

# **Capital Partners Asia:**

IPO your company in the Hong Kong Stock Exchange

### Capital Partners

## **Executive Summary**

# Capital Partners Asia arm has solid foundations and operates jointly with its affiliated firm Guangdong Securities (a member of the Hong Kong Stock Exchange)

- ✓ Capital Partners' Investment Banking arm provides corporate finance and advisory services to medium size Asian, European and American companies that are traditionally underserved by major investment banks
- ✓ Capital Partners delivers a broad service portfolio ranging from mergers & acquisitions (M&A) to private placements, turnaround & restructuring, IPOs, financial & corporate strategy and strategic venturing
- Capital Partners has a pre-eminent team of investment bankers and management consultants with a wealth of experience in different industry sectors including TMT, Retail & Consumer Goods, Real Estate, Construction, Oil & Gas, Transportation, Healthcare and Financial Services
- ✓ Capital Partners has offices in Asia, Europe and the US.
- Capital Partners is a Sponsor in NYSE Euronext Alternext, a member of PLUS Markets Exchange and Sharemark Exchange in London. The above provides Capital Partners with listing capabilities in London, Paris, Brussels, Amsterdam and Lisbon. Capital Partners can also conduct IPOs in Hong Kong through its affiliated firm Guangdong Securities.
- Capital Partners Group is regulated and authorised by the Financial Services Authority (FSA) in Europe and in addition to its Investment Banking services, it has also strong pre-Venture Capital and Wealth Management capabilities.

## What we do best!

### Capital Partners offers a broad portfolio of services for medium-sized companies

### ✓ Mergers & Acquisitions (M&A), Alliances and Joint Ventures

Provides advisory services on take-overs, acquisitions, mergers and disposals as well as assistance in seeking strategic partners or looking for acquisition targets

### ✓ Corporate Strategy and Financial Advisory

Assists clients in need of establishing their direction and vision with strategic analysis, as well as the development and implementation of a strategic and financial plans

#### ✓ Private Placements

Assists companies to raise funds from corporate, financial and institutional investors

### ✓ Initial Public Offerings (IPOs)

Capital Partners is currently member of PLUS Markets Exchange and it is an Authorised Appointed Representative of Midas Investment Management Ltd (a member of the London Stock Exchange and AIM). Capital Partners is also member of Sharemark Exchange.

### ✓ MBO/MBI/LBO

Provides guidance to management teams and investors through structuring, negotiating and executing their Management Buy-Outs (MBO), Management Buy-Ins (MBI), Leveraged Buy-Outs (LBO); CPA can be of further assistance in identifying and bringing in new management for a specific opportunity

### ✓ Strategic Venturing

Has a unique approach to strategic venturing, combining strategic advice on organic growth and M&A transactions with the involvement of strategic partners to help high growth companies become market leaders in their sectors

### Turnaround & Restructuring

Helps firms in distressed situations or undergoing a restructuring process can gain access solutions to the restructuring of their balance sheets and assisting in obtaining fresh capital

