

# China Venture Capital & Private Equity Forum, Silicon Valley 2008

## 2008中国创业投资暨私募股权投资硅谷论坛

Venue: Crowne Plaza, Palo Alto, Silicon Valley, U.S.  
 Date: May 6, 2008

CHINA: THE ROAD AHEAD

主办单位  
 Organizer



白金赞助商  
 Platinum Sponsor



黄金赞助商  
 Gold Sponsors



酒会赞助商  
 Cocktail Sponsor



银牌赞助商  
 Silver Sponsors



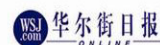
胸卡赞助商  
 Name Badge Sponsor



支持单位  
 Supporting Organizers



特约国际媒体支持  
 Special International Media Partner



独家门户网站合作伙伴  
 Special Media Partner



媒体支持  
 Media Partners



网络媒体支持  
 Online Partners



China, one of the world's fastest growing and largest economies, witnessed venture capital ("VC") and private equity ("PE") markets achieve historical highs yet again in 2007. Total VC and PE investments reached US\$3.25 billion and US\$12.82 billion, respectively. 58 new VC funds raised US\$5.48 billion and 64 new PE funds raised US\$35.58 billion. In addition, a total of 94 VC/PE backed IPOs and 30 M&A transactions took place during the same time period. Will this growth trend remain strong through 2008? What are the robust venture investment sectors? What are the challenges within the steady incline of China's economic expansion? How does one effectively seize China's tremendous opportunities?

If you are already in China or are considering entry, you know that China offers enormous opportunities. But successful execution is not easy. However, you're not alone. Zero2IPO can guide you through China's ever-changing landscape. Please join us as we present our 3<sup>rd</sup> Annual Silicon Valley China Venture Capital and Private Equity Forum, "China: The Road Ahead". Our panel of the industry's prominent and influential speakers will bring you up to speed on the dynamic China market, offering insights, analysis, and tips on how you can succeed in China. Take advantage of this opportunity to network with some of the most powerful and active "movers and shakers" within China's VC and PE communities.



**Monday, May 5, 2008**

- 4:00pm-6:00pm** Conference Registration
- 6:00pm-7:00pm** Welcome Networking and Cocktail Reception

**Tuesday, May 6, 2008**

- 7:00am-8:00am** Breakfast & Registration
- 8:00am-8:10am** Welcome Address



**John Dean**,  
 Zero2IPO Group,  
 Chairman

**Conference Overview**



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

- 8:10am-8:50am** Fireside Chat I

**Moderator:**  
**John Dean**, Zero2IPO Group, Chairman



**Hugo Shong**,  
 CVCA, Chairman  
 IDG VC, Founding General Partner



**Jim Breyer**,  
 Accel Partners,  
 Managing Partner

- 8:50am-9:10am** Keynote Speech



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

- 9:10am-9:40am** Coffee Break

- 9:40am-10:50am** **Session 1: Venture Capital Behind the Scenes of 2007 China VC Industry & Projections for 2008**

- What opportunities and challenges are behind the historical highs of both new fund raised and amount invested in 2007?
- What changes will happen on the overall investment environment in 2008? What adjustments shall be made to the investment strategies?
- Is it feasible to establish RMB funds under the framework of New Regulation on Chinese Foreign-investment Venture Capital Firms (FIVCE)?

- How can investment practices of the Silicon Valley run in China? How can foreign VCs and domestic VCs build a win-win relationship?
- What new choices will domestic VCs have after they went through the harvest year?

**Moderator:**

**Danny Lui**, Zero2IPO Group, Vice Chairman  
 Startup Capital Ventures, General Partner

**Yan Huang**, CDH Ventures, General Partner

**Gary Rieschel**, Qiming Venture Partners,  
 Managing Director

**Alan Song**, SoftBank China Venture Capital,  
 Managing Partner

**Lip-Bu Tan**, Walden International,  
 Founder & Chairman

**Yang Xia**, Legend Capital, Managing Director

**Joe Zhou**

- 10:50am-12:00pm** **Session 2: Entrepreneurs of China How Dreams Became Realities?**

