

Day 2 Friday, November 30th

With their internal economies changing rapidly and energy commodity prices at an all-time high, financing energy exports from Russia and the CIS is a fast-evolving industry and it is important to be familiar with the opportunities and challenges within.

What are the opportunities to finance these commodity exports? What future upstream developments are planned by the major regional producers of oil, gas and metals (both onshore and offshore)? What is the best approach for accessing these opportunities?

10:50 Extended morning networking break

11:50 India

India obviously has an amazing potential to grow where the export/import business is concerned: perhaps second only to that of China.

Doing foreign currency and rupee finance, LC business and discounting in India, the growing capital markets as an alternative source of finance, issues with warehousing and collateral management, commodity producers looking for longer-term finance: the possible growth areas for trade finance-type activity in India are numerous. This presentation aims to discuss how Indian producers and exporters might best be financed as well as discussing the internal Indian economy and the role that trade will play in its future growth.

Partho H. Chakraborty, Solution Architect, BFSI, SAP India

12:25 Indonesia and Vietnam

Indonesia is a potential commodity goldmine with massive reserves of energy, mining and soft commodities. These resources are now beginning to be properly exploited and the growth of the Indonesian economy is expected to continue apace. Similarly, the prevailing feeling is that Vietnam is a largely untapped resource: rich in a number of commodities and with an economy primed for rapid growth. Yet Indonesia and Vietnam both still have major obstacles that must be overcome before they can truly develop. Massive investment is needed in infrastructure and project development and questions around the legal and regulatory environment must be answered.

What are the challenges in the economies and regulatory environments in these two countries? How can these be overcome? What deals have been done already and what deals are in the pipeline?

Head of Structured & Network Trade, China, JPMorgan Chase
Ramani Venkataramani, Group Vice President – Finance, Coal and Oil Group – Dubai, UAE

13:15 Middle East

Backed by enormous oil and gas revenues that, by definition, cannot last forever, Dubai, Oman and Saudi Arabia are all trying to develop themselves as economic hubs. This development has seen a simultaneous increase in the knowledge and sophistication of financial products across the region. Opportunities for trade and investment are huge in the Middle East and China has been at the forefront of these developments.

What are the future challenges within the Middle East project and trade finance markets? Are most energy producers simply too rich to need any type of structured finance? Are there viable opportunities to work with Iran and when will we see the first major trade financings into Iraq? What are the opportunities to develop Islamic-compliant trade finance deals with the region?

Kim Vermier, Head of Project and Export Finance, China, Fortis Bank
Christian Muchery, Structured Commodity Finance, Asia, Fortis Bank

13:50 Chairperson's closing remarks

14:00 End of conference

第一天 11月29日 (星期四)

08:30 来宾登记及接待

09:00 主席致欢迎词

09:10 中国国有企业的现金和资金管理发展

09:40 制定贸易策略：中国贸易环境的最新趋势

10:10 争个你死我活还是人人分得一杯羹？贸易融资在中国市场的定位

11:15 茶点招待与交流时间

12:00 世贸组织“多哈回合”谈判及中国自由贸易协定扩散纵览

12:30 如何与中国国有银行和保险商打交道

13:30 午餐

15:00 税法调整如何影响出口商？

15:30 大中华区企业间的贸易银行业务回顾

16:00 提供高效的贸易服务

16:30 茶点招待与交流时间

17:00 讲座：结构性商品与出口前融资

18:25 主席总结第一天会议

18:30 第一天会议结束，随后举行招待酒会

第二天 11月30日 (星期五)

08:45 来宾登记及接待

09:00 主席致欢迎词

中国的大部分资本出口流仍集中在亚洲地区。不过，中国不能仅依赖亚洲来满足自身庞大的原材料需求。中国要发挥其作为全球贸易市场上主要参与者的潜能，就必须放眼放远，除了亚洲主要新兴市场如越南和印尼外，还必须继续与非洲撒哈拉沙漠以南地区、中东、拉美等主要生产地区建立重要的贸易联系。

大会第二天，我们将邀请上述地区的商品和出口融资行业顶尖专家汇聚北京，围绕上述区域市场上的宏观经济因素、商品和资本商品生产、基础设施建设和资本设备需求、法律环境等主题发表演讲或展开辩论。

