



TXF China 2019

Structured Finance

Shanghai, 19 September

**This event is
conducted in
Mandarin and
translated in English**

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★ Testimonials ★

“The perfect place to discuss the business opportunities coming along with China’s growing global economic influence.”

*Wolfram Erhardt, Director,
NORTHSTAR TRADE FINANCE*

“Wonderful event. Good panel of expert speakers.”

*Sameet Pai, Senior Finance Manager
(Treasury), Bharat Petroleum
Corporation*

“This conference is amazing! First one in China - we hope it can be a regular event in future.”

*Ninghui Li, Director,
MUG BANK*

“A very informative event.”

*Dr Pan Pan, Partner,
DENTONS*

★ WELCOME TO TXF CHINA 2019 ★

We are delighted to bring this intimate and innovative Structured Finance gathering to Shanghai on the 19th September! TXF China 2019 brings together 150 of the most senior commodity and export finance professionals from China and beyond for an exclusive one-day event.

The perfect opportunity to broaden your business network and look for new deals, guests will discuss their industries, commodities and processes in depth with generous opportunities to network and debate in intimate breakout sessions. With the BRI and foreign investment restrictions very much on the national and international financing agendas, this event will provide essential avenues for discussion and relationship building.

Read on to uncover the agenda, latest speaker line-up and find out who you could be meeting in Shanghai...

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50

Companies featuring local and international institutions



150

Senior level guests



30

Expert speakers



10+

Hours of facilitated networking opportunities



★ WHAT TO EXPECT ★



KEYNOTE BANKER & BORROWER DISCUSSIONS

Keynote presentations or panel discussions featuring senior industry practitioners from financing and corporate institutions



DEAL CASE STUDIES & WORKSHOPS

Short capped attendance lectures or case studies on a technical subject. Audience Q&A and two-way discussion is strongly encouraged.



IDEA LABS

Capped attendance 'seminars' encouraging discussion and participation from all in attendance. Emphasis on problem solving.



NETWORKING SESSIONS

Networking sessions ranging from casual business development, cocktails and one-to-one discussion, through to behind closed doors, senior level meetings.



INDUSTRY DUELS

Debate style sessions whereby senior industry practitioners face-off and deliberate on key issues affecting the market

★ TOP COMPANIES ★

Over the years we have built up great relationships with corporates from across the export and commodity finance landscape in Asia. Here are just some of the top companies who have joined us in the past:

Commodities companies

Olam International
Cargill
Archer Daniels Midland
Agritrade International
Shandong Qingyuan Group
Freepoint Commodities
Engelhart Commodities Trading Partners
Golden Agri-Resources
Hangzhou Zhengcai
Louis Dreyfus Commodities
Xangbo Global Markets
Sinopec Hong Kong
Petrochina
Mercuria Asia Group
Rio Tinto Group
Trafigura

Export companies

China Gas Holdings
China LNG Group Gangneng Natural Gas Co
China National Offshore Oil Corporation (CNOOC)
China Resources Power
China Tianchen Engineering Corporation
Chiyoda Corporation
CLP Holdings Limited
CNOOC Energy Technology & Service
GE China
GS Engineering & Construction
Huawei Technologies Company
Safbon Water Service
SEPCO Ningxia Electric Power Construction Company
Shaanxi Gas Design Institute
Sinopec
Sumitomo Corporation
Suzhou Zhongneng Dingli Co Ltd
Thales
Toshiba Corporation
Vestas Wind Systems
Yuan Heng Gas Holdings Limited
Yulin Huachen Clean Energy Co
Yulin Qinghua Energy Chemical Co
Zhejiang Dehe Insulation Technology Corp

