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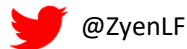
Global Financial Centres 2020

Focus On Xi'an

19 May 2020



Financial Centre Futures



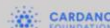
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Focus On Xi'an



Bo Jiao

**Chief Representative Of
Shaanxi Business In
London**



**Professor Michael Mainelli
Executive Chairman
Z/Yen Group**





By: **Tim Jiao**, Chief Representative of Shaanxi Business in London

Focal point of Xi'an Association of Entrepreneurs in UK

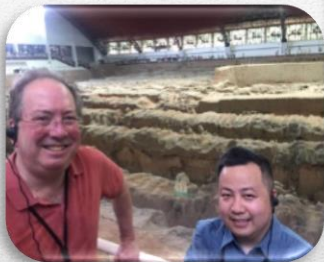
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Xi'an-Aspiration To Be A Silk Road Financial Centre

- **Caller:**
Z/Yen Group, #Focus on Xi'an
- **Supported by:**
Shaanxi Provincial Government/
Department of Commerce
- Xi'an Municipal Government/
Xi'an Bureau of Financial
Taskforce
- # Silk Road Financial Centre
Research Institute



Focus On The Past, Present And Future Of Xi'an & Its Financial Services Industry



Xi'an's Past 1- Home to the First Emperor's Terra- cotta Warriors and Horses

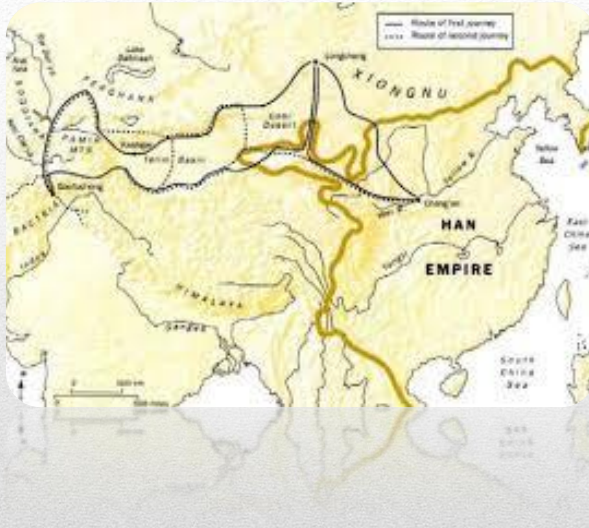
First official delegation from City of London visited Xi'an in August 2019

West Rome, East Chang'an, 13 Dynasties, over 1,000 years



**Xi'an's Past 2- The City Of Eternal Peace,
Birthplace Of Chinese Civilisation**

- Han Dynasty (207 BCE–220 CE), Ethnicity & Identity



Zhang Qian,
Marquis of Bowang



Xi'an's Past 3- Starting Point Of The Silk Road

Tang Dynasty (618CE-907CE), Best time in Chinese history



Xuan Zang,
Buddhist Master

Xi'an's Past 4- Starting Point Of The Silk Road

The Silk Road Economic Belt



Resolution to the Starting Point dispute

- Xi'an or Luoyang?
- “My home town is Xi'an in Shaanxi province, which is the starting point of the Silk Road”
--President Xi Jinping
2013

Xi'an's Present 1- Starting Point Of The 'Silk Road Economic Belt' Within The 'BRI'

Top National Universities (Degree level)

Category	Number
• C9 (9)	1
• 985 (39)	3
• 211 (112)	8
• Double First-Class	8
• China Total	1267

Top Private Higher Education Universities

Category	Number
• Top 100	8
• Students	¼ of China
• Unique case	
Xi'an Jiaotong-Liverpool University, National Rank: Number 1	

Xi'an's Present 2- Leading Higher Education And Research Centre In China



Xi'an High Tech Development Zone

- Since 1991, its area covers over 126.4km², current GDP 90 billion RMB (around 14% of Xi'an in 2016, now around 1/10), Ranks 4th amongst China 146 High Tech Zones.

