

2013 中国中部投资宣讲会-通讯稿

2013 the Central China Investment Conferences – News Report

中国中部投资宣讲会于今年 10 月 20 日至 23 日，分别在郑州、西安和武汉顺利举行。此次投资宣讲会由旭富资本和柯赞律师事务所联合主办，旭富资本主席——郑华树先生、美国上市公司伊维斯特 CEO——马丁·尼尔森先生以及柯赞律师事务所合伙人——罗安祖先生共同出席宣讲会。我们在各地的活动也得到了当地政府的大力支持，其中包括美国加州中国贸易投资办公室主任郎黛安女士、美国驻武汉领事馆总领事李伟明博士等。

The Central China Investment Conference was successfully held this year from the 20th to 23rd October, in Zhengzhou, Xi'an and Wuhan respectively. Evotech Capital and Cozen Law Firm were the main hosts of this event. Evotech Capital Chairman – Mr. Basilio Chen, and US public company E-waste System Inc.CEO – Mr. Martin Nielson and Cozen Law Firm Partner – Mr. Andrew Ross jointly attended to the venue. The investment conference received great support from the local government at all of the destinations where it was held, which included the U.S. California China Trade and Investment Office Executive Director, Diane Long and Consulate General of the U.S. Wuhan Consul General, Dr. Vlad Lipschutz, etc.



图 1: 美国上市公司 CEO 马丁先生、旭富主席郑华树先生、美国驻武汉总领事李伟明博士、柯赞律师事务所合伙人罗安祖先生和致同会计师事务所合伙人赵泓善（从左至右）

Mr. Nielson, CEO of U.S. pub co., Mr. Chen, President of Evotech Capital, Dr. Vlad Lipschutz, Consul General of Consulate General of the U.S. Wuhan, Mr. Ross, Partner of Cozen Law Firm (from left to right)



图 2: 旭富团队、柯赞律师事务所、致同会计事务所和美国总领事及美国加州中国贸易投资办公室主任合照

Photo of Evotech team, Cozen law firm and Grant Thornton accounting firm and U.S. Consulate General with U.S. California China Trade and Investment Office Executive Director

本届中部投资宣讲会以“开放、合作、共赢、发展”宗旨，以“持续转型、协调发展、促进崛起”为主题，以海外投融资、上市、并购为主线，以信息交流、展览展示、项目推介、合作洽谈、专题论坛为主要内容，按照“隆重、节俭、务实、创新”的原则，为中外客商搭建经贸交流与合作平台，促进中部地区与国内外市场、资本、资源的全面对接，实现双边互动、互利共赢、共同发展，提升开放水平，推动中部崛起。就着本次宣讲会相关的主题，旭富资本主席郑华树先生，伊维斯特公司 CEO 马丁先生，柯赞律师事务所罗安祖先生以及仙楠度实业有限公司董事高林先生与当地的政商界人士进行了深入的交流和探讨。

This investment conference was held to construct an economy and trade platform by and between Chinese and foreign businessmen, to accelerate the linking and connection of Central China with both mainland China and foreign markets, capital and resources based on “grand, economical, practical and innovative” principles in order to realize interaction, mutual benefit and joint development from both sides, which will propel the emergence and growth of Central China. The purpose of this investment conference surrounded the topic of “opening-up, cooperation, win-win, and development”; the main theme was “continuous restructuring, coordinated development, and promotion of rapid development”; the main topics surrounded outbound investment, public listing, and mergers and acquisition; the main contents were exchanging of information, exhibition and

presentation, cooperation talks, and special topic forums. With relation to the topic of this informative session Evotech Capital President, Basilio Chen, E-Waste Systems, Inc. CEO, Mr. Martin Nielson, Cozen Law firm's Mr. Andrew Ross and Xanadu Shanghai Enterprise's Mr. Gao Lin had a productive exchange and a discussion with local businessmen.

郑华树先生发表了对当今中国宏观经济的看法，以及未来几年的预测，并强调如何运用并购作为有效的金融工具将国内的业务拓展到海外市场，如何抓住当下不可多得的好机会，实现互利共赢。另外，郑先生还指出，对有特定融资需求的公司，也可以通过 IPO，在海外市场上市融资。中国中小企业要懂得利用新型金融工具，通过连续并购帮助企业达成呈几何倍数增长的目标。

Mr. Chen shared his macroeconomic view of today's China accompanies with a forecast for the next few years, and emphasized how to utilize mergers and acquisitions as an effective financial tool to expand the domestic business to overseas markets, and how to seize such a rare opportunity in order to achieve mutual benefits. In addition, Mr. Chen also highlighted companies with specific financing requirements can also go through IPO to raise capital from a foreign market. Chinese SMEs have to learn how to utilize modern financial instruments through serial mergers and acquisitions to achieve a target of exponential growth for the firm.

