



## Doing Business in China? A Guide to Project Financing

**THE CANADIAN  
TRADE COMMISSIONER  
SERVICE**

Interested in financing and developing your business in China?

Did you know that:

- China is Canada's second-largest single-nation trading partner after the United States?
- China's economy has grown by almost 8.5% per year over the last decade and is the world's third-largest importing nation?
- As part of its commitments when it joined the WTO in 2001, China has further opened its markets and deepened economic reforms?

International Trade Canada has developed a comprehensive set of documents to guide you through your search for project financing in China.

"Sources of Project Financing in China" provides you with the key contacts and sectors of activity of the major development finance institutions, national and commercial banks, including Canadian banks, private equity funds, EDC and CIDA. The major financiers are covered in more detail through PDF or HTML links directly from the main page.



International Financing Information

**Scotiabank in China**

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**International Finance Corporation in China**

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**HSBC in China**

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**Sources of Project Financing in China**

<p><b>Canada-Based Finance Sources:</b></p> <p><b>Export Development Canada</b> Financial Products: Project financing, Political Risk Insurance, Credit Insurance, Contract Bonding Contact: <b>Winston Kari</b>, Regional Director, Greater China Tel: (011-86-10) 6532-3538 ext.3357 Luc Dupont, Regional Manager, China &amp; India Tel: (613) 598-2680 For further information on Export Development Canada, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm</a></p> <p><b>CIDA Industrial Cooperation Program (CIDA-INC)</b> Financial Products: Investment-related project development and/or training support Contact: <b>Charles Tremblay</b>, Program Manager for East &amp; Southeast China Tel: (819) 997-0359 <b>Douglas Henderson</b>, Program Manager for North, West, &amp; Southwest China Tel: (819) 994-0585 For further information on CIDA INC, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/cidaincchina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/cidaincchina-e.htm</a></p> <p><b>Cordiant Capital</b> Financial Products: Capital mobilization through participations in Multilateral Development Bank loans Contact: <b>Bernard Milot</b>, Vice President, Portfolio Management Tel: (514) 286-1142</p> <p><b>European-Based Finance Sources:</b></p> <p><b>European Investment Bank</b> Financial Products: Loans, Structured Finance Priority Sectors: Water &amp; Sanitation, Energy, Transport Water &amp; Sanitation, Environment Contact: <b>Orlando Zappala</b>, Asian and Latin American Countries Tel: (011-322) 235-0284 For further information on the European Investment Bank, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm</a></p> <p><b>Regional Development Banks:</b></p> <p><b>Asian Development Bank</b> Financial Products: Loans, Equity, Guarantees, Co-financing Priority Sectors: Infrastructure, Financial Services, Agriculture, Energy, Transport, Water &amp; Sanitation, Environment Contact: <b>Alfredo Pascual</b>, Director (Financial Sector), Private Sector Operations Tel: (011-632) 632-6452 <b>S. Chandler</b>, Director (Infrastructure Sector), Private Sector Operations Tel: (011-632) 632-6979 For further information on the Asian Development Bank, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm</a></p> <p><b>Private Equity Funds:</b>      <b>Other Commercial Banks:</b>      <b>Foreign Investment Regulations:</b></p>	<p><b>World Bank Group:</b></p> <p><b>International Finance Corporation</b> Financial Products: Equity, Loans, Capital Mobilization, Guarantees, Co-financing Priority Sectors: Financial Services, Manufacturing, Industry, Infrastructure, Tourism, Telecommunications Contact: <b>Karin Finkelshteyn</b>, Country Representative Tel: (011-86-10) 6505-8686 For further information on the International Finance Corporation, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm</a></p> <p><b>Multilateral Investment Guarantee Agency</b> Financial Products: Investment Guarantees Contact: <b>Federica Dal Bono</b>, Corporate Relations Officer Tel: (202) 458-9292 For further information on the Multilateral Investment Guarantee Agency, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/migchina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/migchina-e.htm</a></p> <p><b>Development Finance Institutions (DFIs):</b> In general, a partnership with a firm from the DFI country is required to access financing. For European DFIs, a partnership with any European firm may be sufficient.</p> <p><b>Japan Bank for International Cooperation</b> Financial Products: Equity, Loans, Guarantees Major Sectors of Activity: Manufacturing, Transportation, Telecom Contact: <b>Tim Armstrong</b>, Toronto Liaison Office Tel: (416) 865-1700 For further information on the Japan Bank for International Cooperation, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm</a></p> <p><b>Netherlands Development Finance Company (FMO)</b> Financial Products: Loans, Equity, Co-financing, Guarantees Major Sectors of Activity: Financial Services, Infrastructure, Industry Contact: <b>Commercial Department for Asia</b> Tel: (011-31-70) 314-9631 For further information on the Netherlands Development Finance company, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm</a></p> <p><b>German Investment &amp; Development Company (DEG)</b> Financial Products: Equity, Loans, Guarantees Major Sectors of Activity: Agriculture, Manufacturing Contact: <b>Marinus Hu Pasch</b>, DEG Representative Office Tel: (011-86-10) 6527-5166 For further information on the German Investment &amp; Development Company, see: <a href="http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm">http://www.infoexport.gc.ca/finet/projectfin/iechina-e.htm</a></p>
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## Korea's one and only food show is back

