

ASIAN FINANCIAL FORUM

Asia in the New Economic Order



DealSource 2010 Report

2:30 – 5:30 PM

21 January 2010

Hong Kong Convention and Exhibition Centre

www.asianfinancialforum.com

DealSource

DealSource was a three-hour deal-making session at the Asian Financial Forum (AFF), held in the afternoon of Day 2 (21 January 2010).

This unique networking event was first launched at AFF 2009 and continued to be 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 (HKTDC) in 2010.



Participation

A total of **95 participants** were present at DealSource, comprising **82 companies** from **13 countries and regions** including Hong Kong, Chinese mainland, Australia, Canada, France, Germany, India, Japan, Mongolia, Russia, Thailand, Ukraine, United States, and Vietnam.

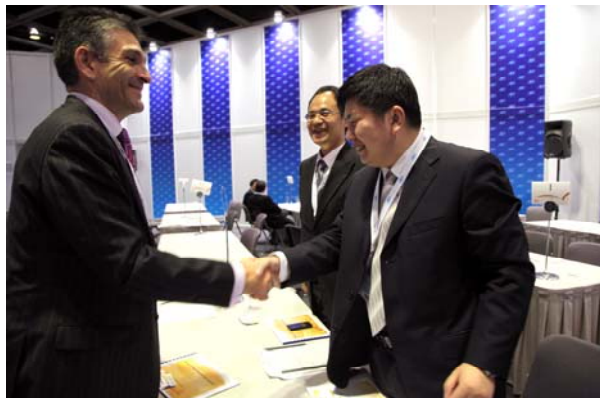
Senior professionals from private equity firms, deal intermediaries and professional service providers attended the session.

With fruitful discussion, DealSource was proved to be a valuable networking opportunity for various sources of capital and sources of deal to nurture relationships which would lead to mutually beneficial transactions.



One-on-one Meetings

One-on-one individual meetings were arranged prior to the event. Participating company were paired with other potential collaborators based on shared areas of interest. Around **250 individual meetings** were arranged in 2010.



Sourcing Deals

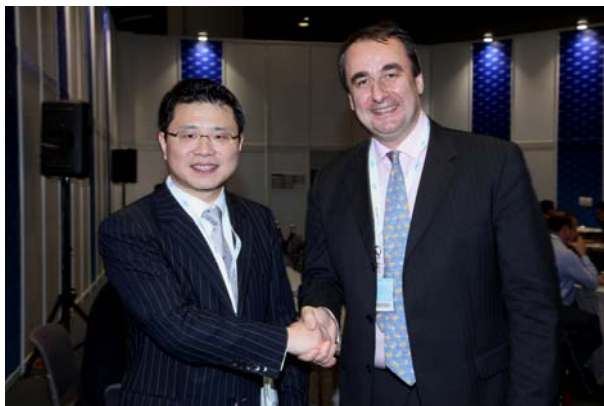
Projects of a vast number of industry sectors from different countries and regions were made available at DealSource.

Projects by Sector

- | | | | |
|----------------------|------------------|---------------------|--------------------------|
| - Agriculture | - Food | - Logistics | - Property / Real-estate |
| - Bio-technology | - Green Industry | - Manufacturing | - Risk Management |
| - Chemicals | - Healthcare | - Media | - Telecommunications |
| - Construction | - Hospitality | - Mining | - Transportation |
| - Energy | - I.T. | - Natural Resources | - Wine |
| - Financial Services | - Infrastructure | | and more... |

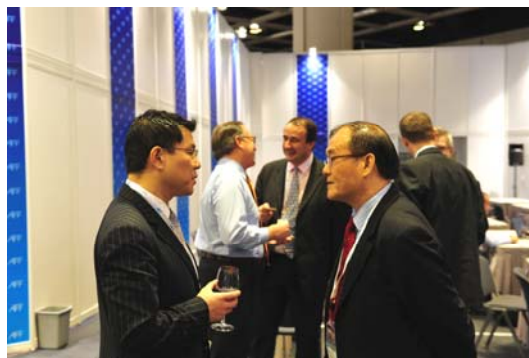
Projects by Region

- | | | | |
|--------------------------------------|---------------|------------------|----------------------|
| - Australia | - Hong Kong | - Philippines | - United States |
| - Canada | - India | - Russia | - Vietnam |
| - Chinese mainland | - Middle East | - Thailand | |
| - Commonwealth of Independent States | - Mongolia | - United Kingdom | and others... |



Networking Wine Reception

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



Feedback from DealSource 2010 participants

- *"This is the second year we have done this, a cross section of private equity firms and intermediaries exchanging ideas, getting to know each other better, finding out what each other is interested in."*
Patrick Hurley, DealSource Chairman, Association for Corporate Growth, United States
- *"I came last year as well. DealSource helps people to know what their counterparts' businesses are about. I am interested in investing in China and sourcing local partners and DealSource has lined up productive meetings for me."*
Jesse Seligman, Vice President of Capital Mobilization, The RBS Investment Group, Canada
- *"AFF is an international networking platform. It is helpful for a young fund management firm like us to keep abreast of the latest trends in the overseas capital markets and meet with global collaborators. We participated in DealSource and met our business partner there. I would definitely refer my business counterparties to participate in the next event."*
Jean Zhou, Executive Partner, Nuoding PE Fund Management LLP, China
- *"I have brought three potential deals to talk about in DealSource; the opportunity to get into DealSource and the forum has been fabulous."*
Paul Stinson, President, CAPRA International, Canada-Asia-Pacific Rim Alliances, Canada
- *"I find it productive to meet with people from the investment sector and establish the network. People who I have met at DealSource have given me a lot insight for our existing business. I also find it important to meet with people face to face in order to expand the scope of network and so I will come back again next year."*
Woo Sung Jang, Senior Analyst, Strategy and Business Development, Asia Pacific, Honeywell Specialty Materials, China

Asian Financial Forum

The 2-day forum attracted 1,507 participants plus over 370 journalists and media representatives from 31 countries and regions.

