

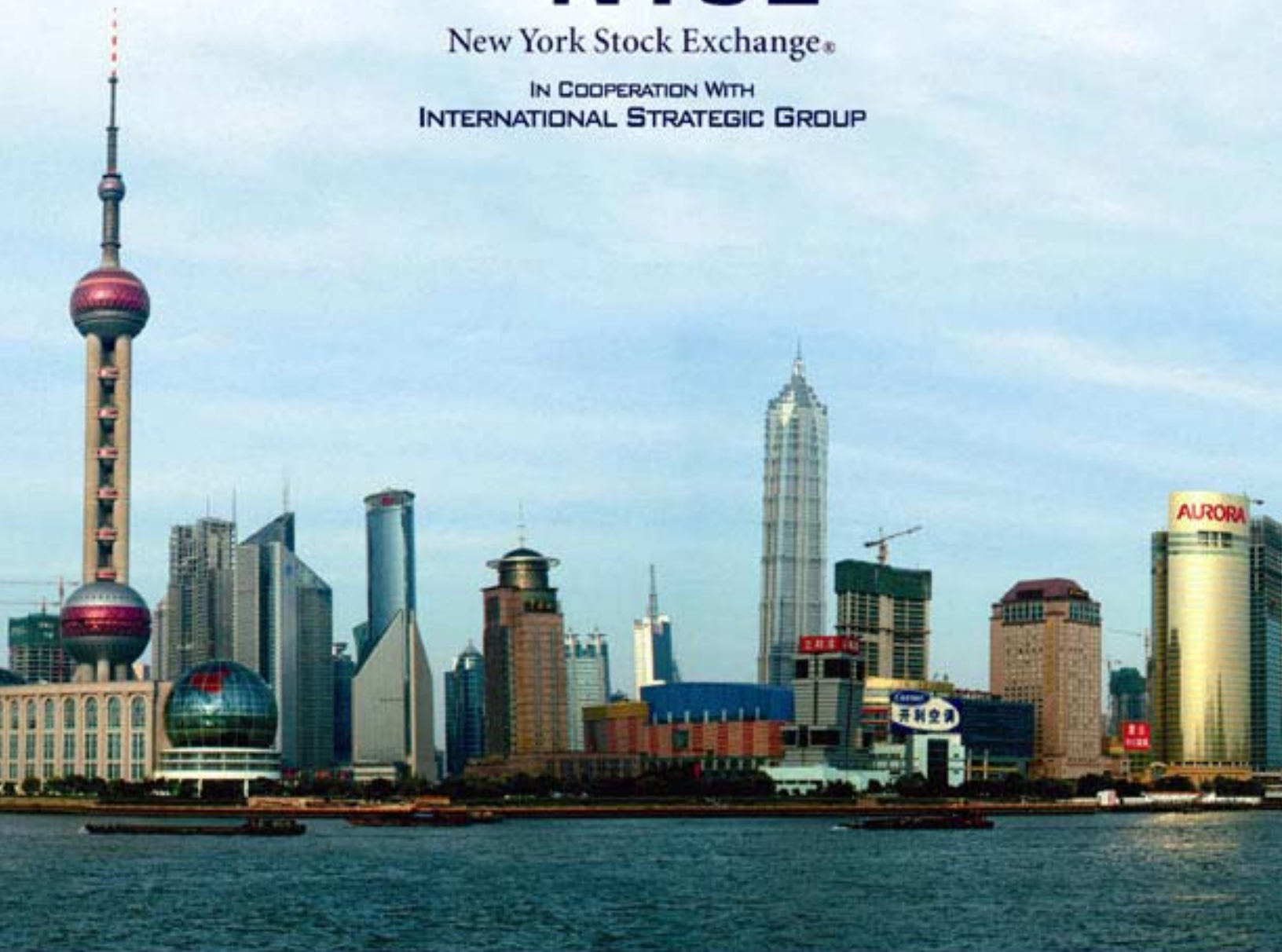
# CAPITAL PIPELINE INVESTMENT SUMMIT

SHANGHAI, CHINA | OCTOBER 17 - 19, 2005



New York Stock Exchange®

IN COOPERATION WITH  
INTERNATIONAL STRATEGIC GROUP



**MEET CHINA'S MOST INFLUENTIAL  
BUSINESS LEADERS**



# CAPITAL PIPELINE INVESTMENT SUMMIT

OCTOBER 17-19, 2005 | SHANGHAI, CHINA

Sponsored by:



New York Stock Exchange

Hosted by:



Supported by:

People's Bank of China  
China National Development and Reform Commission  
China State-Owned Assets Administration Commission  
National People's Congress Finance and Economic Committee  
China Banking Regulatory Committee (CBRC)  
China Security Regulatory Committee (CSRC)  
China Insurance Regulatory Committee (CIRC)





# Looking for private deal sourcing in China?

Approaching attractive business opportunities in China and arranging high level management and government meetings is a daunting task. The Capital Pipeline Summit offers an unprecedented platform to meet the management teams from 100 pre-screened Chinese companies, to review their investment plans, and select your potential partners. This is the first investment Summit in China focused solely on deal generation.

Our commitment to our clients is to optimise and shorten the investment cycle in China. You will gain a unique opportunity to have direct, pre-arranged access to senior executives from at least five companies that meet your investment criteria.

## **Quality and Quantity**

Access to quality deals has become the most important factor for effective investment in China. The Capital Pipeline Investment Summit addresses this issue by bringing together representatives from 100 pre-screened Chinese firms with 50 Western investors. Of the 100 Chinese companies, seventy of these companies are national level investment projects and companies recommended by the central government. They have been carefully selected by ISG, our strategic partners in China, our US alliances, and our Summits' prospect attendees. Approximately 60% of them are state-owned enterprises and 40% are private and holding companies.

**Attendance at the Summit will catapult your China strategy ahead** by providing investment opportunities, and direct access to decision makers at high profile Chinese firms eager to initiate partnerships with foreign companies. The selected Chinese companies represent financial services, telecommunication, manufacturing, consumer products, automotive, technology, construction, real estate, and energy sectors.

## **Customized Matching Service**

Prior to the summit, ISG will conduct an in-depth survey of each investor to determine their investment interests. We will then match investors with up to five Chinese companies, selected from more than 600 Chinese applicants. We will conduct preliminary due diligence and submit our report of matching companies 15 days prior to the Summit. During this period, you will have opportunity to communicate with the matched companies directly.

**At your discretion, International Strategic Group can act as an intermediary between investors and the Chinese companies by providing substantive advice to assist in the deal process.**



## The Selected Companies

Chinese businesses have applied to attend the Summit with the goal of meeting a full range of strategic partners, investment service providers, and professional investors. They hope to forge strategic connections with investors in the U.S. and Europe who are looking for opportunities to be part of China's fast-growing economy. The Chinese companies have expressed strong interest in foreign capital investment, restructuring advice, technology applications, accounting and legal advice, as well as pre and post IPO investment assistance.

ISG pre-screened 600 medium to large Chinese companies across a variety of industries and selected 100 firms to participate in the Summit. Most organizations intend to submit business plans for the Summit.

### The 600 companies that have applied to the Summit include:

**33 Commercial and Development Banks**

**16 Insurance Firms**

**101 Security Firms**

**400 other high-growth enterprises in the following industries:**

- Manufacturing and consumer products
- Automotive and transportation
- Telecommunications and media
- Technology and business services
- Energy, power and natural resources
- Consumer products
- Construction and real estate

## How were Chinese companies selected?

1. Hundreds of applications were solicited and screened from the central and provincial governments for companies eligible for partnerships and ready to receive foreign capital.
2. ISG has direct access to viable investment opportunities via central government departments for foreign investment, evaluation and approval, and through industry sector associations.