本次外国专家聚会将为中国的主要贸易市场探索无以伦比的宝贵思路，为相关领域的中国融资商和制造商描绘一幅潜在商业机遇的宏伟画卷。

每场会议结束前都预留时间，接受听众提问、发表评述。

09:10 转变中的国际政治和信贷风险地图

09:30 非洲撒哈拉以南地区

10:15 俄罗斯与独联体

10:50 茶点招待与交流时间

11:50 印度

12:25 印尼与越南

13:15 中东地区


13:50 主席致闭幕词

14:00 会议结束

3rd Annual Trade and Export Finance, China Conference

29th & 30th November - Shangri-La Hotel, Beijing


5 Easy Ways to Register

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	Standard Fee	Early Registration Fee (book by 12 th October 2007)
1 Delegate	US\$2,199	US\$1,999 (\$200 Saving)
2 Delegates	US\$4,098 (\$300 Saving)	US\$3,598 (\$800 Saving)
3 Delegates	US\$5,997 (\$600 Saving)	US\$5,247 (\$1,350 Saving)

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Administrative Information

3rd Annual Trade and Export Finance, China Conference ■ 29th & 30th November - Shangri-La Hotel, Beijing

Cancellation Policy

If you cannot attend you must cancel your registration in writing by 14th November 2007 to receive a refund less 10% administration charge. We cannot accept verbal cancellations. Cancellations received after 14th November 2007 are liable for the full conference fee. We suggest you send a substitute to attend in your place at no extra charge.

Registration Fee

The registration fee includes participation in the conference, lunch and documentation material, which will be distributed at the beginning of the event. All bookings are considered binding on the receipt of the booking form.

Cannot Attend?

Please pass this brochure on to a colleague or you can purchase the documentation for US\$599

Venue

Shangri-La Hotel, Beijing, 29 Zizhuyuan Road Beijing 100089, China
T: (86 10) 6841 2211 F: (86 10) 6841 8002/3

Travel & Accommodation

Euromoney Seminars have negotiated a special group rate at the Shangri-La Hotel, Beijing for conference attendees. Full details will be provided with the joining instructions sent on receipt of booking. If you have any questions in this regard please contact Karen Au, Logistics Manager: karen.au@euromoneyasia.com

For immediate information on this and related events, please call our Hotlines

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and
present the

TRADE FINANCE

3rd Annual Trade and Export Finance, China Conference

第3届中国贸易和出口融资年会

29th & 30th November • Shangri-La Hotel, Beijing

2007年11月29日至30日 • 北京香格里拉饭店

Financing the massive commodity and capital goods flows between China and the rest of the world

中国与世界其他地区间庞大商品和资本流的融资问题

Registration includes afternoon
PRE-EXPORT FINANCE MASTERCLASS
登记费用包括
下午举行的
《出口前融资讲座》

Key topics to be discussed:

- The development of trade finance structures in China
- Working with Sinosure guarantees and future developments in Sinosure backing
- How free trade agreements will affect the Chinese trade environment
- China's energy and resource procurement abroad
- The state of the markets in major Chinese trading partners: Africa, Russia, South-East Asia and the Middle East
- How Sinosure, China Development Bank and China EXIM bank can co-exist and carve out their own niches
- Trade services and supply-chain management for Chinese corporates

主要议题：

- 中国贸易融资结构的发展趋势
- 办理中国信保担保业务与中国信保保证业务的未来发展
- 自由贸易协定如何影响中国贸易环境？
- 中国海外采购能源和资源
- 中国在非洲、俄罗斯、东南亚和中东等主要贸易伙伴国的市场状况
- 中国信保、国家开发银行和中国进出口银行如何实现共存、共赢？
- 中国企业贸易服务与供应链管理

Expert speakers include:

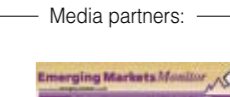
- **Yang Lin**, General Manager, Financing Department, Sinochem Corporation
- **Richard Addington**, Head of Investment Banking Asia, Standard Bank
- **Asif Raza**, Head of Asia-Pacific Trade & Logistics Management, JPMorgan Chase
- **Chen Jingyao**, Division Chief, Finance Department, Division 3, Ministry of Finance
- **Andreas Werner**, General Manager, Beijing Branch, RZB
- **Michelle Ling**, Regional Head of Export Finance, Asia-Pacific, Societe Generale
- **Cyndee Todgham Cherniak**, Of Counsel, Lang Michener LLP and Consultant to the Asian Development Bank
- **Frederic Louat**, Senior Vice President and Regional Manager for Asia & Pacific, Zurich Emerging Markets
- **Jackie Keogh**, Head of Supply-Chain Management, SWIFT
- **Whit Knapp**, President, Fimetricx
- **Michael Chen**, Head of Structured Trade Finance, Asia Pacific, The Royal Bank of Scotland
- **Wendy Nian**, Assistant General Manager, International Banking Trade Finance Department, China CITIC Bank

