

3rd Annual Event

China Trade & Export Finance Forum 2006

June 19-20, 2006
The Westin
Shanghai, China

中国贸易出口金融研讨会

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3rd Annual Event

China Trade & Export Finance Forum 2006

Day One - Monday, June 19

09.00 Registration

09.45 **Chairman's opening remarks**
Astar Saleh, Asia Pacific Head of Structured and Network Trade, JPMorgan

Economic Outlook

09.55 **Global and Asian trade trends**
Carl Walter, Managing Director and Chief Operating Officer, JPMorgan

10.30 **China's economy: turning down the heat**
James McCormack, Senior Director, Head of Asia Sovereign Ratings, Fitch Ratings

- Short-term growth prospects
- Medium-term structural growth drivers
- The state of the banking system
- How important is the export sector?
- Has a 'hard landing' been avoided?
- Issues surrounding US/EU relations

11.00 **Networking break**

Legal Issues

11.30 **Legal risks for traders and bankers trading in China**
Robert Parson, Partner, Trade Finance Team, Clyde & Co

- Control over goods: how to get it and keep it
- Contracting and payment techniques to avoid trouble
- Distribution business: the legal path ahead
- Key recent issues in China trade

12.00 **Chinese exporters: doing business in the EU; the regulatory dimension**
Philippe Ruttle, Partner, Competition and Regulatory Team, Clyde & Co

- Market behaviour: staying on the right side of the competition rules
- Mergers and takeovers: the ground rules
- Antidumping and unfair trade measures
- Enforcing rights in EC courts and arbitrations

12.30 **Lunch**

Financial Environment

- 14.00 **Transforming Asia's trade finance landscape**
Astar Saleh, Asia Pacific Head of Structured and Network Trade, JPMorgan
- Trade financing trends: opportunities and challenges
 - Growing intra-Asia trade dependencies: The China-India factor
 - Understanding various risk mitigation tools and financing options available within the global financial markets
 - Case studies: customising trade finance terms and solutions

Insurance Solutions

14.30 **Working with banks to develop trade finance in China**
Ma Wanjin, Director, Business Development Department, Sinasure

15.00 **Political risk and structured trade credit in Asia**
Julian Edwards, Head of Product Line, Political Risk and Credit, and Steve Capon, Head of Country and Credit Risk Management, Ace Global Markets

- Examples of product application
- Underwriting trends
- Ace in Asia
- Future product developments
- South-south flows
- What next for China and Asia?

15.40 **Networking break**

16.10 **Solutions for the order-to-cash cycle**
Uday Gobind Mahtani, Managing Director, Smyth Asia

- What are the risks in the order-to-cash cycle?
- Solutions for risks within each stage of the cycle:
 - Pre-shipment
 - Post-shipment and pre-payment
 - Collections of normal and problem accounts receivable
- Tailored solutions for unauthorised customer deductions and deteriorating credit quality of customers
- Case studies and examples for each stage of the order-to-cash cycle

16.50 A broker's view of trade credit and political risk for China and Asia

Jeremy Hampshire, Managing Director, Trade Line

- Broker's role and risk management
- How trade credit supports trade finance: what bank structures
- How political risk insurance supports trade finance: what bank structures
- Examples and claims

17.30 Chairman's closing remarks followed by evening reception

Day Two - Tuesday, June 20

China's External Relations

09.10 China and Brazil: increasing trade relations between complementary economies

Daniel Covre, Representative, Banco Itau BBA Shanghai Representative Office

- Brazil's economic outlook and financial system
- Foreign direct investment in Brazil
- China and Brazil trade flow: strengthening the partnership
- Brazilian exports to China: diversifying the portfolio
- China exports to Brazil: fast growth

Corporate Views

09.50 The emerging dominance of China on the world market for scrap metal

Stephen Hartwell Greer, Chief Executive, Smorgon Hartwell Recycling

- What are the flows?
- What does this tell us about the industrial changes in the world?
- What new and related trade flows can we expect in the future?
- How is this trade financed and managed?

