

DANIEL'S TOUR OF CHINA

September 2018



INTRODUCTION

As part of Hawksmoor Fund Managers' rigorous approach to research and fund selection, Daniel Lockyer (CIO Fund Management & Senior Fund Manager) made an action-packed trip to China, which included 24 meetings and presentations over 5 days with the senior management of private and public companies and state-owned enterprises. The trip was financed by Hawksmoor, but the itinerary was arranged by Muzinich, given the Hawksmoor Funds' investments in their Asia Credit Opportunities Fund.

Although the trip included four of the largest 'Tier 1' cities in China: Hong Kong (8 million population), Shenzhen (15 million), Shanghai (25 million) and Beijing (24 million) which together have a population much greater than the UK – it is important to remember that this represents only 5% of the whole country's 1.4 billion population.

The insights that Daniel gained from the visit have been distilled down into a series of reports on different aspects of the Chinese economy that we hope are of interest to investors in our Funds. Along with the 'big picture' we are aiming to convey the insights that resulted from being in a face-to-face encounter.

1. China's Trade War with the US
2. The Property Market in China
3. Centrally Planned Economy / Politics
4. Shadow Banking
5. Infrastructure
6. The Environment



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AGENDA

24th September - Hong Kong

- Head of Moody's China
- Moody's Asia Property
- Kaisa Group Holdings (Property Developer)
- BNP Paribas top ranked China strategist
- Agile Group (Property Developer)
- Gleneagles Hospital (Private Hospital)
- Head of Moody's South East Asia
- Deutsche Chief Economist
- Deutsche Asia Chief Economist

25th September - Shenzhen

- Shenzhen Investment Holdings (State Owned Property Developer)
- Shenzhen Investment Holdings' new science park
- Huawei headquarters and innovation centre (technology company)
- SF Holdings distribution centre (logistics company)

26th September - Shanghai

- Fosun International (conglomerate)
- Greenland Holding Group (State Owned Property company)
- Shui On Properties (Property Developer)
- Xintiandi – new mixed use retail/dining centre developed by Shui On
- Yingde Gas (industrial gas producer, owned by private equity)

27th September - Beijing

- Metallurgical Group (State Owned Steel producer)
- Aluminium Corporation of China (State Owned Aluminium producer)
- Orient Advisers (State Owned Asset Management Co.)

28th September - Beijing

- Bank of China (State Owned Bank)
- Lenovo campus and technology centre