Resources and agents that are working with us in China include:

- National Development and Reform Commission
- State-owned Assets Supervision and Administration Commission
- State Development & Investment Corp. (SDIC)
- Central Government Financial Administrative Department
- Development Research Center of the State Council of PRC
- Academy of Macroeconomic Research SDPC
- China Association of Banks
- Chinese Business Association
- Science and Technology Commission of Shanghai Municipality
- Shanghai Municipal Peoples Government Foreign Economic Relations & Trade Commission
- Shanghai Foreign Investment Development Board  
Shanghai Overseas Investment Development Board
- Shanghai FDI Fund Association
- Tongji Investment Institute
- Shanghai San Feng Investment Management Company
- Shanghai Venture Capital Association
- Shanghai Tongmai Venture Capital Club

3. Along with our own analysts based locally, these parties have provided comprehensive, strategic and long-term resources and investment analysis to help us select high-quality investment projects and companies in need of financing for our clients.

The 100 Chinese attendees will consist of approximately 60% state-owned enterprises, 40% private and shareholding companies.



## Investor Benefits

- **Customized Matching Service** (investors only): ISG will conduct an in-depth interview to determine your investment and/or partnership interests. We will provide you with detailed information on up to five matched firms 15 days before the Summit.
- **Preliminary Due Diligence:** Due diligence services by ISG staff prior to the Summit will ensure relevant business opportunities are presented to you at the conference.
- **Private Meetings with Chinese Companies:** Arrangements will be made between U.S. and European attendees and Chinese companies to meet one-on-one privately and discuss future business opportunities.
- **Shorten the Sales Cycle:** Five out of 600 Chinese applicants that best meet your requirements, along with pre-summit direct dialogue and comparison on the Summit, will allow you to best assess your choices and shorten your sales cycle by months or years.
- **Post Summit Follow Up Discussions and On-Site Visiting:** The ISG team will extend its stay in China for at least one week to facilitate your needs to meet your potential partners wherever in China and help solidify your relationships with your prospect partners.
- **Build a rolodex of your counterparts in China:** Privately source deals for years into the future by developing the right contacts.
- **Establish relationships with Chinese government:** Direct contact with key investment-related Chinese government officials.
- **Translation service:** Simultaneous translation and one-on-one meeting translation are provided throughout the summit.
- **Cultural advice:** ISG will provide cultural advice on approaching Chinese firms.
- **Club membership:** Included one year membership in China Investment Association and Shanghai Tongmai Venture Capital Club.



## Confirmed Distinguished Chinese Attendees

**CHEN, JINHUA**

Chairman  
Chinese Business Association

**LIU, HE**

Deputy Director  
Central Government Financial Administrative  
Department

**GUO, SHUYAN**

Deputy Director  
National People's Congress Finance and Economic  
Committee

**CHEN, YUAN**

Governor  
China Development Bank

**GAO, SHANGQUAN**

Chairman  
China Society of Economic Reform

**WANG, HUISENG**

President  
State Development & Investment Corp. (SDIC)

**ZHAN, HANYA**

Vice Chairman  
China Investment Association

**ZHENG, JINPING**

News Spokesperson and Director of General  
Department  
National Bureau of Statistics of China

**BA, SHUSONG**

Vice President  
Finance Research Department of Development Research  
Center of the State Council of PRC

**PEN, HUGANG**

Deputy Director  
Research Department of State-owned Assets  
Supervision and Administration Commission

**CAO, YUSHU**

Deputy Secretary  
National Development and Reform Commission

**CHEN, DONGQI**

Vice President  
Academy of Macroeconomic Research SDPC

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**HAN, PING**

Deputy Director  
Cooperation Department of China Securities Regulatory  
Commission

**LI, FUAN**

Deputy Director  
Supervisory Rules & Regulations Department of CBRC

**ZHANG, YONGGUI**

Deputy Secretary  
China Investment Association

**LI, YANG**

Director  
Cass Institute of Bank & Finance, Chinese Academy of  
School Sciences