马丁先生以发展绿色环保科技、减少城市垃圾污染作为一个未来的发展趋势，以及如何进行并购扩大规模向大家阐述了自己的观点。他还强调，环境保护是未来一个重要的问题，绿色环保技术将会大量地运用到企业日常生产，民众日常生活中，对国家未来的发展，有着非常深远的战略意义。此外，马丁还分享了他当年创办 GAP, Staples, Corporate Express 的几段创业经验。

Mr. Nielson stated out his opinion on how the use and development of green environmentally friendly technology and the reduction of urban garbage pollution will be a future trend for development, and how to undergo mergers and acquisitions to expand the scale of a business. He also stressed that environmental protection is an important issue for the future; green environmental technology will be implemented and involved in a very large scale in everyday manufacturing, people's daily life, the future development of the country, which will have a very significant strategic

purpose. In addition, Martin also shared his successful entrepreneurial experience at GAP, Staples, and Corporate Express.



图 3:郑先生和马丁先生正在接收郑州主办方赠送的纪念品
Mr. Chen and Mr. Nielson acceptance of souvenir from Zhengzhou organizers



图 4: 旭富团队、柯赞事务以及郑州主办方等合照

Evotech Capital, Cozen law firm, Zhengzhou organizers and businessmen

郑先生在此次郑州宣讲会后的晚上，与郑州温州商会会长蔡标荣先生以及各位温州商人共进晚餐。共同讨论了温州金改的问题，同时强调了并购的重要性。温州商会成员表示非常愿意接受旭富资本的建议，帮助他们的企业走向国际化道路。

After the conference, Mr. Chen had dinner with Zhengzhou - Wenzhou Chamber of Commerce members. The issue of the Wenzhou financial reform was discussed, while the importance of mergers and acquisitions was greatly stressed. Wenzhou Chamber members expressed a strong willingness to accept the recommendations made by Evotech Capital, which will help their enterprises pave the way to the path of internationalization.

次日，以郑先生为首的旭富团队和柯赞事务所在西安交大展开宣讲会，强调了兼并收购的重要性。在场的 EMBA 学生和博士生们也非常认同利用金融工具来保障实业的发展。在宣讲会之后，郑先生耐心得为学生们一一解答疑问，还给学生们的送上了亲笔签名的著作《去美国并购》。

The next day, the Evotech Capital team led by Mr. Chen and the Cozen law firm gave an information session that stressed the importance of mergers and acquisitions at Xi'an Jiaotong University. The EMBA students and doctoral students present agreed strongly with the use of financial tools to safeguard industrial development. After the session, Mr. Chen patiently answered one by one each of the questions the students had, and gifted the students with his autographed book, "Going to the US to Merge and Acquire."



图 5: 郑先生正为学生们解答问题
Mr. Chen answering EMBA students' questions



图 6: 郑先生为学生们送上亲笔签名的著作《去美国并购》

Mr. Chen gifting students with his autographed book, “Going to the US for Mergers and Acquisitions”

在宣讲会最后一站——武汉站中，参会的嘉宾除了主办方的领导之外，还有当地协办方致同会计师事务所的合伙人赵泓善先生，以及美国驻武汉领馆总理事李伟明先生，共同探讨了如何解决中小企业融资难的问题，以及如何抓住海外市场的投资/融资和并购的机会。参与的嘉宾纷纷表示，在听过演讲之后颇受启发。此行会谈收到了非常好的效果，在座的商人表示非常有兴趣通过旭富这个平台为他们提供更宽广的国际视野和优质的服务。

At the last stop for the conference, Wuhan, besides the organizers’ leaders, guests also included the local co-sponsor Grant Thornton accounting firm partner, Mr. Mike Creasy, and the U.S. Consulate Wuhan Consul, Dr. Vlad Lipschutz, to discuss on how to solve the difficult problem of financing and raising capital for SMEs, and how to seize the investment/financing and M&A opportunities in the overseas market. Participating guests said that the speech was absolutely inspirational. This conference was very well received, and many businessmen present expressed that they were very interested in this platform that is to go through Evotech Capital to provide them with a broader international perspective and superior quality services.

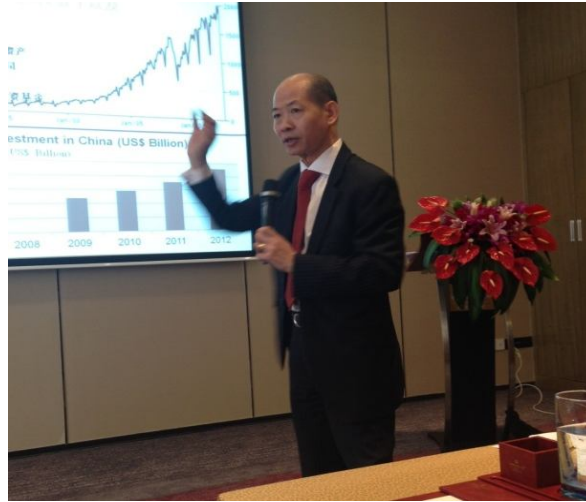


图 7: 郑先生正在分析当今的经济趋势
Mr. Chen analyzing economic trends



图 8: 郑先生将他的书赠予美国驻武汉领事馆总领事李伟明先生
Mr. Chen gifts his book to the Consulate General of the U.S.