and give vital insider tips for success
- Uncover the latest business opportunities that lie in China and beyond
- Get to grips with BRI projects, new financing methods in China and more
- Access dedicated streams for market newcomers, established Chinese companies and Industry case studies
- Meet with many potential business partners all under one roof, with multiple networking opportunities throughout the day

We aim to provide a brilliant service at a superior event - hear what past guests thought of their experience with us!

"A good event with a nice mix of attendees. I look forward to future events."

Michael Barrow
Director General
Private Sector Operations
Department, Asian
Development Bank

"One of the best financial conferences I've attended. Very diverse participants."

Shinebayar Bat
CEO
Batseer

"We are really impressed with the organization of TXF and enjoyed the communication during the conference."

Hua Guanglin
Assistant General Manager
Director-Marketing Department,
Sinosteel Equipment &
Engineering Co Ltd



TXF CHINA 2018
EXPORT AND PROJECT
FINANCE

TXF ASIA ROADSHOW 2018

JAKARTA, INDONESIA

TOKYO, JAPAN

SEOUL, KOREA

BEIJING, CHINA

WEDNESDAY 18TH APRIL 2018

Wang Shu

Division Chief, BRI Liaison
Division, Project Insurance
Management Department

Sinosure

Charles Xu

Managing Director,
Commercial Finance & Capital
Markets Group

GE China

Chris Harris

Vice President and Head,
Greater China and Japan

Philips Capital

Iris Ren

Head of China, Infrastructure
and Real Estate Group, Global
Banking

HSBC Bank

Shinebayer Bat

CEO

Batseer Ltd

Dr. Wolfram Erhardt

Country Director China

KfW

Michal Ron

Head of International
Business

SACE (Servizi Assicurativi del
Commercio Estero)

Samuel Fong

Chief Operating Officer
Agritrade International

Hungdai Kang

General Manager, Project
Finance Team

GS Engineering &
Construction Corp

Munetaka Horiguchi

Vice President, Business
Development

Chiyoda Corporation

Suan Hwee Song

Director of Structured
Finance
Vestas*

Francis Ho

Director Group Treasury &
Project Finance

CLP Holdings

Dr. Pan Pan

Partner

Dentons

Daniel Qian

Head of Structured Trade and
Export Finance, China

Deutsche Bank

Sylvie Leclercq

Managing Director Head of
Export Finance Hong Kong

Societe Generale



AGENDA

10:30 **WELCOMING REFRESHMENTS AND REGISTRATION**

11:00 **CHAIRPERSON'S OPENING REMARKS**
Jonathan Bell, Editor, TXF

11:10 **ECONOMIC SNAPSHOT: UNDERSTANDING AND REVIEWING THE CHINESE ECONOMY**

The Belt and Road Initiative is the most ambitious economic project of our time. It has drawn the attention of global political leaders and international corporations alike. Where are the next opportunities coming from? What else is happening to China's economy that makes this the perfect time to look at growth into China, and indeed out of China? How can your company achieve an international influence?

Dr. Wolfram Erhardt, Country Director China, KfW

11:30 **MORNING ADDRESS FROM THE BRI LIAISON DIVISION OF SINOSURE**

We are joined by the division chief from the BRI Liaison Division of Sinosure, who will be giving an update on recent progress made, opportunities seen and a forecast for the next year and beyond.

Wang Shu, Division Chief, BRI Liaison Division, Project Insurance Management Department, Sinosure



11:50 **EXPERIENCES WITH COMPANY GROWTH IN ASIA: HOW YOUR COMPANY CAN BENEFIT IN 2018**

As China is increasingly becoming one of the main countries leading economic growth globally, what are companies doing to innovate and maintain their influence on markets? How do multinational companies look to expand online and achieve rapid growth in new areas?

Chris Harris, Vice President and Head, Greater China and Japan, Philips Capital

12:20 **AUDIENCE RESPONSE SURVEY - WITH SLI.DO**

Make your voice heard and find out what your peers think by taking part in TXF's traditional industry survey. Results will be shown both anonymously and in real-time as well as sent to participants after the conference.