Xi'an's Present 3-National Pioneer High-tech Development Zones

Capital of Key and Core Technology



8 areas: Optronics, AI, Aerospace, Biotechnology, IT, New material, New Energy, Intelligent Manufacture



China Xi-xian Sate New Area

XIXIAN NEW AREA
西咸新区



Xi'an's Present 4- State Level New Area

Great Xi'an Development Era

- 5 City Constituents:
Fengdong, Fengxi,
Qinhan, Konggang,
Jinghe
- Area: 882 km²
- Population 1.5 million
- One of 19 China State
New Areas



Top Tier City In China

- 2010, the Ministry of Housing and Construction issued the 'National Urban System Plan'
- Cities in China charged with leading, developing, and performing tasks in politics, economics, and culture.
- In 2018 Xi'an became the ninth National Central City of China, after Beijing, Shanghai, etc., only one in NW China.

Xi'an's Present 5-9th National Central City

China Modern Mega-Cities



- National Strategy
- National Mission
- Regional Development
- International Competition
- National Image

- City GDP = 932,12 Billion RMB (131.47 Billion USD, or 105.92 Billion GBP), rank 24th of China cities
- City Population = 12 million (registered residents 9.05 million, urban area more than 7 million, metro more than 5.7 million), rank top 10 amongst China cities
- Land area: 10,745 km², rank top 10 in China



Centre to ‘米’ shaped High-Speed Rail Network, only a few hours travel to major Chinese cities



Xi'an's Present 6-City Economic Figures

西安丝路国际金融中心核心区发展规划

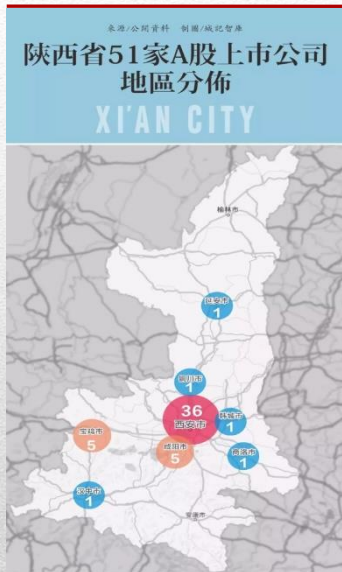


CONCEPT PLAN OF XI'AN SILK ROAD INTERNATIONAL FINANCIAL CENTER CORE AREA



What Next? Aspiration To Be A Silk Road Financial Centre

Shaanxi Listed Companies (Main Board)



Xi'an Listed Companies (Main Board)



By end of 2019, the total number of listed companies in Xi'an is 69 (including 12 listed in HK and some at STAR market); Plus 136 traded in National Equities Exchange and Quotations (NEEQ)

Xi'an's FS 1 - Securitization

The Dragon's Gate Plan (2018-2021) Objectives

- By 2021, 100 listed companies (domestic and overseas markets)
 - Private companies make up over 60%
 - NEEQ traded companies more than 300
 - Reservoir of companies to be listed or publicly traded reaches 1,000
- Xi'an enterprises lack knowledge about M&A;
Xi'an lacks experienced capital market professionals;
Xi'an lacks capacity in helping enterprises develop though going public with regards to M&A, marketing and planning.
--Xi'an Bureau of Financial Task Force, 2019
-

The Dragon's Gate Plan (2018-2021) Objectives

- By 2021, 40% of listed companies start M&A Restructure
- M&A Restructure reaches 10 Billion RMB
- Import and cultivate 150 M&A Fund and financial services firms
- To form Xi'an Regiment within the FS industry

Bank of Xi'an-Going Public In China



Bank of Xi'an Co Ltd

Commercial bank

Stock price: 600928 (SHA)

CN¥5.43 +0.05 (+0.93%)