**WU, XIAOQIU**

Graduate School Vice President and Director of  
Financial Center  
Renmin University of China

**HUANG, LIXIN**

Deputy Director  
China Securities Regulatory Commission

**SHANG, MING**

Executive Editor-in-Chief  
Chinese Investment Press



## Schedule

### Monday, October 17, 2005

- 17:00 Check-in begins
- 18:00 Optional dinner
- 20:00 Welcome banquets, cocktail party  
Welcome speech by the top leaders  
in Shanghai and Central government

### Tuesday, October 18, 2005

- 08:30 Breakfast  
Introduction of Chinese government  
officials
- 09:30 **“Application of foreign capital,  
management, technology and  
business culture in China”**
- 10:00 **“Obstacles, Pitfalls and Winning  
Strategies for Successful  
Investment in China”**  
Part I—The U.S. Perspective
- 11:00 Part II—The Chinese Perspective
- 12:00 Lunch
- 13:00 **“Changing U.S. Capitals Markets  
and the Keys to a Successful IPO”**  
by the NY Stock Exchange
- 13:30 **“Improving the efficiency of the  
East-West Deal Process”**  
Part I—The U.S. Perspective
- 14:30 Part II—The Chinese Perspective
- 15:30 Coffee break
- 15:45 **Chinese project presentations**
- 17:15 Sessions conclude
- 18:15 Cocktail hour with Chinese  
management teams

### Wednesday, October 19, 2005

- 08:30 Breakfast  
Introduction of Chinese government  
officials
- 09:30 **“Growth and challenges in  
financial integrity, transparency  
and investment solutions”**
- 10:00 **“Criteria, requirements and  
evaluation in investment  
decisions in China”**  
Part I—The U.S. Perspective
- 11:00 Part II—The Chinese Perspective
- 12:00 Lunch
- 13:00 **Chinese project presentations**
- 14:00 **One-on-one meetings**  
Arranged meetings with pre-matched  
Chinese firm executives
- 19:00 Cocktail hour
- 20:00 Banquet dinner

### Additional Meetings

At any time during the summit additional one-on-one meetings can be arranged with decision makers from presenting companies, service providers or sponsors.

**Two-Hour Exclusive Presentation will be held on the afternoons of 18<sup>th</sup> and 19<sup>th</sup>.**

**Follow on Discussions and On-Site Visiting:** We suggest you plan at least one week for this trip to accommodate follow-on meetings and site visits with prospective partners to leverage your trip.

# CAPITAL PIPELINE INVESTMENT SUMMIT

Shanghai International Convention Center October 17-19, 2005

**Registration Information:** The dress-code for the summit is business attire. Please send us your arrival information. For hotel information, please visit [www.isgfn.com/CPIS.html](http://www.isgfn.com/CPIS.html)

**Payment Information: Summit fee: \$7,995** (includes all meals, banquets cocktail parties and translation fees)

**Discount is available with Success Fee Agreement , please call for information.**

(10% discount for the 2nd attendee from the same company. 5% discount for early bird registration before August 30 2005)

- Customized Matching Service & One-on-One Meeting: \$4,995
- Follow up Discussion & On-Site Visiting Arrangement: \$595 (strongly recommended)
- Exclusive Presentation Room: \$6,995 (6 available, each with room of 100 in attendance)

**Please send 20% deposit** (fully refundable 30 days prior to the summit when the rest is due. ) Please fax this completed form to 212-618-1788

**Please make checks payable to: International Strategic Group**

For wire transfers, please route payment to: Citibank

No. 3, 111 Wall Street, New York, NY 10005

ABA Routing Number: 021000089

SWIFT Code: CITIUS 33

Account Number: 18172062

## Please Print or Type

Full Name \_\_\_\_\_  
(as it appears on passport)