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China has one of the five largest economies in the world. In 2006 GDP reached US\$2.6 trillion with exports nearly US\$1 trillion and FDI over US\$63 billion. The country is now one of the major trading partners for virtually every major country in the world. Over the last decade it has truly emerged as an economic superpower and it is the largest growth market for most major investors and financial institutions.

Such growth is concomitant with a massive demand for raw materials to satisfy internal consumption and production. Whilst there are enormous opportunities for the financier in developing internal Chinese commodity sources such as coal and cement, the most exciting opportunities lie in accessing the huge commodity flows into China where domestic resources cannot satisfy demand. Iron, nickel, copper, soya and especially oil, gas and other energy sources: the potential for the trade financier in servicing China's commodity demand is huge.

Whereas in 2006, the talk was of potential, it seems that 2007 has been the year that trade

中国是全球五大经济体之一，2006年的国内生产总值(GDP)高达2.6万亿美元，其中出口额近1万亿美元，外商直接投资超过630亿美元。目前，中国已近乎成为世界上所有主要国家的重要贸易伙伴之一。过去十年，中国迅速崛起为名副其实的经济超级大国。对绝大多数主要投资商和金融机构而言，中国或是最大的发展中市场。

与经济高速增长形影相随的是，中国需要大量原材料以满足国内消费和生产之需。虽然融资商参与中国国内商品资源开发的机遇颇多，如煤炭和水泥，不过，把庞大的商品流入这个本地资源无法满足自身需求的国家才是最令人期待的良机。其他原材料如钢铁、镍、铜、大豆，尤其是石油、天然气和其他能源等，贸易融资商在满足中国商品需求方面可发挥的潜力实在不容小觑。

在2006年，中国的贸易融资市场潜力还只是流于谈判桌上。但2007年中国市场已真正起步，多宗引人瞩目的商贸交易已经浮出水面。

finance in China truly took off and real trade deals have come to fruition.

Now firmly established as the foremost conference of its type in the Chinese market, Euromoney Seminars and Trade Finance Magazine present:

The 3rd Annual Trade and Export Finance, China Conference

Over 200 domestic and international experts, representing financial institutions, State-Owned Enterprises and corporate importers and exporters, will gather in Beijing this November to present on and debate the major themes, issues and challenges for the Chinese trade market this year.

Speakers and delegates will present on internal issues affecting the domestic Chinese market and also look at international markets that are major existing or potential trading partners with China. This blend of the domestic and the international should guarantee a fascinating and unmissable opportunity to learn from and network with the leading authorities in trade and trade finance from around the world.

当今中国市场上首屈一指的专业盛会 —— Euromoney Seminars 和 Trade Finance Magazine 联合主办：

第3届中国贸易和出口融资年会

200多位国内外专家将分别代表金融机构、国有企业和进出口公司于11月齐聚北京，就有关今年中国贸易市场的主要议题、问题和挑战发表精辟见解、上演精彩舌战。

演讲者和与会代表将深入探讨影响中国国内市场的各种内部因素，还将剖析围绕中国的现有主要国际市场或潜在贸易伙伴。本次大会中西合璧，结合国内和国际两个市场，必将成为您迈向全球贸易和贸易融资领域的顶级权威学习借鉴、网路人脉的一次不可多得的良机。

Wednesday November 28th

7pm - Welcome Reception, Hosted by Standard Bank
接待酒会: 11月28日下午7时, 主办单位

Day 1 Thursday, November 29th

08:30 Registration and refreshments

09:00 Chairperson's welcoming remarks
Standard Bank

09:10 Cash and treasury management development by State-Owned Enterprises in China