30 Apr, 15:00 GMT+8 - Disclaimer

Headquarters: China

Founded: May 1997

Subsidiaries: Xi'an Commercial Bank Co., Ltd., Asset Management Arm, MORE

'A share'-at Shanghai Stock Exchange

- Total Asset: 243 Billion RMB
- IPO date: 19th Feb 2019
- Issue price: 4.68 Yuan RMB
- Face Value: 1 Yuan RMB
- PER: 10.28 (5-6% Industrial Average)
- Share Issued: 444 Million
- Actual Funds Raised: 2 Billion RMB

Bank of Xi'an became the first A-Share city commercial bank in China Northwest Region, the 31st of the same category in whole China, earliest bank that adopted foreign share holder: Canadian Scotiabank, currently holds 19.99 percent shares., it is the largest singular share holder. Worth noting that there is a similar bank in Xi'an: Bank of Chang'an.

PBOC-China Central Bank, Xi'an Branch for NW China

- Law: <PRC Chinese People Banking Law>, First passed 1995, updated 2004.
- Making and Implementing Monetary Policy, Overcome Financial Risks, Maintain Financial Stability
- PBOC Xi'an Branch-One of 10 China National & Regional Monetary Policy Authorities
- Covers Northwest China region including Shaanxi, Gansu, Ningxia, Qinghai and Xinjiang provinces and regions

China Banking And Insurance Regulatory Commission (Shaanxi)

- Data for 3rd Q of 2019 for Shaanxi Banking P & L
- Banking financial institutes:
Total Assets: 5.4 Trillion RMB,
Total Liability: 5.2 Trillion,
Growth rate: 8.2%, compared with same time previous year.
- Data for whole year 2019 Shaanxi Insurance industry
- Premium Income: 0.103 Trillion RMB, Insured amount: 52 Trillion RMB, Number of Policies and contracts: 93 million, Insurance paid: 30 Billion RMB

Xi'an's FS 2- Banking & Insurance

Foreign Banks In Xi'an

- 2001, BEA-Bank of East Asia (HK) as the first foreign bank entered in Xi'an
- By 2019, a total of 6 foreign banks established in Xi'an, including HSBC, Standard Chartered, Hana Bank (Korean), DBS Bank (Singapore), and Fubon Bank (Taiwan) - all are 100% foreign capital

HSBC  汇丰

 BEA 東亞銀行

Standard
Chartered 
渣打銀行

 DBS
星展銀行



韩亚銀行



富邦華一銀行
Fubon Bank

Business Development

- 20 years on, how did they do?
- Total Asset Balance: 16.7 Billion RMB, Total Liability: 14.7 Billion, Total Loan Balance: 12.2 Billion, Total Savings Balance: 13.1 Billion
- HSBC has 0% NPL ratio since 2006 in Xi'an
- by 2017, all foreign banks have made good profit total over 0.26 billion RMB, HSBC and BEA profit growth rate over 100%

Loan Deposit Ratio, all over 90%, BEA AND DBS over 250% (China abolished 75% ratio policy for commercial banks in 2015)

Xi'an Silk Road Financial Centre Development Action Plan (2020-2022)

**西安丝绸之路金融中心发展行动计划
(2020—2022年)**



XI'AN'S FS 3- SILK ROAD FINANCIAL CENTRE

5 key areas to enhance Xi'an's financial capabilities:

1. Complete Financial Organisation System
2. Engage with the Financial Markets
3. Create Industrial Focused Financial services
4. Develop Financial Districts
5. Improve Financial Eco-system

- Full range of financial services industry, attracting more banking, securities and insurance firms to establish business in Xi'an
- Engagement with domestic and overseas markets, achieve the dragon's gate planed targets
- Focusing on the three-type economy development (pivotal, gateway, liquid) and manufacturing, technology and innovation
- Development of Xi'an High Tech Financial Core Zone, Xi'an Financial Business Zone, Xi-xian Financial Funtion Zone, Financial Town
- Improvement of Financial policy, Financial professional/talents, credit system, financial infrastructure and governmental services

