

## **Factoring and Trade, Mutual Existence**

The rapid development of exports in China has attracted worldwide attention, but due to policy restrictions, the financial industry including banks, can hardly satisfy the needs of exporters in financial support, especially for small and medium-sized processing enterprises and traders. Contradiction of this provides the space for emergence and development of independent factors (including Chinland, previously known as Teanda) in China.

However, the actual situation of factoring in China is, due to the particularity of China's financial policies, the fixed mode and inertia of China's export, as well as the late emergence of independent factor in China, factoring, especially independent factoring was not quite well known in China, thus it was relatively difficult to carry out business. From this perspective, we can say that there is huge market potential to explore.

The city of Tianjin, where Chinland is located in, has developed quite rapidly these years. Binhai New Area of Tianjin was designated by the government as the national key development zone. Its development scale and capital injection into it are both larger than Shenzhen and Pudong Area of Shanghai. In this situation, leadership of Tianjin begins to realize the importance of independent factoring and gives us support through policies. With also the approval and support of central government, Tianjin leadership is dedicated to promote the development of Tianjin's independent factors to step at the forefront of the whole China.

Under the attention and support of Tianjin government, Tianjin Commercial Committee put forward an imitative meant to promote factoring with trade and boost trade with factoring.

The core content of this initiative is: by Chinland's communication and cooperation with foreign factors, to attract importers to Tianjin to hold a sort of trade fair with China's suppliers. For the agreement reached, factoring is to be employed. In this way, a win-win result will be achieved.

Details are as follows: it is planned by Tianjin Commercial Committee, organized

by Chinland and other cooperation organizations, and supported by Tianjin government in terms of fund.

The direction of procurement is centered on the following main products, textile clothes, hardware tools, bicycle, food, medicine, medical equipment, carpet, car and its parts (it can be increased according to the demands of importers) ; the size of the event is hoped to be no less than 10 purchasing enterprises, no less than 20 purchasing people; The agenda for the buyers' stay in Tianjin principally is 2 two days, 2 night. All the expenses related will be borne by Tianjin Commercial Commerce, including place, facility leasing, material printing, translation, as well as on-site investigation, catering, accommodation, sightseeing and transportation of purchasers during the meeting. If the purchasing turns out to be relatively large-scaled or high-level, meeting with senior leaders can be arranged and the media will be involved to publicize the event. The process is, the buyers put forward the commodities that plan to purchase. A list of buying and selling enterprises should be brought up and the relevant introduction should be attached. Principally one buyer can connect with 3-5 sellers.

This attempt, if turns to be successful, will provide a new mode for the development of factoring industry. The import factors, on the basis of solidifying old customers, can develop new customers according to the demands of importers, thus to gain a further development. More importantly, this is a good opportunity to increase your reputation in China and explore China's factoring market together with us.

Thus, we need the support of our member factors to recommend importers to come to Tianjin to meet suppliers of China and make purchasement. If you are interested, please email us to [teanda@ tfgfactors.com.cn](mailto:teanda@tfgfactors.com.cn) or call +86-22-24140077. Thanks in advance.

Tianjin Chinland International Factoring Co., Ltd.

May 21, 2010