★ Agenda ★

8:00	COFFEE & REGISTRATION
9:15	<p>OPENING REMARKS WELCOME TO TXF CHINA 2019! The conference chair provides an overview of the day and outlines the key points of discussion. <i>Jonathan Bell, Editor-in-chief, TXF</i></p>
9:30	<p>KEYNOTE ADDRESS CHINA: THE ECONOMIC OUTLOOK In 2010 China made a formal commitment to double its real GDP by 2020. With growth momentum slowing in recent years, is China expected to embark on a period of policy stimulus? This keynote economic address provides an overview of the state of the Chinese economy and weighs up the monetary and fiscal policy prospects for Q4 2019 and beyond.</p>
10:00	<p>CURRENT AFFAIRS A GLOBAL GEOPOLITICAL ROUNDUP Having assessed the state of the Chinese economy, we now take a wider look at current affairs from across the globe and discuss the challenges and opportunities that are being presented to the export and commodity finance markets.</p>
10:30	NETWORKING COFFEE BREAK
11:30	<p>CHINA INBOUND MANAGING THE RISKS ASSOCIATED WITH CHINESE TRADE With the rise of the Chinese middle class and the development of free trade zones, China holds strong prospects for any international exporter looking to expand its reach. This panel of local Chinese borrowers and international exporters discuss the state of China's inbound market and provide a guide for managing the potential risks associated with international trade in the region. <i>Antje Rigo, Director Export Finance, Ferrostaal Equipment Solutions</i></p>
12:15	<p>COMMODITY FINANCING TRENDS COMPARING LOCAL & INTERNATIONAL FINANCING STRATEGIES This panel of international and Chinese state owned banks discuss their current approach to financing and weigh up the future of structured finance deals in the region. - How do local and international banks differ in their appetite for risk given current market conditions? - Do local and international banks have similar strategies when it comes to financing small and medium sized traders? • Is the private credit insurance market supporting their risk management needs and what products would they like to see developed in the future? <i>Frank Wu, Regional Head of Structured Commodity Trade Finance, Asia Pacific, Deutsche Bank</i> <i>Michael Wang, Head of Structured Commodity Finance, Asia Pacific, ABN AMRO</i></p>
13:00	LUNCH
14:15	<p>SINOSURE: OPEN FOR BUSINESS A BEHIND THE SCENES LOOK INTO THE CHINESE ECA As Sinosure continues to strengthen ties with foreign governments as well as international, regional and development banks, getting an understanding of the inner workings of the state owned underwriter is essential. This session provides an insight into how the Chinese ECA operates, the products it offers and its vision for the future. What lessons can other ECAs learn and could Sinosure provide a blueprint for governments going forward? <i>Charles Xu, Managing Director, Commercial Finance & Capital Markets Group, GE China</i> <i>Moderator: Alan Zhang, Associate Director, Loans & Specialised Finance, ANZ</i></p>
15:00	<p>TRADING TIPS STAYING AHEAD IN A COMPETITIVE TRADING MARKET Local and international trading houses and producers provide a comprehensive analysis of the state of the commodity market and discuss their approach to financing trade, risk management and innovation in the region • Are we seeing a shift in risk appetite from the banks? - Which types of structured financing products are proving popular in the market? • How much arranging, structuring or financing are traders doing themselves? • Which working capital solutions are they using and which insurance and risk management strategies do they recommend? • How do local and international players differ in their approach to innovation and digitisation? <i>Russell Yue, Head of Structured Finance - China, Trafigura Group</i> <i>Moderator: Ben Cheung, Head of Commodities Desk, ABN AMRO</i></p>
15:45	NETWORKING COFFEE BREAK

<p>16:15</p>	<p>BRI & PRI THE PRIVATE MARKET SOLUTION TO BELT & ROAD RISKS Whilst China's Belt and Road Initiative brings with it a host of opportunity for domestic businesses, so too does it present a magnitude of risks. This panel of insurance experts highlight some of those risks and outline how the international private insurance market could provide a viable risk mitigation solution for those looking to capitalise on the project.</p>
<p>17:00</p>	<p>CLOSING REMARKS TOP TAKEAWAYS FROM TXF CHINA 2019 The conference chair provides a roundup of the key talking points from throughout the day. A written report of the key discussion points will be circulated to all delegates after the conference. <i>Jonathan Bell, Editor-in-chief, TXF</i></p>

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FOR SPEAKING SLOTS AND AGENDA ENQUIRIES

If you would like to speak or have a question about the agenda for this event, it's

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