

# China Venture Capital & Private Equity Forum, London

## 中国创业投资暨私募股权投资伦敦论坛

Venue: Hilton London Paddington Hotel, London  
Date: October 7, 2008  
Website: <http://events.zero2ipo.com.cn/ld2008/>



**KAZUNORI OZAKI**  
Nikko antfactory K.K.,  
Chairman & CEO

尾崎一法  
Nikko antfactory K.K.,  
董事长兼总裁

Organizer 主办单位:



Platinum Sponsor 白金赞助商:



Co-Organizers 协办单位:



**Monday, Oct. 6, 2008**

**16:00-17:30 Conference Registration**

**17:30-19:00 Welcome Networking and Cocktail Reception**

**Tuesday, Oct. 7, 2008**

**8:00- 9:00 Breakfast & Registration**

**9:00- 9:10 Welcome Address**



**Conference Overview**

**Catherine Ngo**,  
 Startup Capital Ventures,  
 General Partner



**John Dean**,  
 Zero2IPO Group,  
 Chairman

**9:10- 9:30 Keynote Speech**



**Gavin Ni**,  
 Zero2IPO Group,  
 Founder, CEO & President

**9:30-10:30 Session One: VC and PE in China: Environment and Trend?**

- Influence of the international spread of sub-prime lending crisis on China's VC/PE industry.
- Foreign funded agencies, industrial fund, RMB fund, and security dealer direct investment... what is the actual competitive pattern of China's VC market at present?
- How to understand relevant legal framework of China so as to grasp the policy trend?
- Compared with 2007, what are the differences between China's investment hotspot changes in 2008?

**Moderator: Danny Lui**, Zero2IPO Group, Vice Chairman  
**Zhou Liu**, Shenzhen Fortune VC Co. Ltd,  
 Chairman and President

**Jeffrey Zeng**, Kaixin Investment,  
 Founding Managing Partner

**Joe Zhou**, Keytone Ventures, Founder & Managing Partner

**10:30-10:50 Tea Break**

**10:50-12:00 Session Two: Entrepreneurship and international perspective of oriental entrepreneurs**

- Differences and similarities between western and oriental enterprise cultures and entrepreneurship.
- Development strategy and operational experiences of successful entrepreneurs. Key issues need to be pay attention to.
- Which are the core factors in China's market exploration, business model, team or strategy?
- How will European investors evaluate the development potentials of Chinese enterprises and entrepreneurs?
- The establishment of positive communication and interactions between entrepreneurs and investors.

**Moderator: Martin Bloom**, UK-China Venture Capital Joint Working Group, UK Chairman

**Angie Chen**, China Eastsea Business Software Limited,  
 Vice President

**Pierre Sapin**, Digitalents Capital, Partner Europe  
**David Stern**, AGC Capital, Founder and Managing Partner  
**Ping Xu**, Nikko Antfactory KK, Partner

**12:00-13:30 Business Luncheon**

**13:30-13:45 Keynote Speech**



**Kazunori Ozaki**,  
 Nikko antfactory K.K.,  
 Chairman & CEO

**13:45-14:45 Session Three: Selection of exit strategy and function of European market**

- In selecting exit strategies for China, what are the key issues need to be focused on by European investors?
- What are the influences of the existing Chinese laws and regulations on the IPO and M&A withdrawal strategies by European investors?
- Selection of IPO withdrawal locations, and analysis on the advantages and disadvantages of European capital market and oriental capital market?
- How long will the difficulties of red chip mode last? The attractiveness of the domestic capital market and the feasibility of IPO operation in China.

**Moderator: Colin Milton**, London Stock Exchange Group,  
 Head of International Business Development, Primary Markets  
**Peter Bradley**, Stephenson Harwood, Corporate Partner  
**Mark Jarvis**, Ernst & Young UK,

Cross-Border IPO team Client Service Partner

**Frank Lewis**, ZTC Telecommunication plc, Chairman

**Adam Young**, Rothschild-London,  
 Partner and Joint Global Head of ECM

**14:45-15:15 Tea Break**

**15:15-16:15 Session Four: Investment Opportunities of European Investors Institutions in China**

- What are the recognized and potential investment hotspots in China at present? Why?
- How should European investors explore new investment areas and investment opportunities in China?
- How should the investment experiences and M&A skills which are frequently practiced in Europe function in China?
- How to integrate Chinese resources during the global operation, in order to create China's connection network?
- How to cooperate and compete with local Chinese investors? What are the issues that should be focused on?

**Moderator: Catherine Ngo**, Startup Capital Ventures,  
 General Partner

**Charles Cotton**, Library House, Director

**Shantanu Bhagwat**, Amadeus Capital,  
 Business Development Partner (Asia)

**Dr. Alexandra Goll**, TVM Capital, General Partner

**Alexia Wai-Chun Tye**, AddVenture Advisers, Partner

**Fernando R. Vila**, Prax Capital, Partner & CFO

**16:15-17:15 Session Five: Current development and trend of European LPs in China?**

- How to allocate Chinese institutional investors and European LPs in terms of space on the market?
- What are the unique features of Chinese GP? How should European LP review Chinese GP?
- What are the key factors in establishing successful GP/LP relationship?
- How should European LP explore, screen and grasp investment opportunities in China?
- The potential opportunities for European LPs brought by China's world largest foreign exchange reserves and increasingly stronger economic power.