Silk Road Financial Centre-Working Steps

- Main objectives
- Years
- FS Industry Added Value (100 Million)
- Savings of Foreign and RMB Currencies (Trillion)
- Loans of Foreign and RMB
- Insurance Premium Income (100 Million)
- Number of Enterprises going public domestic and overseas
- Reservoir of Potential enterprises going public
- Financial Institutes

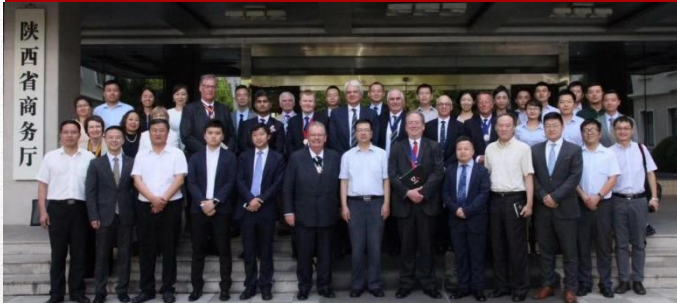
主要指标规划目标

指 标	2018	2019	2020	2021	2022
金融业增加值（亿元）	875	999	1050	1100	1150
本外币存款余额（万亿元）	2.12	2.33	2.42	2.52	2.65
本外币贷款余额（万亿元）	1.99	2.24	2.48	2.70	2.95
年保费收入（亿元）	479	523	560	610	660
境内外上市公司年末累计数（家）	66	70	80	100	110
储备拟上市公司年末累计数（家）	250	280	310	350	380
金融机构年末累计数（家）	165	175	190	195	200

XI'AN SILK ROAD FINANCIAL CENTRE DEVELOPMENT ACTION PLAN (2020-2022)

西安欢迎您! Welcome to Xi' an!

Opening Policy was the key to China's Economic Triumph, Xi'an is calling for more international cooperation. There are more to the action plan, we would like to focus on the possibilities and opportunities that exist under the Xi'an-London city to city friendship, especially related to the Z/YEN's GFCI. For more information, please contact me via: **timbojiao@gmail.com**



timbojiao@gmail.com

Thanks for your time !
Best wishes to UK, China and the
Whole world
we will win fighting Covid-19
STAY WELL AND KEEP HEALTHY!



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Long Term Friendship





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Long Term Friendship





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Long Term Friendship



READ THE SECRETS THEY HAVE GUARDED FOR CENTURIES

CLEAN BUSINESS CUISINE: NOW AND Z/YEN

CLEAN BUSINESS CUISINE NOW AND Z/YEN

"Get a grip on the eternal big picture details"

An adventure in how to manage organisations, motivate people and make a quick buck while keeping your philosophical sense of humo(u)r.

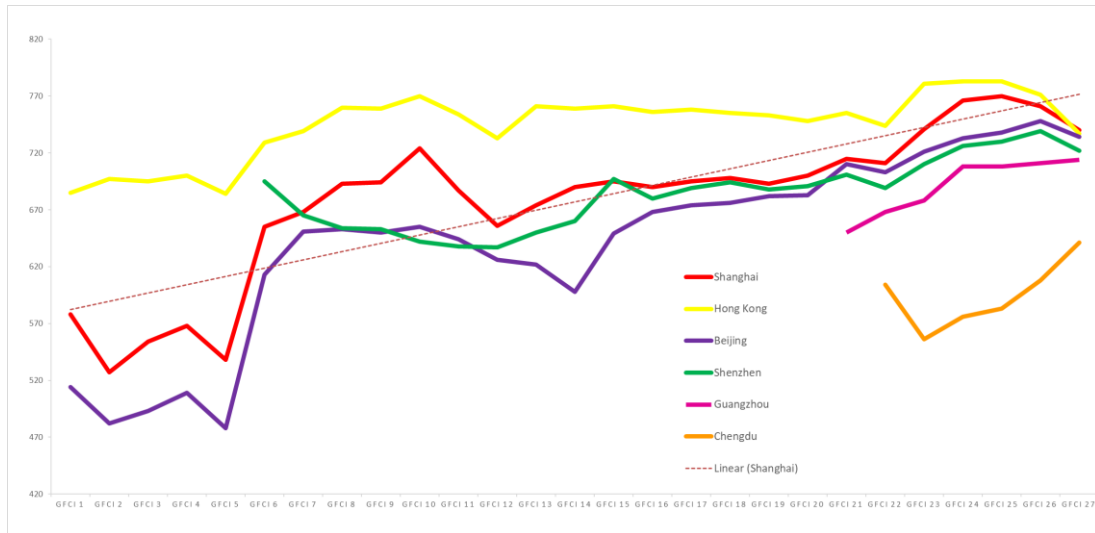
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https://www.amazon.co.uk/dp/B00B7LB4P6/ref=dp-kindle-redirect?_encoding=UTF8&btcr=1