10.20 Networking break

10.50 Using Chinese authorities-backed financing for the telecom sector

Pascal Serre, Trade & Project Finance Director, Alcatel Asia Pacific

- Structures in place, roles of the different agencies
- How can it be improved?
- Evaluating different financing tools available for Chinese exports

11.20 Equipment and technology import to China in the 21st century

Liu De Bing, Vice-President, China National Technical Import & Export Corporation

Local Financing

11.50 Local Rmb financing of trade in China

Chen Wenyi, Head of Trade Finance, Bank of China

Financial Solutions

12.20 Trade outsourcing and the supply chain

Tommy Chan, Vice-President, Head, Asia Trade Services Product Management, and

Zeno Chow, Vice-President, Head of Asia Corporate Trade Sales, JPMorgan Treasury Services, Asia

- US global supply chain behaviour and trends
- Challenges to Asia vendors
- Risk mitigation solutions
- Enabling vendors to focus on their core business

12.50 Lunch

14.00 Forfaiting: an alternative financial tool

Holger Kebernik, Managing Director, China Trade Solutions

- What is forfaiting and how to use it
- Why is forfaiting needed in China?
- Export insurance: complementary or competition for forfaiting?
- Case study

14.30 The inevitable progression to corporate centric multi-banking

Claire Buchanan, Senior Vice-President, Global Field Operations, Bolero

- Why is this happening?
- Who benefits?
- Why a large commodity multi-national did this in the LC world
- Changing the rules in Open Account - the benefit to the Asian Exporter

Advisory View

15.00 An inside view: one advisory house's China experience

David Sullivan, Chief Executive Officer, Trade Finance Corporation Limited

- General observations of the Chinese trade market
- Barriers to trade
- Legal and regulatory environment
- Who to trust and who not to
- Outlook and potential

15.30 Chairman's concluding comments and close of conference, followed by networking break

Event details at a glance

Event Details

Date: June 19-20, 2006
To book: Tel: +44 (0) 20 8673 9666 | Fax: +44 (0) 20 8673 8662
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Website: www.gtreview.com
Venue: The Westin Shanghai, China

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Please reserve your room directly with the hotel.

Contact: Rachel Luo

The Westin Shanghai;

Bund Center

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Upon registration a booking code will be provided so you may take advantage of the discount.

Event Location



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Clyde & Co represents many of the major banks, importers and exporters involved in the China market and its lawyers have hands-on industry experience in the oil, metals and soft commodity trades which give clients an added edge in their business dealings.

The firm acts in structured, transactional and derivative deals each year worth billions of dollars as well as being known globally as one of the most aggressive and successful litigation firms in the international trade arena.

CTS

China Trade Solutions

China Trade Solutions Ltd started operations in July 2003. Registered in Hong Kong and with a representative office in Shanghai, it is a trade finance consulting company, specialising in advising on all kinds of trade finance, as well as organising seminars and training related to trade finance. With 16 years combined employee experience in the trade business, China Trade Solutions has an extensive knowledge of the global forfaiting, structured trade finance and factoring markets.

The main focus of the company is to offer advice to Chinese exporters and banks on the placement of various asset types and receivables, and organisation of workshops on trade finance and documentation issues, as well as advising European banks and exporters on placement of Asia-specific risk.

Since beginning operations, more than US\$500mn in trade transactions have been handled. www.chinatradesolutions.net



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The Smyth Companies, founded in 1906 in New York City, offer a comprehensive suite of 'best-in-class' accounts receivable, credit management, credit risk mitigation and collection services using our Smyth AR Technology Suite, an advanced proprietary web application for credit, receivables and trade deduction management.

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China Trade & Export Finance Forum 2006

June 19-20, 2006, The Westin, Shanghai, China Tel: +86 21 6335 1888

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