**Moderator: Sally Collier**, Pantheon Ventures, Partner  
**Janusz Heath**, Capital Dynamics, Managing Director and  
 Head of Asset Management Division

**Innes Meek**, CDC Group, Portfolio Director

**Hanneke Smits**, Adams Street Partners,  
 Chief Investment Officer, London

**Ivan A. Vercoutere**, LGT Capital Partners Ltd., Partner

**17:45 Networking and Dinner**

## Speakers



**Shantanu Bhagwat**  
Amadeus Capital  
Business Development Partner (Asia)



**Martin Bloom**  
The UK-China Venture Capital Joint Working Group, UK-Chairman



**Peter Bradley**  
Stephenson Harwood  
Corporate Partner



**Angie Chen**  
China Eastsea Business Software Limited  
Vice President



**Sally Collier**  
Pantheon Ventures  
Partner



**Charles Cotton**  
Library House  
Director



**John Dean**  
Zero2IPO Group  
Chairman



**Dr. Alexandra Goll**  
TVM Capital  
General Partner



**Janusz Heath**  
Capital Dynamics  
Managing Director and Head of Asset Management



**Mark Jarvis**  
Ernst & Young UK  
Cross-Border IPO team Client Service Partner



**Frank Lewis**  
ZTC Telecommunications plc  
Chairman



**Liu Zhou**  
Shenzhen Fortune VC Co. Ltd  
Chairman and President



**Danny Lui**  
Zero2IPO Group  
Vice Chairman



**Innes Meek**  
CDC Group  
Portfolio Director



**Colin Milton**  
London Stock Exchange Group  
Head of International Business Development, Primary Markets



**Catherine Ngo**  
Startup Capital Ventures  
General Partner



**Gavin Ni**  
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Partner Europe



**Hanneke Smits**  
Adams Street Partners  
Chief Investment Officer, London



**David Stern**  
AGC Capital  
Founder and Managing Partner



**Alexia Wai-Chun Tye**  
AddVenture Advisers  
Partner



**Ivan A. Vercoutere**  
LGT Capital Partners Ltd.  
Partner



**Fernando R. Vila**  
Prax Capital  
Partner & CFO



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Partner



**Adam Young**  
Rothschild - London  
Partner and Joint Global Head of ECM



**Jeffrey Zeng**  
Kaixin Investment  
Founding Managing Partner



**Joe Zhou**  
Keytone Ventures  
Founder & Managing Partner

**Review**

**Welcome Address & Conference Overview**

**Catherine Ngo**, Startup Capital Ventures, General Partner  
**John Dean**, Zero2IPO Group, Chairman



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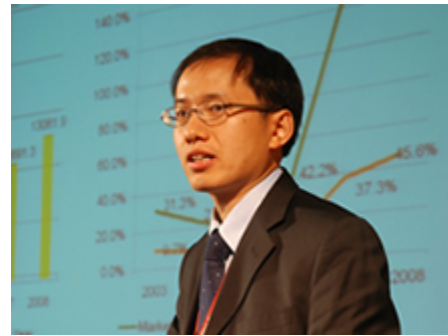
**John Dean**, Zero2IPO Group, Chairman

**Keynote Speech1: Report on VC /PE/M&A/IPO for the First Three Quarters of 2008**

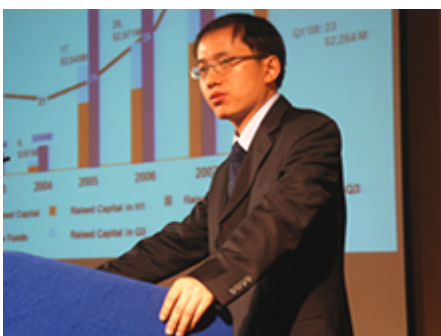
**Gavin Ni, Zero2IPO Group, Founder, CEO & President**



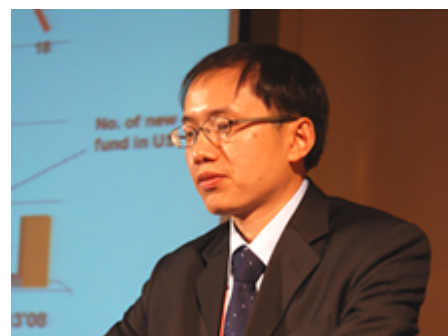
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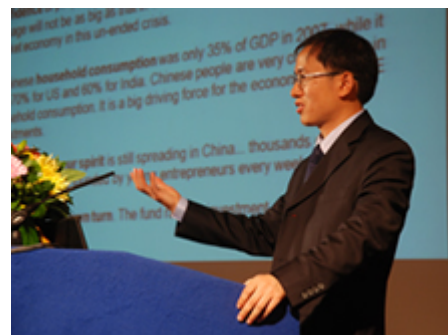
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**Panel Discussion**



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**Panel Discussion**

**Keynote speech2**

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**Session Three: Selection of exit strategy and function of European market**

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Panel Discussion

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Chief Investment Officer, London



**Panel Discussion**

### Tea Break



Tea Break



Tea Break



Tea Break



Tea Break



Tea Break



Tea Break

## Business Luncheon & Dinner



Business Luncheon



Business Luncheon



Networking and Dinner



Networking and Dinner