

Dear friends,

The Canadian Consulate General in Sydney, and Ontario Ministry of International Trade invite you to be part of the Fintech trade mission to sibos 2018 (<https://www.sibos.com/about-sibos/sibos-2018-sydney>).

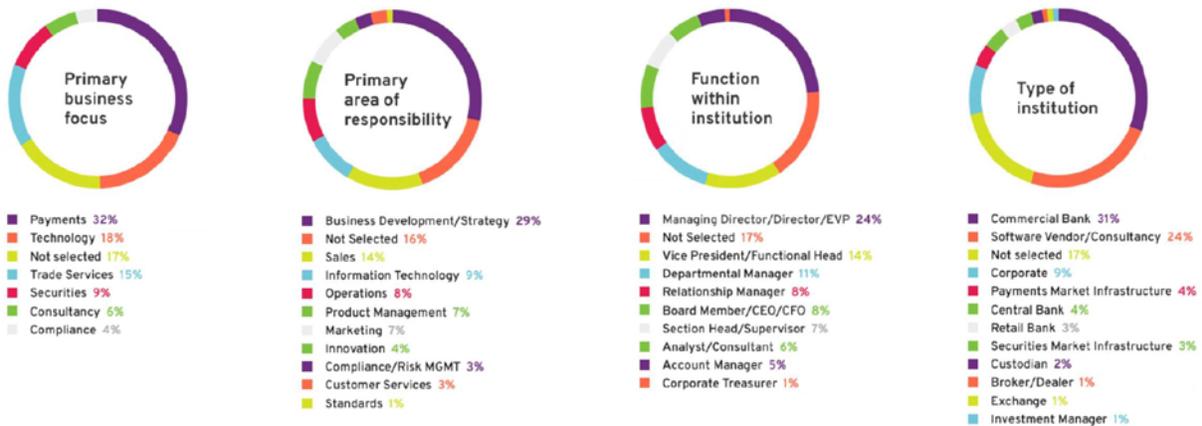
Celebrating its 40th birthday in 2018, sibos is the world’s premier, global financial services event. In just one week, some 7,000 business leaders, decision makers and topic experts from financial institutions, market infrastructures, multinational corporations, and technology partners will gather in one place to do business and collectively shape the future of payments, securities, cash management and trade.

Who should join the mission?

Ontario **FinTech and InsurTech** companies (such as payment, security, Blockchain etc.) who have interest in **Asian and Oceanian** financial services markets.

Who attend sibos Sydney?

More than 7000 business leaders, decision makers and experts from financial institutions and software providers



- Sibos is a key event about financial services and provides the ideal global platform to explore technologies and key trends that will shape the financial industry in the years to come.
- Sibos 2018 (Sydney) will be attending by world leading financial institutions and organizations, with the majority from Oceanian and Asian countries.
- Fintech is the number one topic that sibos delegates would like to see more at sibos, with more than 85% of delegates highly valued presence of Fintechs and start-ups at sibos.

Why join the mission?

- You will have full access to the conference sessions, exhibition, networking and mobile tools throughout the four day event, at lowered cost.
- You will be able to promote your technologies, services and products throughout the mission, to tackle the network that Canadian and Ontario government have in the market, and to take advantage of the commercial services delivered by the contracted service providers.

Note: Completion of pre-registration form does not constitute a registration for the mission. Your pre-registration will be reviewed by Global Affairs Canada (GAC), Ontario Ministry of International Trade (MIT) and sibos Registration Office. A confirmation notice will be sent to you once all parties agree your participation. If declined, the participation fee received will be returned in full.

Proposed Mission Itinerary

- **Oct. 21(Sun)** **Sydney**
Arriving in Sydney/ Conference preparation
5:30-7.30pm Networking business reception at the Canadian Consulate General (TBC)
- **Oct. 22-25** **Sydney**
9:00-18:30 Attending sibos 2018 conference and exhibition
The full 2018 programme will be available [here](#) in June
Individual B2B meetings, pre-arranged meetings
- **Oct. 26 (Fri)** **Sydney/Melbourne/Brisbane**
Whole day Free for individual meetings and visits to other cities such as Melbourne or Brisbane.

Participation Fee (Early Bird Rate):

\$500 per mission participant

(for the first two delegates from same company; \$1,700 for the third delegate)

(early bird rate ends on April 30, 2018)

Available Spots: 8 companies

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Australia's Financial Services Sector:

Australia has a sophisticated financial services sector and is ideally positioned as a centre for the Asia-Pacific region. This is demonstrated by deep and liquid financial markets and regional leadership in investment management as well as in areas including infrastructure financing and structured products. The strength of the financial services sector is underpinned by a mandated retirement savings scheme, highly skilled and multilingual workforce and advanced business infrastructure. Australia offers global financial services institutions opportunities in a rapidly expanding domestic market and an ideal location for servicing markets in the Asian time zone.

Highly developed financial markets make Australia one of the major centres of capital markets activity in Asia. Underpinning much of Australia's financial services strength is the growth of its investment funds sector. Australia has one of the largest pools of contestable funds under management globally, valued at about A\$1.3 trillion (US\$850 billion).

Financial sector regulation is recognised as world best practice, and provides a transparent and secure base for expansion within the region. The government is looking at opportunities for simplification of Australia's financial services regulation and negotiating mutual recognition agreements with key international markets. Agreements are in place with the United States, Hong Kong and New Zealand. In addition, the government

has secured Australia's status as an approved destination for investment funds under China's Qualified Domestic Institutional Investor program.

Global competitors in this market include non-bank finance companies such as GE Commercial Finance and CIT Financial, as well as the large corporate banks and manufacturers' captive finance companies.

The sector has attracted many foreign asset managers, including companies such as Aberdeen, Allianz, AXA, BNP Paribas, CAAM, Credit Suisse, Fidelity, Invesco, Schroders, State Street and Vanguard.

The sophistication of the Australian insurance market has attracted a number of leading international competitors including brokers (AON, Marsh, Willis, JLT), underwriters (Allianz, BUPA, Zurich, AMP, AXA, Tower, MetLife) and reinsurers (General Re, Munich Re and Swiss Re).

A commitment to innovation has seen the rise of several fintech and insurtech hubs, particularly in Sydney and Melbourne, in recent years, with a healthy start-up and venture financing culture.

Financial Assistance:

Financial assistance to eligible mission members may be available through Export Market Access and CanExport programs:

Export Market Access (EMA) is an initiative of the Ontario Chamber of Commerce, with support and funding from the Government of Ontario. It is designed to assist small to medium size organizations (SMEs) to access and expand their growth in new foreign markets. Companies with annual sales of \$500,000 or more may qualify for a grant covering up to 50% of the direct costs of accessing and expanding into export markets (up to C\$30,000). For more details and to apply, please visit: www.exportaccess.ca

CanExport : Starting from January 2016, CanExport is a new program delivered by the Trade Commissioner Service (TCS) of Global Affairs Canada, in partnership with the National Research Council Industrial Research Assistance Program (NRC-IRAP). The funding program will provide up to \$50 million over five years in direct financial support to small and medium-sized enterprises (SMEs) in Canada seeking to develop new export opportunities, particularly in high-growth priority markets and sectors. . Please consult the applicant guide to determine your eligibility. <http://international.gc.ca/trade-commerce/funding-financement/canexport/index.aspx?lang=eng>

Questions? or to Register:

Please contact us for more information or [pre-registration](#).

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