



# **TXF China 2019**

**Structured Finance**

**Shanghai, 19 September**

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

# ★ THANK YOU TO OUR SPONSORS ★

## PLATINUM PARTNER



## PARTNER



## ECA PARTNERS



UK Export  
Finance

sace simest   
gruppo cdp

## SPONSOR



## CORPORATE SPONSOR



## SUPPORTER



Interested in sponsoring TXF China 2019? Please get in touch with  
[charles.osborne@txfmedia.com](mailto:charles.osborne@txfmedia.com)

# ★ Testimonials ★

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

*Wolfram Erhardt, Director,  
KFW OFFICE BEIJING*

“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...

This event is conducted in Mandarin, with English translation



**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

9:00	<b>COFFEE &amp; REGISTRATION</b>
10:00	<p><b>OPENING REMARKS</b>  <b>WELCOME TO TXF CHINA 2019!</b>            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>
10:15	<p><b>STATE OF THE MARKET</b>  <b>CHINA: THE ECONOMIC OUTLOOK</b>            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>
10:45	<p><b>COMMODITY FINANCING TRENDS</b>  <b>COMPARING LOCAL &amp; INTERNATIONAL FINANCING STRATEGIES</b>            This panel of commodity financiers discuss their current approach to financing and weigh up the future of structured finance deals in the region.</p> <ul style="list-style-type: none"> <li>• How do local and international banks differ in their appetite for risk given current market conditions?</li> <li>• Do local and international banks have similar strategies when it comes to financing small and medium sized traders?</li> <li>• Is the private credit insurance market supporting their risk management needs and what products would they like to see developed in the future?</li> </ul> <p><i>Russell Yue, Head of Structured Finance - China, Trafigura Group</i>  <i>Frank Wu, Regional Head of Structured Commodity Trade Finance, Asia Pacific, Deutsche Bank</i>  <i>Vomic Shah, Regional Manager for the Middle East, Northern Africa and Asia, UKEF</i>  <b>Moderator: Michael Wang, Head of Structured Commodity Finance, Asia Pacific, ABN AMRO</b></p>
11:45	<b>NETWORKING COFFEE BREAK</b>
12:15	<p><b>SINOSURE: OPEN FOR BUSINESS</b>  <b>PROFILING THE MODERN DAY EXPORT CREDIT AGENCY</b>            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. How does the Sinosure blueprint compare to that of other ECAs such as UKEF and how can they learn from each other?</p> <p><i>Vomic Shah, Regional Manager for the Middle East, Northern Africa and Asia, UKEF</i>  <i>Zhao Chun, General Manager, Project Insurance Business Department, Sinosure</i>  <i>Charles Xu, Managing Director, Commercial Finance &amp; Capital Markets Group, GE China</i>  <b>Moderator: Alan Zhang, Associate Director, Loans &amp; Specialised Finance, ANZ</b></p>
13:15	<b>LUNCH</b>
14:30	<p><b>CHINA INBOUND</b>  <b>MANAGING THE RISKS ASSOCIATED WITH CHINESE TRADE</b>            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 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.</p> <p><i>Antje Rigo, Director Export Finance, Ferrostaal Equipment Solutions</i>  <i>Jacky Yang, General Manager of Financial Services, SUMEC ITC</i>  <i>Benjamin Herrnsdorf, Fellow, Germany Africa Business Forum</i></p>
15:30	<b>NETWORKING COFFEE BREAK</b>
16:00	<p><b>TRADING TIPS</b>  <b>STAYING AHEAD IN A COMPETITIVE TRADING MARKET</b>            Local and international players 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:</p> <ul style="list-style-type: none"> <li>• Are we seeing a shift in risk appetite from the banks? - Which types of structured financing products are proving popular in the market?</li> <li>• How much arranging, structuring or financing are traders doing themselves?</li> <li>• Which working capital solutions are they using and which insurance and risk management strategies do they recommend?</li> <li>• How do local and international players differ in their approach to innovation and digitisation?</li> </ul> <p><i>Yang Tianfu, CFO, PowerChina International</i>  <i>Samuel Fong, COO, Agritrade International</i>  <i>Srinath Keshavan, Chief Executive, Trade Risk Consulting</i>  <b>Moderator: Ben Cheung, Head of Energy &amp; Metals Commodities, Greater China, ABN AMRO</b></p>

<p><b>17:00</b></p>	<p><b>CLOSING REMARKS</b>  <b>TOP TAKEAWAYS FROM TXF CHINA 2019</b>          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>
<p><b>17:15</b></p>	<p><b>COCKTAIL RECEPTION SPONSORED BY</b></p> 

★ **GET YOUR TICKET!** ★

**Super Early Bird**  
 (EXPIRES 26/07/19)  
**€899**

**Early Bird**  
 (EXPIRES 16/08/19)  
**€1099**

**Full Price**  
**€1299**

★ **CONTACT US** ★



**FOR SPONSORSHIP OPPORTUNITIES & GROUP BOOKINGS**

Showcase your brand in front of the perfect audience. Bespoke packages are available.

Please contact:

[charles.osborne@txfmedia.com](mailto:charles.osborne@txfmedia.com) to inquire.



**FOR MEDIA PARTNERSHIPS AND MARKETING**

From media and branding to enquiries to social media, please get in touch with:

[lucy.morris@txfmedia.com](mailto:lucy.morris@txfmedia.com)



**FOR SPEAKING SLOTS AND AGENDA ENQUIRIES**

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

[henry.nichol@txfmedia.com](mailto:henry.nichol@txfmedia.com)