

3rd CHINA VENTURE CAPITAL ANNUAL FORUM

2003 Review & 2004 Outlook

HUNTING FOR THE NEW GROWTH ENGINE IN CHINA

January 8-9, 2004

Tianlun Dynasty Hotel Beijing, China

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3rd CVCF

HUNTING FOR THE NEW GROWTH ENGINE IN CHINA

Tianlun Dynasty Hotel, Beijing, China • January 8-9, 2004

WEDNESDAY, JANUARY 7, 2004

2:00 PM REGISTRATION

7:00 PM WELCOME DINNER

THURSDAY, JANUARY 8, 2004

8:00 AM REGISTRATION

8:45 AM OPENING REMARKS

9:00 AM **RELEASE OF CHINA VENTURE CAPITAL ANNUAL REPORT 2003**

9:10 AM - 10:55 AM

TOPIC ONE:

2003 CHINA VENTURE CAPITAL ANNUAL REVIEW

At the beginning of every year, VCs will retrace their whole year's performance and the whole industry trend in the past one. What did leading investors do last year? Investment, fundraising, exit, portfolio management.....What caught the eyes of leading venture capitalists in 2003's environment? How did the new regulations affect the strategy and performance of dominant venture capital firms operating in China in 2003? Experienced panelists that were actively operating in 2003 will share their ups and downs with the audience.

9:10 AM **KEYNOTE ADDRESS**

9:55 AM **PANEL DISCUSSION:
THE DIALOGUE BETWEEN VC PEERS 1**

10:55 AM **SPECIAL SESSION TWO:
VENTURE FINANCING ROADSHOW**

Hi-growth ventures pursue VC investment. Why not share their dreams and business plans and breed new business leaders!

12:00 PM LUNCHEON

SPEAKING/SPONSORING OPPORTUNITIES

We are currently in the on-going process of identifying and confirming a growing list of speakers for this event. For parties interested in speaking or sponsoring opportunities, please contact Jessy Feng at conference@zero2ipo.com.cn/8610-68717155.

1:30 PM-3:00 PM

TOPIC TWO:

CHINA VENTURE CAPITAL 2004 OUTLOOK

Marching into 2004, where is China Venture Capital going? What are the challenges and opportunities for VC firms operating in China in 2004? Will telecom and IT continue to attract investors in 2004? Which will be the VC favorite of year 2004, bio-tech, environment protection, wireless or others? What will be the governments' attitude towards the exit, fundraising and VC taxation regulations? Leading venture capital firms operating in China will reveal their new years' resolution and what they will be looking for.

1:30 PM **KEYNOTE ADDRESS**

2:15 PM **PANEL DISCUSSION:
THE DIALOGUE BETWEEN VC PEERS 2**

3:15 PM COFFEE/TEA BREAK

3:30 PM-5:15 PM

TOPIC THREE:

HUNTING FOR THE NEW GROWTH ENGINE IN CHINA

China is on the road to be a large economy entity driven by its cheap labor and huge domestic market. However, where will be the most profitable area for VCs to invest? Will the R&D of technology outgo the traditional manufacturing in accelerating the economy? IT, Telecom, Service, Manufacturing, Bio-tech, pharmaceutical industry ... which field is the next high-growth stars rising from? What types of innovative technologies are emerging to match the new demands of the booming economy in China? Discussions on trends of VC investment in China and dialogues between senior venture capitalists and seasoned entrepreneurs will be greatly helpful to both of them to trim their positions.

3:30 PM **KEYNOTE ADDRESS**

4:15 PM **PANEL DISCUSSION:
THE DIALOGUE BETWEEN ENTREPRENEURS AND VCS**

6:30 PM **BANQUET DINNER:
2004 NEW YEAR PARTY OF ZERO2IPO CLUB**

FRIDAY, JANUARY 9, 2004

8:45 AM-10:45 PM

TOPIC THREE:

WHERE TO FIND THE SUSTAINABLE CAPITAL SOURCES FOR CHINA VENTURE CAPITAL INDUSTRY?

In the past two years, fundraising became a big headache for most venture capital firms in China. Lacking the support from pension funds and insurance firms, to find the sustainable capital sources is the key issue of the healthy development of China Venture Capital firms. Listed companies are keen to have short-term return, while the local government and large corporate companies have their own angles for the investment strategy, and China foreign exchange policy and the present double-taxation problems also prohibit vast investment from overseas institutional investors. On the other hand, with large amount of capital in hand, institutional investors are eager to set a foot in VC business. What types of funds are they eager to back up? Who will form the eventual LP groups in China? How to find an ideal institutional investor as your LP? How to cooperate with VC firms? Part of the answers lie in the keynote speeches and panel discussions which focus on cooperation with Institutional investors including public companies or large local and foreign companies or the government, and on selecting right VC partners in China as well.