**SEOUL, KOREA** — March 16-18, 2005 — **Food & Hotel Korea 2005** is that country's sole international trade-only exhibition for imported food, beverages and equipment. As a result, this fair has become a must-attend for companies looking to explore opportunities in the Korean agri-food sector.

Korea is the Asia-Pacific region's third-largest market for imported food and beverages. The country imports some 70% of its food needs. It's a market worth \$6 billion annually and demand for imported food products there will continue to rise. The country's hotel, restaurant and institutional food

sector alone is worth some \$41 billion in annual sales.

Korea is also a highly concentrated market; half of its 48 million people live in the metropolitan Seoul area. And like many Asian nations, there is a growing demand for Western-style foods in Korea.

Canadian participants will have an opportunity to showcase their products and services in a Canadian pavilion. A prime location by the fair's entrance has been set aside for the pavilion and the Canadian Embassy in Seoul will offer support and promotion services, such as market intelligence and trade leads.

By exhibiting at this show, Canadian companies can meet a vast range of food industry specialists like food importers, distributors, processors, wholesalers, retailers, food service managers and chefs. Last year's show attracted 160 exhibitors from 18 countries and brought in close to 5,000 visitors.

**For more information**, contact Ok-Jin Cho, Assistant Trade Commissioner, Canadian Embassy in Korea, e-mail: [ok-jin.cho@international.gc.ca](mailto:ok-jin.cho@international.gc.ca), or Derek Complin, Unilink, tel.: (613) 549-0404, e-mail: [dc@unilinkfairs.com](mailto:dc@unilinkfairs.com), Web site: [www.unilinkfairs.com/flyers/FHK05CP](http://www.unilinkfairs.com/flyers/FHK05CP).

## Play your hand at Macau gaming fair

**MACAU** — April 28-30, 2005 — Since the liberalization of its gaming and tourist industries in 2002, the Macau Special Administrative Region is fast becoming a hot tourist destination. To capitalize on this, interested Canadian companies should consider attending the **4th International Gaming and Entertainment Expo**, a leading international event for the global gaming industry.

This trade fair is expected to attract key industry representatives from Macau, China and around the world. A special zone within the show is designated for the world's leading casinos, hotels, resorts and cruise lines.

Macau's booming gaming industry has recently seen the opening of the massive Venetian Sands Casino, the Galaxy Waldo Hotel and Casino and STDM's Fisherman's Wharf, with many more to come. The city has also attracted major U.S. investors like MGM Mirage and Wynn Resorts.

With China's "individual travel" policy, there are a large number of

affluent Chinese tourists travelling to the city, which attracts more than 13 million tourists every year. Individual travel refers to the permission granted by the Chinese government to the residents of several coastal cities to visit Hong Kong and Macau as tourists. As a result, this city is

emerging as one of the hottest tourist spots in Asia and may soon surpass Las Vegas as the world's largest gambling destination.

**For more information**, contact Kitty Ko, Commercial Officer, Canadian Consulate General in Hong Kong, e-mail: [kitty.ko@international.gc.ca](mailto:kitty.ko@international.gc.ca).



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