



## ***Selected Client Engagements***

*(updated December 2015)*

- 1) China's first fully-private BOT expressway company with offshore structure (\$45mn equity raise, Jiangxi)
- 2) A leading auto parts company in China, largest wheel manufacturer in China (Rmb 60mn equity raise, Zhejiang)
- 3) One of China's successful domestic sportswear and sneaker brand companies (\$20mn equity raise, Fujian)
- 4) China's leading manufacturer of power controllers for computer industry (Rmb 100mn equity raise, Guangdong)
- 5) Manufacturer of special coated wiring used in electronics products (\$10mn equity raise, Jiangxi)
- 6) High-tech manufacturer of specialty chemicals, with strong portfolio of patented products (Rmb 60mn equity raise, Guangdong)
- 7) A leading fashion jewelry retail brand for young urban females (Rmb 70mn equity raise, Guangdong)
- 8) China's leading clean-tech company in "renewable resource " paper product industry (Rmb 100mn equity raise, Shandong)
- 9) China's leading local search and "location based services" company (\$15mn equity raise, Shanghai)
- 10) Developer and operator of large-scale, integrated logistics and trade centers ( \$100mn equity raise, Hong Kong, Shenzhen, Shandong)
- 11) Leading global manufacturer of specialist high-technology components for UHV electricity generation and transmission industries (\$40mn equity raise, Liaoning)
- 12) Industry leader in high-technology office equipment (Rmb 60mn equity raise, Zhejiang)
- 13) China's largest specialty flower-growing company, with own technology and +55% net profit margins (Rmb 130mn equity raise, Fujian)
- 14) Large, integrated coal-chemical producer with among the lowest production costs in industry (Rmb 400mn, convertible debt and straight equity, Xinjiang and Shandong)
- 15) Chinese public company, quoted on Shenzhen Stock Exchange, explore M&A transaction with competitor quoted on NASDAQ ( \$250 million, Beijing)

- 16) China's leading "cultural commercial real estate company", with destination hotels and malls, now expanding across China (Rmb 500mn equity raise, Chongqing)
- 17) Western China's largest integrated aluminum fabricator, industry-leading profit margins (Rmb 400mn equity raise, Qinghai)
- 18) Highly-profitable integrated agribusiness, raising and downstream processing of high-quality seafood (Rmb 70 million equity raise, Jiangsu)
- 19) Innovator and leader in insulating and fire-proof building materials for China's construction industry ( Rmb 100 million equity raise, Sichuan)
- 20) Large, highly-efficient "cleantech" biodiesel company with renewable efficient resource base, high net margins and proprietary technology (Rmb 120mn equity raise, Shaanxi)
- 21) M&A transaction for China's leading US-owned high-technology road engineering machinery and service company (+Rmb 100mn, Shanghai)
- 22) China's largest private upstream/downstream tin company – with tin mines, smelter and high-tech solder production (Rmb 100mn equity raise, Guangxi)
- 23) Leading Chinese private specialty steel group, with diversified production and high-technology products for mining industry (Rmb 300mn equity raise, Hebei)
- 24) M&A transaction for private cement company (+Rmb 400mn, Guizhou)
- 25) Innovative life sciences company with PCR-based diagnostic equipment and patented technology platform (+\$5mn, USA and Shenzhen)
- 26) Large-scale integrated polyester fiber company with revenues of +Rmb2 billion (+Rmb 150mn equity raise and buyout from Sinopec, Jiangsu)
- 27) GPS technology and device manufacturer, with technology leadership and Microsoft as domestic strategic partner (Rmb 200mn equity raise, Guangdong)
- 28) M&A transaction for world's leading "Cloud-based" marketing and advertising services company with clients including several of China's leading global brands: Nike, McDonalds, P&G, BMW
- 29) Northwest China's largest fast food restaurant chain and brand (Rmb 100mn pre-IPO investment, Xinjiang)
- 30) China's largest Muslim food company, both food brand and supermarket chain (Rmb 60mn equity raise, Xinjiang)
- 31) A leading high-technology optical transmission and specialized LED business (Rmb 70mn equity raise, Jiangsu)
- 32) One of China's largest growers and processors of high-quality raw materials for Chinese medicine industry (Rmb 70mn equity raise, Gansu)
- 33) Northwest China's largest specialty mechanical equipment retailer with large leasing business (Rmb 100mn equity raise, Xinjiang)
- 34) Corporate spinout with plan for independent IPO of subsidiary company from one of China's largest publicly-traded SOE in construction and petrochemical complex industry (+\$100mn equity raise, Jiangsu)