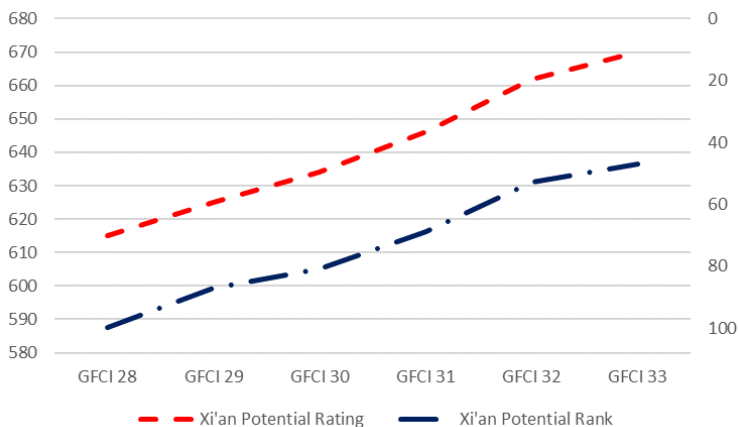
Leading Chinese Centres



Rate of improvement impressive – for example, Guangzhou had a nine per cent increase in GFCI ratings over three years.

Potential Scenario

If Xi'an entered the index in 100th place with a rating equivalent to the 100th placed centre in GFCI 27, and increased its rating by 9 per cent over three years, it would rank 47th by the time of GFCI 33 – other centres currently rated at this level are Prague, Jersey, Doha, Cayman Islands



Xi'an is the ninth city in China. Comparable cities in large economies would be Dallas in the USA, Surat in India, or Essen in Germany



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Xi'an Strengths



- ◆ Tourist destination, which can help centres establish their reputation and international workforce – think of Dubai
- ◆ Top tier Chinese City
- ◆ Location at centre of rail and air trade routes
- ◆ Start of the silk road economic belt in the BRI
- ◆ High tech industry, training and skills, including manufacturing and aerospace



FS Club



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Xi'an – Potential For Future Development



- ◆ Fintech building on the recently launched AI Innovation Development Pilot Zone
- ◆ BRI trade finance centre
- ◆ Centre for international arbitration for BRI commerce and finance
- ◆ Plans acknowledge current gaps in skills and expertise – a good starting position for growing talent





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Xi'an – Ten Actions



- ◆ Growth Of Financial Institutes
- ◆ Capital Market Foundation Establishment
- ◆ FinTech Development
- ◆ Cultural/Tourism-Linked Financial Services System
- ◆ Energy Finance Growth
- ◆ Green Finance Leadership Action
- ◆ Expansion Of Logistic Financial Services
- ◆ Cross-Border Financial Connection
- ◆ Financial Services Professionals And Talent
- ◆ Financial Centre Development Action





Questions, Comments, And Answers



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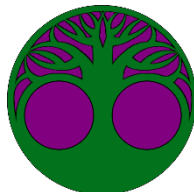
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Get Involved



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Thank You



Global Financial Centres Index 28 September 2020



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