

AFF

亞洲金融論壇
ASIAN FINANCIAL FORUM

The Voice in Global Finance



ASIAN FINANCIAL FORUM

DEAL FLOW MATCHMAKING SESSION

15-16 January 2018

Hong Kong Convention and Exhibition Centre

AFF Deal Flow Organisers:



AFF Deal Flow Matchmaking Session

環球投資項目接會

About

DEAL FLOW

“AFF Deal Flow is a useful platform for project owners to meet potential investors and partners. We were able to meet several funds and the Chinese O2O market leader of our sector.”

Antonio Guadagnino, CEO, M2 Italia Srl (Italy)

AFF Deal Flow is a unique deal-sourcing and matchmaking session connecting sources of funds with sources of deals. This platform enables participants to meet with potential business partners from around the world, based on their shared areas of interest. This is a vital platform providing investment opportunities for Chinese investors who are seeking overseas opportunities and Chinese project owners who are seeking overseas investors. More than 1,800 companies took part in the past editions, including investment project owners, private equity firms, corporate investors, high net-worth individuals and senior professionals from intermediaries and professional services providers.

In 2017

600+
meetings

170+

investors, half of which were from the Chinese mainland

AMERICAS

Brazil
Canada
Chile
Columbia
Mexico
Nicaragua
Peru
USA

EUROPE

Austria Luxembourg
Bosnia Macedonia
Croatia Malta
Cyprus Poland
Finland Romania
France Russia
Germany Serbia
Greece Slovenia
Hungary Spain
Ireland Switzerland
Italy Turkey
Lithuania UK

ASIA

Bahrain Myanmar
Bangladesh Nepal
Cambodia Pakistan
Chinese mainland Palau
Hong Kong Philippines
India Singapore
Indonesia South Korea
Iran Sri Lanka
Israel Taiwan
Japan Tajikistan
Kazakhstan Thailand
Macau UAE
Malaysia Uzbekistan
Mongolia Vietnam

AUSTRALASIA

Australia
Fiji
Papua New Guinea
New Zealand

AFRICA

Djibouti
Ghana
Kenya
Mozambique
Nigeria
South Africa
Tanzania
Zambia

490

projects from
42 countries / regions



Connect + Match

Through pre-arranged matchmaking meetings, Deal Flow participants will be able to meet with potential business partners from around the world based on their shared areas of interest.

Priority Sectors Include:

- Digital Technology
- Education
- Environment & Energy
- Financial Technology
- Food & Agriculture
- Healthcare
- Manufacturing/Clean Tech
- Infrastructure and Real Estate Services

And more...

“We were able to meet a wide array of companies. We have confirmed visiting a few of them to further discuss our collaboration frameworks.”

Peng Zhouhong, Pacific Special Acquisition Corp. (Chinese mainland)



Financial and Professional Advisory Services Zone

The Financial and Professional Advisory Services Zone offers free onsite consultation services covering fund raising, corporate finance, tax advisory, legal services and other business development issues.

InnoVenture Salon

NEWLY LAUNCHED

Priority Sectors:

Artificial Intelligence

Digital Technology

Financial Technology

Healthcare Technology

Manufacturing / Clean Technology



Startups will be invited to showcase their products and their entrepreneurial stories to audience.



A platform for startups to meet with investors in attendance.



Learning from experienced innovators and experts, startups will be taken to indulge in a journey to explore new ideas, gaining financing, legal and business advice on growing a successful business.



The sector-specific presentation sessions will be led by industry players, followed by project owners from the world to introduce their investment dimensions and projects' prospects.

WHAT OUR PARTICIPANTS SAY

“ My infrastructure innovation project needs financing. I met many people at AFF Deal Flow to discuss how best to set up the financing for innovation. ”

Stefan Petters, Carbotopia Syndicate (Austria)

“ We met many people who are interested in investing in Japanese fintech products. It has been an exciting event. ”

Osamu Nakahashi, T4U (Japan)

“ The AFF was very valuable not only on the conferences and speakers but also for the Deal Flow matching sessions. I met some interesting VCs who were interested in learning about my technology and healthcare projects. ”

Jesus Ponce De Leon, JPdel (USA)

“ I think Deal Flow is a great event to gather a lot of companies with the potential for us to invest in. ”

Hu Yuqing, Prax Capital (Chinese mainland)

91%

found AFF Deal Flow a good platform to identify potential deals/investors

94%

gained a better understanding of raising funds in Asia

SUCCESS STORIES



A Canadian oil and gas company sought funds for exploiting undervalued oil assets from a Chinese investor and concluded a deal at US\$24m.



A US investor met an Australian project owner focusing on security vehicles in Australia, and explored partnership valued at US\$5m.



A North American fintech project owner met a Malaysian investor for a US\$20m deal and a JV for ASEAN expansion was formed.



A Thai project owner has a commercialisation project for a DNA test kit for detecting food contamination. They met a Chinese investor to explore a funding support of US\$500,000.



Past Participants

American Medical Technologies, LLC (USA)
AMP Credit Technologies (Hong Kong)
Association of Family Offices in Asia (Hong Kong)
Auric Ventures, Ltd. (USA)
Bases Conversion and Development Authority (Philippines)
BCC Investment (Hong Kong)
Bravia Capital (Hong Kong)
Brunei Economic Development Board (Brunei)
CCB International Asset Management Limited (Hong Kong)
China North Airlines Co. Ltd. (Chinese mainland)
CIC International (Hong Kong) Co. Ltd. (Hong Kong)

Daiwa (Japan)
Enerjet (Canada)
Fosun International Ltd. (Chinese mainland)
Fujian Haixia Bank (Chinese mainland)
Grant Thornton (South Africa)
Haitong Securities (Chinese mainland)
ICEX-Invest in Spain (Spain)
Intrado SRL (Italy)
JP Morgan (Hong Kong)
Kasehdia Ventures (Malaysia)
Krungthai Bank (Thailand)

KSK Finance (Australia)
Mitsubishi Corp. (Hong Kong)
Pacific Special Acquisition Corp (Chinese mainland)
Prax Capital (Chinese mainland)
Silk Road Consulting UG (Germany)
SME Chamber of India (India)
UBS Wealth Management (Hong Kong)

and many more...

ASIAN FINANCIAL FORUM

15-16 January 2018

Steering Growth and Pioneering Innovation: Asia and Beyond

Deal Flow is part of the annual Asian Financial Forum bringing together some of the most influential leaders of the global financial and business communities to discuss developments and trends in the dynamic markets of Asia and beyond. Join us to gather the latest market intelligence, explore worldwide investment and business opportunities, as well as network with global leaders in government, finance and business.

2,900⁺

financial and business leaders from 50 countries and regions

85%

were CEOs and senior decision makers

Insights and Intelligence:

- Global Economic Outlook and Investment Prospects
 - Policy Trends and Developments
 - Opportunities and Challenges in China and Asia
 - Belt and Road Initiative and Chinese Outbound Investment
 - Infrastructure Financing and Green Finance
 - Asset and Wealth Management
 - Fintech
 - AI and Robotics
- and many more...

Global Investment Zone



The AFF is a key platform to discuss the global investment outlook, and to connect and network with investors, investment professionals, project owners and potential business partners from around the world. Come and explore worldwide investment and partnership opportunities with investment agencies at the Global Investment Zone.

Keynote Speakers



Hon. Jacob J. Lew
76th United States Secretary of the Treasury



JP Nicols
FinTech Forge,
NextMoney.org



Daniela Rus
Computer Science and Artificial Intelligence Lab (CSAIL), MIT

Contact Us:



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