

ASIAN FINANCIAL FORUM

The Changing Face of Asia



DealSource

2:45 – 5:45 PM

20 January 2009

Hong Kong Convention and Exhibition Centre

www.asianfinancialforum.com

DealSource

DealSource was a three-hour deal-making session at the Asian Financial Forum (AFF) 2009, held in the afternoon of Day 2 (20 January 2009). This unique networking event was jointly organised by the Association for Corporate Growth (ACG) from the United States, the Hong Kong Venture Capital & Private Equity Association (HKVCA), and the Hong Kong Trade Development Council.



(Left) Mr. Patrick Hurley of ACG and representatives of HKVCA thanking participants' participation.
(Right) DealSource participants entering venue

Participation

The event attracted private equity and venture capital firms, intermediaries, as well as transaction support professionals such as legal and accountancy firms to network and exchange information on various investment projects.

A total of **98 participants** were present at DealSource, comprising **72 companies** from **11 countries and regions** including Hong Kong, Chinese mainland, Canada, India, Indonesia, Japan, Russia, Thailand, United Kingdom, United States, and Vietnam.

With fruitful discussion, the session proved to be an ideal gathering point for private equity firms looking for investment opportunities and intermediaries and professional services firms with projects at hand looking for capital.



One-on-one Meetings

Face-to-face individual meetings were the essence of DealSource. More than **200 individual meetings** were arranged to match investment projects with capital.

Through a maximum of six one-on-one meetings, each participating company was able to pair with other potential collaborators based on shared areas of interest, including projects in technology, infrastructure, education, healthcare, natural resources, and green industries, etc.



Sourcing Deals

Projects of various industry sectors from several countries and regions were seeking investments and capital at DealSource.

Projects by Sector

- | | | | |
|------------------------|----------------------|--------------------------|--------------------------|
| - Aerospace | - Education | - Hospitality | - Packaging |
| - Agriculture | - Energy | - Information Technology | - Plastics |
| - Automotive | - Entertainment | - Logistics | - Property / Real-estate |
| - Bio-technology | - Financial Services | - Manufacturing | - Raw materials |
| - Chemicals | - Food | - Media | - Telecommunications |
| - Construction | - Green Industry | - Mining | - Transportation |
| - Consumer Electronics | - Healthcare | | - and more... |

Projects by Region

- | | | | |
|--------------------|---------------|------------------|------------------------|
| - Australia | - India | - Russia | - Vietnam |
| - Brazil | - Indonesia | - Switzerland | - Latin America |
| - Canada | - Japan | - Thailand | - and others... |
| - Chinese mainland | - Malaysia | - United Kingdom | |
| - Hong Kong | - New Zealand | - United States | |



Networking Wine Reception

A wine reception was hosted by ACG after the individual meetings for participants to further exchange information on their projects and to source the right deals in a relaxing atmosphere.



Feedback from DealSource participants

- *"As usual you develop a plan and then life happens, but what we had today was [more than] 200 individual one-on-one meetings where people were engaged and they were finding each other of interest to them for business. We had a variety of sources of capital, people from Canada and Vietnam and the U.S., and of course mainland China, but because of the TDC's leadership it happened here."*
Patrick Hurley, Managing Director, MidMarket Capital Advisors LLC, USA
- *"We came to the forum to look for investors interested in the Greater China projects. Hong Kong is where the investors are located. I'll attend the next AFF because the calibre of the people who are attending is very high."*
Michael Meagher, Advisory Director, Chief Representative, C.W. Downer & Co., Shanghai, China
- *"The theme of the forum is about the financial crisis, which is timely and relevant. I always see opportunity when there is a crisis. The forum allows experts from different countries to explore the opportunities together. The business matching session of the event is impressive, and I will continue to support the forum in the future."*
Zhang Leilei, CEO, China Global Wealth Industry Organization, China

Asian Financial Forum

The 2-day forum attracted over 1,100 participants plus 291 journalists and media representatives from 28 countries and regions. 33.5% of the participants came outside HK. More than 90% of the participants were very satisfied with the Forum.