8:45 AM **KEYNOTE ADDRESS**

9:45 AM **PANEL DISCUSSION
HOW TO SET AND RUN SINO-FOREIGN JV FUNDS**

10:45 AM -12:00 PM

TOPIC FIVE:

DIFFERENT BUSINESS MODELS OF CORPORATE VENTURE CAPITAL

To better face the new technology challenges, more and more large industry giants set their own corporate venture capital business or strategic Investment business unit. However, how to select a best business model complying with their own features? Whether they should establish their own venture capital firms or act as the fund of fund like a LP, or only found a business unit of the whole group? How can they find their edge in China? Large Corporate VCs will share their views with the audience.

10:45 AM **KEYNOTE ADDRESS**

11:00 AM **PANEL DISCUSSION
THE DIALOGUE AMONG CORPORATE VCs**

12:00 PM **LUNCHEON**

3:00 PM **SPECIAL SESSION TWO:
HI-TECH PARKS SHOWS**

Leading high-tech parks in China will present their special offers for investors and entrepreneurs. Why not VENTURING your business in new Northeast China, Central China, West China.....

3:15 PM **COFFEE/TEA BREAK**

2:45 PM-4:15 PM

TOPIC SIX:

WHO WILL TAKE THE BATON FROM CHINA VCs' HANDS

In a market without internal Second Board, Trade sale and M&A has been the most prevalent ways for VC's exit in China. Will this phenomenon still last long in China in the next few years? Where is the right exit place, Hong Kong, Singapore, US or anywhere else? What sort of venture-backed companies that large corporate groups are pursuing? Why investment banks and stock exchanges are important to VC firms? How do they benefit each other from cooperation? Discussions on different exit strategies or exit places and their impact, and dialogues between large MNCs, listed companies and venture capital firms, stock exchanges and investment banks will provide good clues.

2:45 PM **KEYNOTE ADDRESS**

3:15 PM **PANEL DISCUSSION:
THE DIALOGUE BETWEEN VCs and EXIT CHANNELS**

4:15 PM **HIGHLIGHT:
CHINA VENTURE CAPITAL ANNUAL AWARDS 2003**

The highlighted event drew the attention of all VC related professionals. Nearly all the venture capitalists and venture capitals that actively operating in China are waiting for this moment. Who will win the laurels of Top 50 Most Active VC firms? Who will become Top 10 VC Fund Managers? Which one will be the best deal of the year 2003? The final release will banish all the doubts and unveil the answer.

4:45 PM **CONCLUDING REMARKS**

CONFIRMED SPEAKERS

MR. HAO CHEN

Managing Director/ Head of Investment
Legend Capital Limited

MR. TIERU CHEN

CEO
Hunan High-Tech Capital Co., Ltd.

MR. WEI CHEN

President
Shenzhen Capital Group Co., Ltd.

MR. YORK CHEN

*Managing Director & Partner
China/HK Region*
Acer Technology Ventures Asia Pacific Ltd.

MR. VINCENT C. H. CHAN

Director & Executive Vice President
JAFCO Investment (Hong Kong) Ltd.

MR. BRIAN CHIANG

Managing Director
USA/China Walden International

MR. DAVID D. CHOW

Managing Director
Pacific Venture Group

MR. HOWARD CHU

Telecom and Media Director
HSBC Investment Banking Asia Ltd.

MR. TAO FENG

Managing Partner
NewMargin Ventures

MR. OLIVIER GLAUSER

Director, Corporate Business Development
Qualcomm Ventures

MR. LUWEI GUO

Managing Director
Shandong High Technology Investment Co. Ltd.

MR. GUOJIE HE

Chairman
Guangdong Technology Venture Capital Group Co., Ltd

MR. TIEN-LAI HWANG

Ph.D. Managing Director
Acorn Campus Shanghai Management Co., Ltd

MR. JING HUANG

Managing Director , China Region
SoftBank Asia Infrastructure Fund

MR. KIM JASON J.H

Managing Director
TG Asia Ventures Ltd.

MR. DUANE KUANG

Director, Strategic Investment
Intel Capital China

MR. LARRY KUNG

Director
Strategic Business Development
Microsoft China

MR. JAMES LEE

*Angel Investor, Advisor and
Ambassador for DivXNetworks*

MR. Y.C. Li

Independent Director
HAUI Network

MR. ROMAN SHAW

President & CEO
Dragon Tech Ventures

MS. JIEER SHEN

President
Jiangsu Venture Capital Association

MR. HONGMAO WANG

General Manager
Canton Venture Capital Co., Ltd.

MR. CHAO Y. WANG

CEO
ChinaEquity Investment Co.

MR. SHOUREN WANG

General-Secretary
Shenzhen Venture Capital Association

MR. SEAN WANG

Managing Director
Dragon Tech Ventures

MR. SHU WANG

General Partner
IDG Technology Venture Investment

MS. KATHY XU

Partner
Baring Private Equity Partners (Hong Kong)Ltd.

MR. HONGRU YANG

General Manager
Tsinghua Venture Capital Co., Ltd.

MR. DON YE

President & CEO
Tsinghua Venture Capital Management Co., Ltd.

MR. FAN ZHANG

Senior Vice President,
Draper Fisher Jurvetson ePlanet Partners

MR. JUN ZHAO

*Managing Director/
China Representative*
ChinaVest Limited

MR. FUMIN ZHUO

Chairman & CEO
Vertex China Investmen

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