- What are the unique characteristics of Chinese startups?
- China versus the West: Corporate Culture, Value and Management Strategy?
- How can venture capitalists find good entrepreneurs? How to reach the benign interaction in the "marriage" between venture capitalist and entrepreneur?
- How about China's environment for entrepreneurs? What's the role of the government in increasing entrepreneurship and improving efficiency?
- Investment strategies of VCs: experience sharing and case study

**Moderator:**

**Richard Lim**, GSR Ventures, Managing Director

**York Chen**, iD TechVentures Ltd.,

President & Managing General Partner

**Lisa Lo**, CID Group, Partner

<http://www.zero2ipo.com.hk/cvcf/sv2008/>

**China Venture Capital & Private Equity Forum, Silicon Valley**

US: Tel: 831.662.2566 Fax: 831.662.2567 E-mail: Sheila@zero2ipo.com.hk  
 China: Tel: 8610 8458.0476 Fax: 8610 8458.0480 E-mail: cvcf2008sv@zero2ipo.com.cn

**John Liu**, Fenwick & West LLP, Counsel  
**Kenneth K. Pao**, Dorm99.com, President  
**Jason Yan**, Beijing Surfways Wealth Advisory Co.,  
 General Manager  
**Dr. Zheng Xu**, Sierra Solar Power Inc.,  
 CEO & Founder

**12:00pm-1:00pm Business Luncheon**

**1:00pm-1:40pm Fireside Chat II**

**Moderator:**  
**John Dean**, Zero2IPO Group, Chairman



**Dick Kramlich**,  
 NEA,  
 General Partner & Co-Founder



**Feng Deng**,  
 Northern Light Venture Capital,  
 Founding Managing Director

**1:40pm-1:45pm Stretch Break**

**1:45pm-2:55pm**

**Session 3:  
 What are the "Hot" Industry Sectors for  
 China Venture Investment?**

- Do such "new hot fields" as clean tech, education and healthcare have something in common? If so, what are they?
- In 2008, what are the new trends in the said hot industries? How to grasp the investment opportunities in the new trends?
- What obstacles should be overcome to enter these hot fields?
- Which is the most important, tracking cutting-edge technology, innovating business model or judging industry development trends?
- How to evaluate a specific enterprise within its industry?

**Moderator:**  
**William Chen**, DT Capital Partners,  
 Managing Director

**James H. Boettcher**, Focus Ventures,  
 General Partner  
**Eric O'Brien**, Lightspeed Venture Partners,  
 General Partner  
**David Katsujin Chao**, DCM,  
 CoFounder & General Partner  
**Geoffrey Y. Yang**, Redpoint Ventures,  
 Managing Director

**2:55pm -3:25pm Coffee Break**

**3:25pm-4:25pm**

**Session 4: Exit Process  
 New Regulations, New Opportunities, New  
 Solutions**

- How long will the outstanding performance of domestic listing in 2007 last? What are the influences of the overall climate to future trend?
- Review China's VC/ PE exit strategies under new circumstances: where to list is better? What factors must be taken into consideration?

**4:25pm-5:35pm**

**Session 5: LP Panel-Why China?**

- In 2008, how do LPs weigh China in their global asset allocation?
- What are the similarities and differences between international LPs and domestic LPs in their investment strategies in China? How to build a win-win relationship?
- How to invest in funds according to local conditions and how to judge qualified Chinese GPs?
- Whether investment shall be injected into RMB funds? What are the opportunities and challenges?
- How can new GPs of RMB funds build harmonious relationship with LPs and entrepreneurs in respect of fundraising, investment and management relationship?

**Moderator:**  
**Jeffrey D. Mansukhani**,  
 Cambridge Associates LLC, Managing Director

**Alan Chang**, Capricorn Management LLC,  
 Principal & Managing Director-Asian Investments  
**Kirk C. Dizon**, Hall Capital Partners LLC, Principal  
**Aaron Gershenberg**, SVB Capital,  
 Managing Partner  
**Melissa J. Ma**, Asia Alternatives Management LLC,  
 Co-Founder & Managing Director  
**Anthony J. Roscigno**, JP Morgan,  
 Portfolio Manager  
**Christopher E. Yang**, Grove Street Advisors,  
 General Partner

**5:35pm**

**Closing Address**

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

**6:00pm-8:00pm**

**Reception**