Company \_\_\_\_\_

Title \_\_\_\_\_

Email \_\_\_\_\_

Address \_\_\_\_\_

Website \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Telephone \_\_\_\_\_

Country \_\_\_\_\_

Fax \_\_\_\_\_

## Onsite visits after the summit:

- I would like to schedule on-site visits with prospective companies after the Summit
- I would like to pay for my own visiting expenses
- I would like my Chinese potential partner to pay for my visiting expenses

Please list the possible number of days you are expecting to spend in China for on-site visits: \_\_\_\_\_

- I would like to join the panel discussion. (Please include a copy of your bio, photo, company description and company logo to be used in the summit program, which will be distributed to Chinese participants. This information can be emailed to [info@isgfn.com](mailto:info@isgfn.com). We request that photos and logos be jpg or eps format and 300 dpi)

I confirm that I have read, understood, and agree to fully comply with the event Terms and Conditions and have retained a duplicate copy for my own reference.

Signature \_\_\_\_\_

Date \_\_\_\_\_

## Terms & Conditions for Participation in The Capital Pipeline Investment Summit

1. **Definitions:** The term 'Participant' refers to the company or person signed above. The term 'Organizer' refers to International Strategic Group, Inc. The term 'Venue' refers to the hotel or other building where the Summit is held. The term 'Catalogue' refers to the printed materials supplied by the Organizer with information on the companies attending the Summit.

2. **Applications to participate in the Summit:** Applications must be made on the official registration form, conditions of which will apply to the exclusion of all other terms, conditions, warranties and representations, express or implied, statutory or otherwise. The Organizer may accept registrations by purchase order in writing, by fax or by telex or may accept a deposit payment in lieu of written application, at their sole discretion, but the applicant agrees on request to sign the registration Form.

3. **Third Party Restrictions:** The Participant may not sub-contract any or all benefits of participation to any third party, partner, associate or individual which/who is not a subsidiary/employee of the Participant, without the express prior written consent of Organizer.

4. **Performance:** The Organizer does not guarantee an overall number of delegates attending the Summit.

5. **Cancellation of booking:** Where a Participant cancels the booking or fails to make a payment on the due date (whether or not invoiced), the Organizer reserves the right to cancel or accept cancellation of the booking and to apply the following cancellation charges.

Cancellation/notice received: Over 45 days prior to commencement of the Summit only the deposit is nonrefundable; Between 30-45 days prior to commencement of the Summit 50% of the balance will be payable; Under 30 days prior to commencement of the Summit full balance will be payable.

6. **Bankruptcy:** If a Participant becomes bankrupt or goes into liquidation or receivership, or if in the opinion of the Organizer the Participant is otherwise insolvent, the Organizer may cancel the booking and the terms and conditions relating to cancellation shall apply as though the Participant had cancelled the booking.

7. **Late Payment Penalties:** All fees are due 30 days from date of invoice unless otherwise stated. However, if full payment is not received 30 days prior to the first day of the Summit (unless agreed in writing otherwise), Organizer reserves the right to apply the Cancellation of Booking Charges and re-allocate the booking. Where the registration is re-allocated, Organizer at its sole discretion may refund whole part of the fees although a minimum administration charge of 20% will apply.

## 8. Responsibility:

International Strategic Group shall not be or become liable or responsible for any loss, injury or damage to person, property, or otherwise in connection with any accommodations, transportation, or other services resulting, directly or indirectly, from acts of God, dangers incident to the sea, fire, breakdown in machinery or equipment, acts of governments or other authorities, de jure or de facto, wars, whether declared or not, hostilities, civil disturbances, strikes, riots, thefts, pilferage, epidemics, quarantines, custom regulations, delay or cancellation of or changes in itinerary or schedules, or from any courses beyond the company's control, or for any loss or damage resulting from improper or insufficient identification documents, and that International Strategic Group shall not become liable or responsible for any additional expense or liability sustained or incurred by the Purchaser as a result of any of the foregoing clauses.