

**China First Capital** is a leading China-focused specialist international investment bank and principal investment firm for private capital markets and M&A transactions. Founded in 2008, China First Capital maintains a disciplined focus on -- and strives for a leadership position in -- four distinct business areas:

- I. Private placement and equity financing for China's high growth private entrepreneur-led companies;
- II. Private equity buy-side & sell-side representation for acquisitions and early liquidity events;
- III. Strategic M&A transactions, domestic and cross-border;
- IV. Restructuring and growth capital financing and advisory for China's State Owned Enterprises.

Our transaction volume over preceding twelve months exceeds USD \$250 million. China First Capital's geographical reach and client mandates are across all regions of China, with exceptional proprietary deal flow. We have significant domain expertise in most major industries in China's private and public sector, structuring transactions for a diversified group of companies and financial sponsors to help them grow and globalize. We execute transactions across the capital spectrum to optimize clients' capital structure and our financial returns. We are a knowledge-driven company, committed to the long-term economic prosperity of Chinese business and society, backed by proprietary research (in both Chinese and English), that is unmatched by other boutique investment banks or advisory firms active in China.

For more information and to learn more about our company's unique strengths and capabilities in China, please contact directly our firm's senior management below.

### Chairman & CEO

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### Representative Industries

#### Consumer Products & Services

Retailers & Restaurants  
Automotive  
Education  
Branded Food and Beverages

#### Applied Technologies

New Materials  
Telecom equipment  
Components, Semiconductors  
Clean Energy

#### Advanced manufacturing

#### Diversified Industrials

Specialty Chemicals  
Metals & Mining  
Construction / Engineering  
Capital Equipment & Machinery

#### Healthcare

Medical Products/Devices  
Pharmaceuticals  
Chinese traditional medicine

### In all our work, we leverage our three fundamental strengths

#### Professionalism, Integrity

China's business environment is characterized by challenges, enormous opportunity and change. Throughout, we remain anchored to standards of personal and professional excellence, with a singular focus on becoming a long-term, trusted partner to clients and co-investors.

#### Broad Investor Network and Relationships

We seek investors and investments that will positively impact our business across the widest range: with growth capital, expertise, strategic insights, business contacts and demonstrated knowledge of the optimal routes to a successful exit through IPO or M&A. We believe it is imperative to identify the right investor and opportunity, and not just a favorable valuation

#### Meticulous Execution

We have a reputation for negotiating effectively with investors or strategic acquirers, on clients' behalf. Our process transfers leverage from investor to entrepreneur in equity financings and M&A in China. We work with and negotiate for our clients so that they achieve desired results, matching our clients' financing objectives with high-quality financial and strategic investors

### Recent Representative Transactions

#### Private Placements / Growth Capital

Manufacturer of special coated wiring used in electronics products  
Specialty chemicals manufacturer with strong portfolio of IP-protected products  
China's leading local search and "location-based services" company  
Large-scale integrated logistics and trade centers with annual net income +USD\$100mn  
Northwest China's largest fast food restaurant chain

#### M&A

Sell-side representation for specialist outdoor lighting company  
Buy-side mandate for China's largest auto electronics manufacturer

#### SOE Financing & Restructuring

Spinout financing of SOE subsidiary with USD\$90mn in net income  
Parent company financing for group with publicly-traded subsidiary and aggregate revenues of Rmb10 billion



### ***Selected Engagements & Transactions***

- 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)**
- 63) Chinese listed company cross-border acquisition of a major manufacturer of optical sensor semiconductors, a core supplier to Apple and other first tier mobile phone manufacturers (\$1.4 bn, Guangdong, US and Europe)**
- 64) Acquisition of USA trophy commercial assets in premier US gateway cities by Chinese listed company**
- 65) Capital raise and China expansion for US’s venture capital group (\$100mn, US and China)**
- 66) European listed company, global leader in payment systems, China M&A and expansion**
- 67) USA renewable energy company, capital raising from large Chinese state-backed strategic investor (\$50mn, US and Beijing)**
- 68) Leading USA LIDAR company, capital raise from Chinese strategic partner in the automotive industry, (\$65mn, US and Shanghai)**
- 69) Diversified packaged Asian food company, expansion and investment in China (+\$100mn, China)**
- 70) Assist one of China’s largest online technology companies to secure US strategic investment, (\$50mn, Beijing and California)**