



Press Release

May 2013

PanCathay Consulting Ltd confirmed as UK Representative Office for Tianjin Property Rights Exchange.

During a short visit to London in May, the Tianjin Property Rights Exchange (TPRE) renewed an agreement to retain PanCathay Consulting Ltd as TPRE's representative in the UK. The deal gives PanCathay the exclusive right in the UK to disseminate information on state-owned assets in Tianjin and to promote the services of TPRE as a transaction centre for assets in the regions covered by TPRE in China.

The visit was led by the Party Secretary of the Tianjin Finance Office and included the President of the Bohai Bank and other senior finance officials from the Municipality. Taking part in the signing ceremony were Sir Tom Harris, Vice Chairman of Standard Chartered Bank and Qingling Guo, for UKTI London. Also in the programme was a visit to Bank of China to hear more of their recent developments in domestic banking in the UK. The delegation was very interested to hear how Bank of China, as the very first inward investment from China to the UK, had fared. As there is particular interest from companies in Tianjin in looking globally, and the UK is an attractive market, the guests were pleased to hear that Bank of China had found it a favourable experience investing in the UK.

Sir Tom Harris said, "On behalf of Standard Chartered Bank, a very warm welcome to London; and congratulations on the agreement you have just signed with PanCathay. SCB has had a continuous presence in China since 1858. Tianjin has a special place in our history as we were the first foreign bank to open a branch there in 1992".

With the growth forecast for Tianjin being the highest for any major East Coast city in China, and following the State Council's decision to focus a third major development area around the coastal municipality of Tianjin (known as the Binhai New Area) further accelerated growth is expected.

TPRE is one of three national institutions permitted by Central Government (the others are Beijing and Shanghai), to transact assets and equity of State-owned Enterprises (SOEs). It is both a national and international organisation for undertaking property rights transfers of all kinds including real assets, equities, debts and intellectual property rights. In 2012, transaction volumes totalled 51 bn RMB (£5bn). TPRE has developed rapidly towards being the leading vehicle for property rights transactions in China and a key vehicle for Chinese companies who want to list abroad. In addition,

Tianjin Equity Exchange under TPRE has 278 companies listed on it from across China.

Mr Gao Luan, Director of TPRE said, “We have been very pleased with our association with PanCathay, who have had a long and close connection with China. TPRE has signed a new agreement with PanCathay in order to achieve the following:

- To use PanCathay’s commercial skills to publicise TPRE
- To give PanCathay the exclusive right to issue project information
- To make PanCathay a member of TPRE and to allow it to act as agent on projects managed by TPRE
- To use PanCathay to organise high level training for TPRE’s personnel
- To provide a service to Chinese enterprises following the ‘Going Global’ strategy



Director Gao of TPRE with Madeleine Sturrock, witnessed by (Zhang Yang, Chief of Int’l TPRE, Yan Zhang, Chairman of Union, Kunming Pan Asia United Assets and Equity Exchange, Wang Xingchun, Int’l Chief of Tianjin Commission of Commerce, Xiao Dong, Chief Economist Tianjin Commission of Commerce, Zhu Canzhang, President of Export-Import Bank of China (Tianjin), Guo Qingling, UKTI International Trade Adviser, Philip Sturrock, Chairman of PanCathay, Li Guolin, Party Secretary of Tianjin Financial Committee, Sir Thomas Harris, Vice Chairman of Standard Chartered, and Zhao Shigang, President of Bohai Bank)

Mrs Madeleine Sturrock, Managing Director of PanCathay said, “We are delighted to be able to continue our association with TPRE to act as their representative in the UK. PanCathay has been working in Tianjin for many years and we know the city well. We already have agreements to represent Tianjin’s major development zone, TEDA, and to act as business consultants to the City’s investment body. It is a great honour for us to be the representatives of TPRE and we are confident that TPRE will prove a popular entry point for overseas investors interested in assets in China and give UK companies unrivalled access to Tianjin.

For further information contact:

PanCathay contact: Yingbing Liu, bing@pancathay.com

TPRE contact: Zhang Yang, yangchang909@163.com

Notes for Editors

Tianjin Property Rights Exchange is the official exchange for transactions involving state-owned assets, under the supervision of the government body – the State-owned Assets Supervision and Administration Commission. Set up in 1994 it is now the successful market for transactions in the north of China. Apart from dealing in Assets in Tianjin, it has also created four new innovations in 2008: a Climate Exchange (in partnership with Chicago), an Equity Exchange (in partnership with Germany), a Precious Metals Exchange and a National Research Institute for Property Rights. In addition it has initiated the founding of an association for other exchanges and equity markets in north China, known as the North United Assets and Equity Market (NUAEM). Director of TPRE, Mr Gao, is also the chairman of NUAEM.

PanCathay Consulting Ltd is a specialist consultancy providing tailor-made solutions for UK companies aiming to develop business with China, and Chinese companies and organisations planning to do business in the UK and Ireland. Its services include: China briefing and preparatory orientation, identification of partners, programme arranging, assistance with the negotiation of contracts, help with market entry and business development. The company was set up in 2003. Its managing director has more than 25 year's experience of dealing with China and is a frequent speaker at China business events.

Tianjin Property Rights Exchange,
No. 103-1 Qiongzhou Road,
Hexi District, Tianjin
PC. 300222, PRC

PanCathay Consulting Ltd
4/F East
Thrale House
44 – 46 Southwark Street
London SE1 1UN. UK.