

2nd Annual Asia-Pacific Corporate Funding Forum & 4th Annual Asia-Pacific Debt Investor Forum

6-7 March 2013, The Conrad Hotel Hong Kong

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Managing Director,
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- Access on-site advice from key exhibitors

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2nd Annual Asia-Pacific Corporate Funding Forum

6 March 2013 | The Conrad Hotel Hong Kong

The 2nd Asia-Pacific Corporate Funding Forum will address the fixed income and loan funding requirements of companies operating globally and in Asia. The audience, which will comprise FinanceAsia's and The Corporate Treasurer's readership, will gather the region's leading CFOs, Treasurers, Heads of Funding and Corporate Finance, and provide thought-leadership and experience sharing discussions. Delegates will have the chance to network with their peers and leading specialists within the fixed income market, alongside some of their investors.

Confirmed Speakers:

- Ping Chew, *Managing Director and Head of Greater China*, **Standard & Poor's Ratings Services**
- Aaron Chow, *Managing Director, Head of Event Driven Syndicate, Asia-Pacific, Leveraged and Acquisition Finance, Global Capital Financing*, **HSBC**
- Lindsay Chu, *Managing Director, Head of Financial Sponsors & Sovereign Wealth Funds, Asia-Pacific, Global Banking*, **HSBC**
- Wildrik de Blank, *Group Treasurer*, **Noble Group**
- Daniel Flatt, *Editor*, **The Corporate Treasurer**

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- Jack Hennessey, *Managing Director – Singapore*, **Baring Private Equity Asia**
- Timothy Hia, *Partner*, **Latham & Watkins**
- B.V. Krishnan, *Managing Director*, **KKR Capital Markets**
- Eugene Lee, *Partner*, **Latham & Watkins**
- Patrick Leung, *Financial Controller*, **Hong Kong Broadband Network**
- Raymond Liu, *Senior Vice President - Finance*, **The Hong Kong Mortgage Corporation**
- Estella Ng, *CFO*, **Country Garden Holdings**
- Keith Ng, *Treasurer*, **The Link REIT**
- Jackson Ng, *CFO*, **Modern Terminals**
- Thomas Pang, *CFO*, **United Energy Group**
- Anil Rustogi, *President – Corporate Finance*, **Aditya Birla Nuvo**
- Peter Sjovall, *CFO*, **Asian Bamboo**
- Paul Tsang, *CFO*, **Vinda Holdings**
- Daniel Wan, *Managing Director & CFO*, **Shui On Land**
- Anyi Wang, *Head of Corporate Finance and Relations*, **Yanlord Land Holdings**
- And more....

Agenda

6 March 2013	
8.00	Registration and breakfast
08.45	Chairman's welcome
09.00	Economist Address – Macro view on global growth and impact of regulation <ul style="list-style-type: none">• <i>Update on Q1 2013 and thereafter – where is growth and what are the major concerns?</i>• <i>What will be the result of recent moves to boost stability in the west and how are measures to boost liquidity playing out?</i>• <i>As political uncertainty and unresolved austerity measures continue to plague Europe, what will be the impact funding arena in Asia?</i>• <i>How will increased global banking regulation, including Basel III, affect Asia-Pacific banks and, in turn, corporate operating in the region?</i>• <i>Views on the debt markets over the next twelve months – loans, bonds and leverage finance</i>
09.30	Panel: The role of global and local banks in the future of funding <ul style="list-style-type: none">• <i>Capital gain vs Asset Loss: Will regional banks in Asia plug the gap being left by European and a handful of</i>

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	<p>global banks as they comply with Basel III, deleveraging and, in turn, restrict lending. (IMF estimates US\$4.5tr sell-off over 2013)</p> <ul style="list-style-type: none">• How will Basel III's impact on banks filter through to corporate lending, how quickly, and which banks will be hardest hit? If banks reduce their lending to corporates, what will they do with their deposits?• How will lending costs affect flows? What will be the impact on maturity, terms, rates and ROE?• Will the movement of corporate borrowers from the loan markets to debt continue? What risks does this pose? Is risk simply shifted to a different place?• Funding through the bond markets tends to be more expensive and riskier than bank borrowing for most small companies. Will this stifle the growth of small businesses, and, therefore, the economy?• What alternative sources of debt finance exist, are they favourable? <p>Moderator: Daniel Flatt, <i>Editor, The Corporate Treasurer</i> Panellists: Aaron Chow, <i>Managing Director, Head of Event Driven Syndicate, Asia-Pacific, Leveraged and Acquisition Finance, Global Capital Financing, HSBC</i> Keith Ng, <i>Treasurer, The Link REIT</i> Jackson Ng, <i>CFO, Modern Terminals</i> B.V. Krishnan, <i>Managing Director, KKR Capital Markets</i></p>
10:15	<p>Panel: The shape of the loan market</p> <ul style="list-style-type: none">• What are the current trends in the loan markets?• How are the bond and private placement markets impacting liquidity and demand for bank loans?• To what extent will multi-lateral investment guarantees play in shoring up lending, especially when considering small cap firms?• What role should loans play in financing operations and how will this actually be reflected over the next 6 – 12 months?• How effective and responsive are facilities being offered by the banks at present? What's on your corporate wish-list over the next 6 - 12 months? <p>Moderator: TBC Panellists: Daniel Wan, <i>Managing Director & CFO, Shui On Land</i> Thomas Pang, <i>CFO, United Energy Group</i> Peter Sjoval, <i>CFO, Asian Bamboo</i> Paul Tsang, <i>CFO, Vinda Holdings</i></p>
11:00	<p>Networking break</p>
11.30	<p>Panel: Financing through the bond market</p> <ul style="list-style-type: none">• Funding profile arising from an acquisition• Diversifying sources of finance and stakeholders• Mitigating liquidity risk• Planning for 2013 and beyond• Options beyond high yield• G3 vs regional alternatives <p>Moderator: Eugene Lee, <i>Partner, Latham & Watkins</i></p>