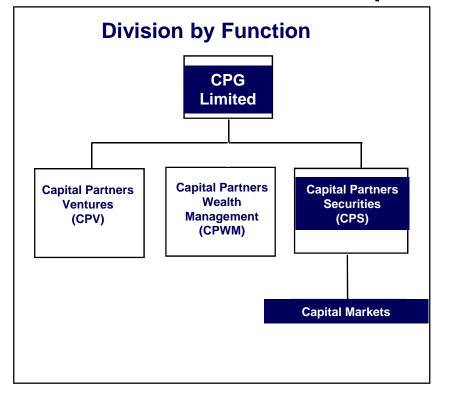


## We are developing a Global Network

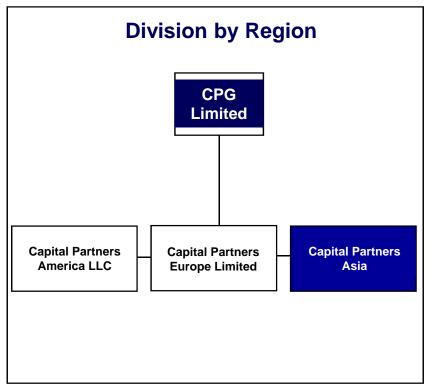




# With a strong range of services and international capabilities



### www.Capital-Partners.co.uk



# Capital Partners has capabilities in the leading global exchanges





artners







# Why Listing in Hong Kong?

## HK currently eclipses rivals as the place to list (Oct 2010)

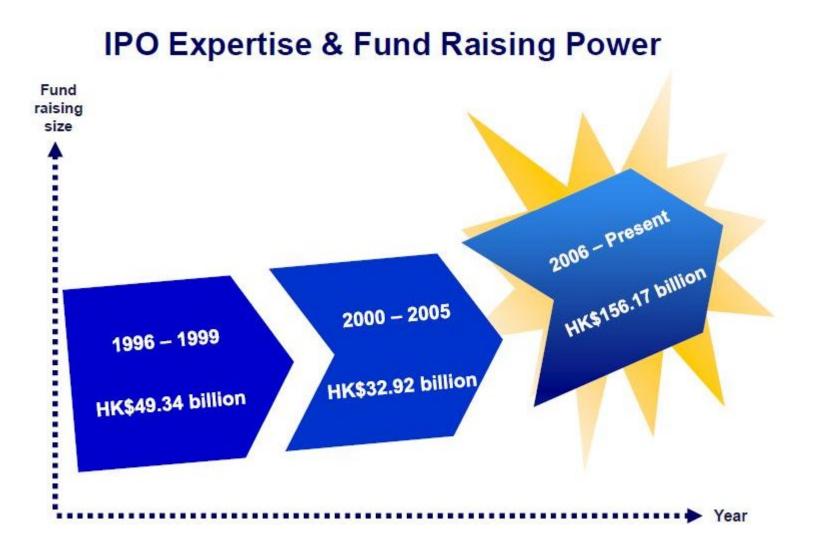
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Market Reputation	<ul> <li>Guangdong Securities Limited was ranked (i) No. 1 based on value and No. 3 based on number of merger and acquisition ("M&amp;A") transactions valued up to US\$50 million in Hong Kong respectively; (ii) No. 2 based on value and No. 3 based on number of M&amp;A transactions valued up to US\$200 million in Hong Kong respectively; (iii) No. 4 based on value and No. 2 based on number of M&amp;A transactions valued up to US\$500 million in Hong Kong respectively; and (iv) No. 9 based on number of M&amp;A transactions in Asia (ex- Japan), for the year ended 31 December 2009 by Thomson Reuters. (Source: www.thomsonreuters.com/league)</li> </ul>
	<ul> <li>Guangdong Securities Limited was also ranked No. 1 based on value and No. 4 based on number of mid-market M&amp;A transactions in China and Hong Kong respectively for the year ended 31 December 2009 by Mergermarket (Source: <u>www.mergermarket.com</u>)</li> </ul>
Experienced Investment Banking Team	<ul> <li>Familiar with the Listing Rules, the Takeovers Code and other associated regulations in Hong Kong</li> <li>Possess professional qualification in international finance &amp; wealth management and updated trend on overseas equity capital market</li> </ul>
	<ul> <li>Active member in Hong Kong and Mainland China equity capital market through understanding on market rules and trading mechanism</li> <li>Established in Hong Kong, facing Greater China market and familiar with</li> </ul>
Familiarised with Mainland China market	<ul> <li>Established in Hong Rong, racing Oreater China market and raminal with the development of Chinese Enterprises</li> <li>Experienced in offshore restructuring for listing of Chinese Enterprises</li> </ul>





## Past Transactions Record – Sponsor & Underwriting in IPO (1)









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China Shenhua Energy Co. Ltd. (1088) HK\$22.98 billion





## Past Transactions Record – Sponsor & Underwriting in IPO (2)











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## Past Transactions Record – Sponsor & Underwriting in IPO (3)