- Lessons learned the hard way: The 1997-98 financial crisis
- Setting up the Internal Control System and Centralised Treasury
- Corporate strategy, cultural circumstance and treasury management
- The development of treasury functions by Sinochem
 - o Corporate financing
 - o Bank and investors' relationship management
 - o Cash budget and fund allocation
 - o Centralised cash and settlement management
 - o Financial risk management
 - o Treasury information system
 - o Building the qualified treasury team
 - o Benchmarking achievement of treasury by Sinochem with international best practices

Yang Lin, General Manager, Financing Department, Sinochem Corporation

09:40 Shaping trade strategy: Latest trends in China's trade environment

- China's evolving trade regulatory environment
- The traditional key trade challenges
- The new challenges and opportunities
- The internal and external government factor
- How to mitigate risk and benefit from these changes

Jiwei Ye, Vice President, North Asia Sales, JPMorgan Chase

10:10 Competing for everything or enough for everyone? Positioning trade finance in the Chinese market

- How are international and domestic banks positioning themselves, relative to each other and their customers, in the Chinese trade finance market?
- Are Chinese domestic banks competitors or essential complimentary partners in accessing trade flows with a Chinese element? Are there particular sectors where the answer to this question varies?
- Has the local incorporation of international banks and the potential incorporation of others affected the market?
- What are the key risks that need mitigating against? Foreign exchange, raw material hedging, performance risk
- What are the main trade finance products currently on offer to Chinese corporate clients?
- What products need to be made available in the future?
- Are trade financiers and insurers adapting to the changing needs of major clients in China?

Asif Raza, Head of Asia-Pacific Trade & Logistics Management, JPMorgan Chase

Nicholas Shaw, Head of Trade and Export Finance, Asia, BBVA

Michael Chen, Head of Structured Trade Finance, Asia Pacific, The Royal Bank of Scotland

Andreas Werner, General Manager, Beijing Branch, RZB

Michelle Ling, Regional Head of Export Finance, Asia-Pacific, Societe Generale

Richard Addington, Head of Investment Banking Asia, Standard Bank

Bruce Alter, Head Asia Trade, ANZ

Wendy Nian, Assistant General Manager, International Banking Trade Finance Department, China CITIC Bank

Frederic Louat, Senior Vice President and Regional Manager for Asia & Pacific, Zurich Emerging Markets

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11:15 Morning refreshments and extended networking break

12:00 General overview on the state of the WTO Doha round and the proliferation of free trade agreements with China

- Provisions relating to trade in goods
- Treatment of financial services in trade agreements
- Provisions related to investment
- Provisions relating to Government procurement
- Chinese CEPA with Hong Kong and Macao
- Free Trade agreements and negotiations between China and ASEAN, Chile, Pakistan, Australia, Thailand and India

Cyndee Todgham Cherniak, Of Counsel, Lang Michener LLP and Consultant to the Asian Development Bank

12:30 Working with the Chinese state banks and underwriters

Senior representatives from China Export-Import Bank, Sinosure and China Development Bank will come together to debate the various roles they have to play in the further development of the Chinese trade finance market and how their various internal reorganisations will affect their mandate going forward.

- State bank or private enterprise: How does your organisation now see itself?
- China Development Bank, Sinosure, China EXIM Bank:
 - o In what ways do you interact with each other?
 - o How do you define your relative niches and are you competitors or complementary?
 - o In what circumstances might CEXIM and CDB work with Sinosure?
- What risks can you now accept?
- Opening up business to foreign banks and private corporate enterprises
- Working as a policy bank and resource acquisition around the world
- Key sectors and markets

13:30 Lunch

15:00 How changes in taxation regulations are affecting exporters

- Explaining the change in the sales tax rebate
- What is this justification?
- How has this affected Chinese exporters?
- What is the future policy of the ministry with regards to exporters?
- Questions and answers

Chen Jingyao, Division Chief, Finance Department, Division 3, Ministry of Finance

15:30 Reviewing trade banking activity amongst Greater China corporates

Fimatrix is a leading market research and intelligence facility that caters to global financial markets, especially in the field of trade. The company is currently conducting a major syndicated study across Greater China importers and exporters to collate and assess their trade banking activity. This presentation will outline some of the key findings of that survey as they relate to the provision of trade finance services.

