

15-16 January 2018

Hong Kong Convention and Exhibition Centre

AFF Deal Flow Organisers:







**About** 

# DEAL FLOW

<sup>44</sup> 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. <sup>37</sup>

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+

170+
investors, half of which were from the Chinese mainland

#### **AMERICAS**

Brazil Canada Chile

Columbia Mexico

Nicaragua

Peru USA

42 countries / regions

#### **EUROPE**

Italy

**AFRICA** 

Djibouti

Ghana

Kenya

Nigeria

Tanzania

Zambia

Mozambique

South Africa

Austria Luxembourg Macedonia Bosnia Croatia Malta Poland Cyprus Romania Finland Russia France Serbia Germany Greece

Slovenia Hungary Spain Ireland Turkey

Switzerland Lithuania UK

Bahrain Bangladesh Cambodia Chinese mainland Hong Kong India Indonesia

**ASIA** 

Macau Malaysia

Mongolia

**Pakistan** Palau Philippines Singapore South Korea Sri Lanka Iran Israel Taiwan Japan Tajikistan Kazakhstan Thailand

UAE Uzbekistan Vietnam

Myanmar

Nepal

**AUSTRALASIA** Australia

Papua New Guinea New Zealand



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





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

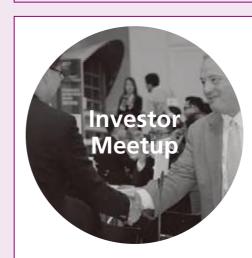
## **Priority Sectors:**

**Artificial** Intelligence

Digital Technology

**Financial** Technology Healthcare Technology

Manufacturing / Clean Technology



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.



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)

#### **SUCCESS STORIES**



A Canadian oil and gas company sought funds for exploiting undervalued oil assets from a Chinese investor and concluded a deal at



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...

## 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**<sup>+</sup>

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
- Al 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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