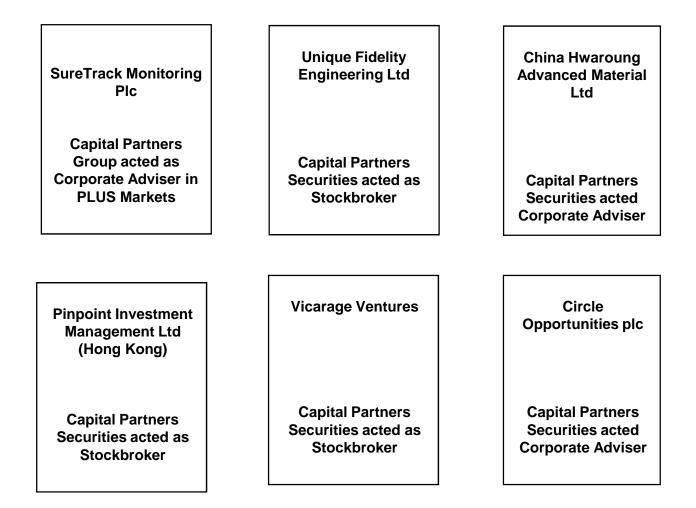


# European Stockbrokerage/Corporate Advisory Experience

Seven Arts Pictures Plc Capital Partners Securities acted as Stockbroker in PLUS Markets	Worldwide Natural Resources Plc Capital Partners acted as Corporate Adviser in PLUS Markets	Hilton Ventures Plc Capital Partners acted as Corporate Adviser in PLUS Markets
White Star Property Holdings Plc	China CDM Exchange Centre Ltd	Algosys Pic
Capital Partners Securities acted as Nominated Stockbroker in AIM	Capital Partners acted as Corporate Adviser in PLUS Markets	Capital Partners acted as Corporate Adviser in PLUS Markets

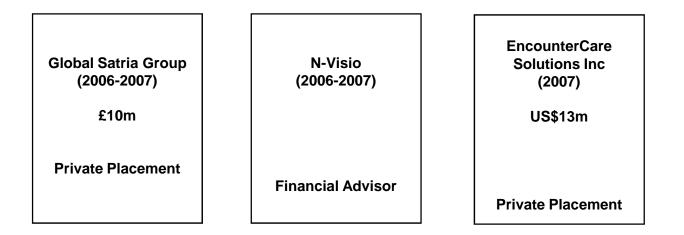


# European Stockbrokerage/Corporate Advisory Experience





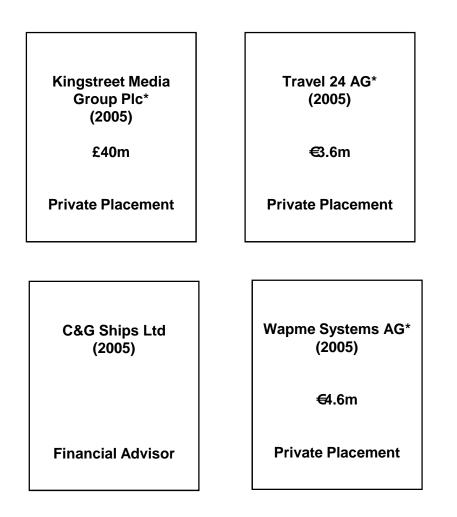
# European Private Placements and M&A track record



Global Sealand Development Ltd (2006-2007)	Advantel
€m	US\$10m
Private Placement	Private Placement



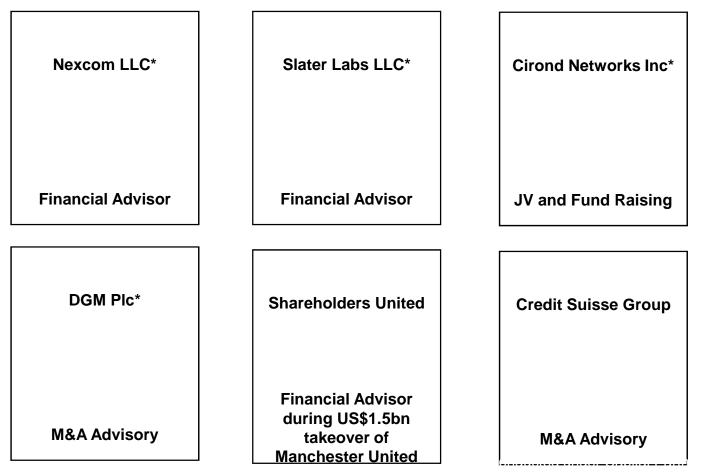
# European Private Placements and M&A track record



\*Conducted under Capital Partners Corporate Finance Ltd



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## **Transaction Management Tools**

## CP has robust online transaction-management and communication platforms

### ✓ Transactional Tracking Capabilities

Clients can create their own e-dataroom with complete access to transaction's files and progress of the transaction (24x7 and from anywhere in the world over the internet)

### ✓ Efficient and Effective Team Interaction Capabilities

Clients can interact with all stakeholders (accountants, PR, bankers, lawyers, consultants, etc.) in a secure/password protected environment reducing time and costs

### ✓ Compliance Capabilities

Our platform provides a clear compliance footprint (time, date and person) on who sees what, when and how many times

### ✓ Online Placement Capabilities

Approved and selected investors can obtain privileged (and monitored) access to placement documents (tracking ability on which investors have shown interest in the placement)

### ✓ Online Project Manager Capabilities

Clients can used our in-house project manager to control its own internal tasks lists (such as due diligence check list or to manage its own team) within a transaction

## **Contact Us**

Please find below our main contact details:

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