- The strength of relationships that suppliers must maintain
- Performance in:
 - o Documentary collections
 - o Letters of Credit
 - o Open account
- Trends between trade banking services and cash management services
- Current and anticipated usage of the internet for banking services

Whit Knapp, President, Fimatrix

16:00 Implementing effective trade services

- LC/DC business on the Chinese mainland
- Bringing supply-chain finance to China
- Ensuring efficient and reliable documentation and cash management across all parties in a supply-chain
- Providing a platform for open account business in China: An outline of the TSU and its main benefits
- Experiences of going live with the TSU

Jackie Keogh, Head of Supply-Chain Management, SWIFT

16:30 Afternoon refreshments and networking break

17:00 Masterclass: Structured commodity and pre-export finance

With the incredible commodity flows streaming into China, one of the most obvious business opportunities is the finance of these raw materials. However, Structured Commodity Finance (SCF) and pre-export financings require years of experience and specialist knowledge to structure effectively. A number of niche players from Europe therefore dominate the industry worldwide, including business with a Chinese element.

However, it would seem in everyone's interests that the local Chinese banks quickly become comfortable with the products of commodity finance. Be they counterparties or local partners, a working Chinese local knowledge of SCF would create new opportunities for commodity financiers abroad and allow access to a key new market for the domestic Chinese trade banks.

The short course, led by a faculty of international SCF experts with decades of experience, is designed as a detailed introduction to the products of commodity finance as used throughout the world and thus a starting point for the debate about truly bringing the product to the Chinese mainland.

- The origins of commodity finance as a separate discipline within trade
- Basic structures: Pre-export finance, warehouse receipts, receivables finance, pre-payment
- The cash-flows within these structures
- International trends in pre-export finance: What, where and when?
- Embedded hedging
- A look at reserve-based lending and how it differs from normal pre-export structures
- The denaturing of traditional structures and the emergence of hybrid facilities
- Explaining SCF to credit committees: The risks and rewards of the underlying cash flow of the deal
- Working with local and international partners

18:25 Chairperson's closing remarks

18:30 End of day one followed by evening cocktail reception

Day 2 Friday, November 30th

08:45 Refreshments

09:00 Chairperson's welcoming remarks

Asif Raza, Head of Asia-Pacific Trade & Logistics Management, JPMorgan Chase

Trade in foreign markets and the potential for trade with China

A majority of Chinese capital exports still go to Asia yet China cannot rely on Asia alone to satisfy its massive demands for raw materials. If China is to fulfill its potential as the major player in global trade it is crucial that it looks further a field and continues to develop important trade links with the major producing territories: Sub-Saharan Africa, The Middle East, Latin America etc. as well as the major emerging territories in Asia such as Vietnam and Indonesia.

On this second day of the conference, we will bring leading industry experts on commodity and export finance in those regions to Beijing to lecture on and debate the market in those territories: Macroeconomic factors, commodity and capital goods production, infrastructure and capital equipment needs, legal environment and so on.

Such a gathering of foreign experts will produce an invaluable and unequalled insight into key markets for Chinese trade and a picture will develop of potential business opportunities for Chinese financiers and producers within those areas.

Time will be provided at the end of each session for audience questions and comments.

09:10 The changing global political and credit risk map

Asian economic expansion, terrorism, war, resource nationalism, the global credit boom and the sub-prime lending crisis: recent geopolitical events around the world have made risk a much more delicate calculation when considering trade finance deals. This presentation looks at a number of these factors throughout the major trading partner countries and regions for China and evaluates how it affects the risk involved in such trade flows. Where there is risk, there is opportunity for the trade financier but successfully mitigating and insuring against risks are the crucial consideration when structuring any such deal.

Frederic Louat, Senior Vice President and Regional Manager for Asia & Pacific, Zurich Emerging Markets

09:30 Sub-Saharan Africa

China-Africa trade is at record high levels and last year increased by 40%. China has invested heavily in African commodity production, most notably in the development of Africa's energy sector and recently China announced plans to launch a US\$1bn (£500m) fund to increase trade and investment in Africa.

This section aims to explore the massive commodity production and the potential growth of markets in metals, energy and soft commodities throughout sub-Saharan Africa. The opportunities for both commodity and export finance will be outlined and the challenges of the African market will be explained.

Richard Addington, Head of Investment Banking Asia, Standard Bank

10:15 Russia and the CIS

Though the financing of Russian production and trade activity involves a more refined approach, Russia has been the predominate market of interest for both export and commodity financiers over the last five years. The emergence of Ukraine, Kazakhstan and the other CIS countries as major commodity producers has similarly stirred the interest of the global trade finance community.