- 35) Large integrated coal and electricity generator (750 megawatt) (Rmb 600mn equity raise, Inner Mongolia)
- 36) M&A transaction for leading specialist LED outdoor lighting company (+Rmb 300mn, Fujian)
- 37) High-technology IC company with large market share in analog-to-digital chips (Rmb 50mn equity raise, Guangdong)
- 38) Pre-IPO financing round for China's leading private jewelry chain store and brand (Rmb 250mn, partial PE "secondary" exit, Guangdong)
- 39) Outsourced labor and manufacturing company, providing labor force for several of world's largest global brands and Chinese SOEs (Rmb 60mn equity raise, Fujian)
- 40) Consumer healthcare electronics device company, with leading market position and brand in China (Rmb 50mn equity raise Guangdong)
- 41) Livestock producer, significant market share in Northwestern China (Rmb 100mn equity raise, Xinjiang)
- 42) One of China's largest domestic cookie and cracker brand manufacturers (Rmb 150mn equity raise, Hubei)
- 43) Restructuring and recapitalization of an SOE holding company in chemical industry, with stock-market quoted subsidiary (Rmb 600mn equity raise, Hebei)
- 44) M&A transaction for domestic Chinese liquor brand, with top market position in growing niche of "healthy wines and spirits", (Rmb 1bn, Ningxia)
- 45) Buy-side cross-border M&A advisory for China's leading SOE auto electronics manufacturer, with commanding market share
- 46) New Materials subsidiary of one of China's largest SOEs, (Rmb 80mn equity raise and restructuring ahead of domestic IPO, Sichuan)
- 47) Private equity secondaries advisory work for larger Asia-focused private equity and credit funds (Hong Kong, China)
- 48) China's largest jade mining, manufacturing and retailing business. Pre-IPO restructuring and financing. (USD\$40mn, Inner Mongolia, Shenzhen and Hong Kong)
- 49) Wine importer and retailing business, with innovative business model and #1 market share in its segment (Rmb100mn, Fujian)
- 50) Global retail and institutional foreign exchange trading ECN business with strong and growing market presence in China (Beijing, \$50mn)
- 51) Sell-side advisory and structuring on sale of an offshore mining operation of a large Chinese SOE (\$40mn, Shandong, Mongolia)
- 52) China's largest specialist independent bottling company for the spirits industry. Restructuring and financing (Rmb500mn, Sichuan)
- 53) Component company supplying worldwide electricity distribution industry with high-performance glass insulators. Restructuring and financing (Rmb200mn, Sichuan)
- 54) Float glass and industrial silica business. Restructuring and financing (\$100mn, Sichuan)

- 55) American “Fortune 500” Corporation in consumer branded food and beverage industry. Strategic joint venture with a leading Greater China branded restaurant and packaged food company**
- 56) Sell-side investment bank for one of China’s largest privately-owned alcohol and spirits brands. (+Rmb 600mn, Ningxia)**
- 57) Sell-side investment bank for one of Europe’s leading deluxe yacht brands**
- 58) Digital security company supplying global mobile network service providers, energy storage and distribution companies, banks and military facilities worldwide. Late-stage financing round and M&A transaction (Rmb550mn, Guangdong)**
- 59) Premier US sports league. Expansion of digital rights monetization across terrestrial and online platforms in China**
- 60) Buy-side investment bank for cross-border acquisition by a leading Chinese listed private sector company in mobile phone component industry with a market cap of +\$4bn. (\$800mn, Guangdong)**
- 61) Chinese centrally-administered SOE in the chemical industry. Domestic restructuring and strategic investment. (Rmb 700mn, Jiangsu)**
- 62) Buy-side investment bank for cross-border acquisitions by a leading Chinese listed private sector company in industrial machinery business with a market cap of +\$5bn. (\$250mn, Guangdong)**