12:30

NETWORKING LUNCH



13:30

AFTERNOON KEYNOTE PANEL: ESTABLISHING OPPORTUNITIES, PROSPECTS FOR COLLABORATION WITH THE BRI COUNTRIES

A panel consisting of established players in the Chinese markets and newer entrants to discuss where the opportunities have been, and how access is achieved. Export and import opportunities in China have huge potential for growth with the BRI; what are the opportunities for trade finance, project finance, and PE investments?

Moderator: Francis Ho, Director Group Treasury & Project Finance, **CLP Holdings**

Wang Shu, Division Chief, BRI Liaison Division, Project Insurance Management Department, **Sinosure**

Shinebayar Bat, CEO, **Batseer Ltd**

Samuel Fong, Chief Operating Officer, **Agritrade International**

Munetaka Horiguchi, Vice President, Business Development, **Chiyoda Corporation**

14:15

PRESENTATION TOPIC TBC

Dr. Pan Pan, Partner, **Dentons**

14:45

CLOSING THE GAP: FINANCING IN CHINA

Like many ECAs worldwide, Sinosure tends to cover 85% of the financing of a deal; it is not in their mandate to cover the remaining 15%. So how can companies find that finance? What role does PRI play? And to what extent can banks get involved without encouraging people to overinvest?

Moderator: Sylvie Leclercq, Managing Director Head of Export Finance Hong Kong, **Societe Generale**

Daniel Qian, Head of Structured Trade and Export Finance, China, **Deutsche Bank**

15:30

AFTERNOON NETWORKING BREAK



INTERACTIVE ROUNDTABLE DISCUSSIONS

You are invited to join the session that most aligns with your interests out of the following 2 options:

PROJECT FINANCE CASE STUDIES

THIS SESSION IS INTENDED FOR THOSE WORKING IN PROJECT FINANCE. WE WILL FURTHER DISCUSS THE OPPORTUNITIES IN PROJECT FINANCING ACROSS CHINA AND BEYOND.

DISCUSSION POINTS WILL INCLUDE:

- **Energy projects: How is the sector changing?**
 - What is driving change in the Chinese energy sector?
 - Is it rising fuel costs, growing ease of exporting fuel production to lower cost economies, a drive for cleaner energy?
 - How is this affected financing, and what is the long term outlook?
- **Infrastructure projects**
 - What and where are the biggest opportunities for infrastructure projects?
 - Who are the leading players? How does it look in 2018?
 - Are there any emerging trends that you need to be aware of?

16:00

INTERNATIONAL PRESENCE IN CHINA

THIS SESSION IS INTENDED FOR COMPANIES WHO WOULD BE LOOKING TO MOVE INTO CHINA. WHAT ARE THE MAIN THINGS THAT YOU NEED TO KNOW? HOW DO REGULATIONS DIFFER, HOW DO YOU GO ABOUT PARTNERING WITH ECAS AND FINANCIERS?

DISCUSSION POINTS WILL INCLUDE:

- **Understanding Foreign Investment Restrictions**
 - Understanding foreign investment & ownership restrictions
 - Coming from outside of China, how do you ensure that you are meeting regulatory standards, what resources are there to help you enter the market?
- **Sector Evaluation**
 - What sectors are foreign investors/suppliers interested in doing in China and what are the Chinese firms interested in doing abroad?
 - In which sectors/areas would China like to attract foreign investment/ cooperate with foreign firms?

17:00

END OF TXF CHINA

Networking Drinks



JOIN US! BOOK YOUR PLACE TODAY



FULL PRICE

\$1799



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PLEASE EMAIL MARKETING@TXFMEDIA.COM FOR MORE DETAILS.**

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Surname

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Job title

Post code

Email

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Payment by Bank Transfer. We will send you our bank details on receipt of your registration.

Payment by debit or credit card. To make payment by credit please register and pay via the online booking system at www.txfnews.com, or call UK +44 (0) 20 3735 5180