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	<p>Panellists: Wildrik de Blank, <i>Group Treasurer, Noble Group</i> Estella Ng, <i>CFO, Country Garden Holdings</i> Raymond Liu, <i>Senior Vice President - Finance, The Hong Kong Mortgage Corporation</i> Anyi Wang, <i>Head of Corporate Finance and Relations, Yanlord Land Holdings</i></p>
12.15	<p>Panel: Financing Buyouts in Asia</p> <ul style="list-style-type: none">• <i>How attractive are Buyouts to financial sponsors in Asia today?</i>• <i>Are Corporate CEOs and CFOs open to private-equity-led investments, and under what circumstances?</i>• <i>What factors will influence companies' willingness to make divestments to financial sponsors in the coming 2-3 years?</i>• <i>How are Buyouts being financed and structured? Is debt readily available, and from where?</i>• <i>What metrics carry most weight when considering whether to take control or do a minority deal?</i>• <i>What is your investment view for 2013?</i> <p>Moderator: Lindsay Chu, <i>Managing Director, Head of Financial Sponsors & Sovereign Wealth Funds, Asia-Pacific, Global Banking, HSBC</i></p> <p>Panellists: Patrick Leung, <i>Financial Controller, Hong Kong Broadband Network</i> Jack Hennessey, <i>Managing Director – Singapore, Baring Private Equity Asia</i></p>
13.00	Networking Lunch
14.00	<p>Panel: Funding and relationship banking – what constitutes a top bank?</p> <ul style="list-style-type: none">• <i>How do CFOs and Treasurers select their banking partners?</i>• <i>What comes first in your selection criteria?</i>• <i>What differentiates a top bank from the rest?</i> <p>Moderator: Daniel Flatt, <i>Editor, The Corporate Treasurer</i></p> <p>Panellist: Anil Rustogi, <i>President – Corporate Finance Division, Aditya Birla Nuvo</i></p>

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14:30	<p>Panel: Developments in the offshore RMB markets</p> <ul style="list-style-type: none">• <i>Hong Kong as a corporate treasury centre for corporates with Mainland operations, differentials with CNY and CNT markets?</i>• <i>What RMB banking services and funding options are proving most fruitful in Hong Kong and how do they compare with those available in other financial centres?</i>• <i>What role does the development in the offshore loan market play?.</i>• <i>Dim sum issuance has fallen to \$5.4bn so far this year, after peaking at \$13.9bn last year, according to Dealogic, the data provider. Given that the RMB is no longer a one-way appreciation bet anymore, to have extent should issuers expect to offer higher coupons to compensate for a more volatile currency?</i>• <i>To what extent with foreign multinational vs domestic Mainland companies issue in the CNH market over the next 12 months? What are the reasons for this? How will this play out in other offshore markets?</i>• <i>Should issuers in the offshore market take note of the lack of a yield curve in correlation to fundamentals and pricing risk when looking at the CNY market?</i>• <i>In a new pilot, banks are now able to facilitate Rmb cross-border loans for corporates' activities outside of China. How important is this in the context of internationalising the Rmb and also the practical benefits for corporate treasurers?</i>• <i>What could be done to enhance Hong Kong's attractiveness as a location for regional and global corporate treasury activities? How will developments in Taipei, London and Singapore affect the region?</i> <p>Moderator: Timothy Hia , Partner, Latham & Watkins Panellist: Ping Chew, Managing Director and Head of Greater China, Standard & Poor's Ratings Services</p>
15:30	Networking break
16:00	<p>Panel: Corporate governance in relation to funding</p> <ul style="list-style-type: none">• <i>How do you define corporate governance?</i>• <i>Given recent scandals in the headlines, are you shock by the scale of such breaches? Is it right that regulators should become more protectionist, especially in such hardened times?</i>• <i>From your own business perspective, how do you implement regulation?</i>• <i>The financial burden of more regulation? Do you set aside funds for this?</i>• <i>How have requirements for listed companies developed in the last decade? How do you think they will evolve?</i>• <i>What does good corporate governance really mean? Ticking boxes or creating a good culture of ethical behaviour?</i>• <i>How equipped are board members to deal with breaches of regulation?</i>
16:40	<p>Presentation: Issuer – Investor Requirements</p> <p>This session will explore what investors are looking for from borrowers and highlight the factors which truly matter when selecting corporate credit.</p> <ul style="list-style-type: none">• <i>Covenant structures</i>• <i>Disclosures</i>• <i>Credit ratings and default rates</i>• <i>Creditor protection</i>• <i>Pricing differentials</i>

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17:00	End of conference
	Cocktail Reception - Invite Only

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