

## Coming Event

Cyberport Venture Capital Forum 2008  
(Co-organizer: HKVCPEA)

**Cyberport  
Venture Capital  
Forum 2008**

Tuesday, 18 November 2008  
Function Rooms 1-3  
Cyberport

Monetize Unexpected  
and Unusual  
**Innovations Creativity**  
That Change the World

**Date:** November 18, 2008  
**Time:** 9:00 am - 5:30 pm  
**Venue:** Function Rooms 1-3, Cyberport  
**Organizer:** Hong Kong Cyberport Management Company Ltd  
**Co-organizer:** HKVCPEA

CVCF 2008 will take a close look at how investors and entrepreneurs in the ICT and media industries work together to develop and build innovative "contrarian" companies that can change the dynamics of doing business. Moreover, integrating creative lateral business thinking with tolerance, passion, confidence and other effective business qualities can and will change the world in which we live, making it a better place for everyone!

### Forum Highlights:

- Meet international venture capitalists and learn how they select and fund unexpected an unusual creative business
- Find out how successful entrepreneurs come out of "nowhere" to create promising returns
- Seize valuable networking opportunities to meet potential investors and like-minded entrepreneurs
- Join the concurrent exhibition and get inspired by local self-taught inventors, young designers and the new digital entertainments start-ups

### Who should attend?

- Entrepreneurs, CEO and Senior Executives with innovative ideas
- Creative Business startup owners who are looking for venture funding and/or wishing to unleash their creativity and business potential
- Venture capitalists and investors who are looking for creative, sustainable and rewarding business opportunities

### HKVCPEA members can enjoy a 60% discount on registration.

For registration, please contact Sam Wong at Tel: (852) 2845 6100 or Email: [swong@hkzca.com.hk](mailto:swong@hkzca.com.hk)  
For more details, please visit [here](#).

## Other Event

Supported by HK私投募資VCPEA

### SPARC Forum in "Chinese Medicine and Herbal Products"



**Date:** 11 November 2008  
**Place:** Hong Kong Science Park  
**Organizer:**  
Hong Kong Science and Technology  
Parks Corporation and Hong Kong  
Jockey Club Institute of Chinese  
Medicine Ltd

### Program Highlights

#### Investment & Business Opportunities for Applied Research Projects

- 20+ projects presentations
- investment and business matching

Experience-sharing from business leaders

## New Members Welcome Associate Member

**Deloitte.**

**Deloitte & Touche Corporate  
Finance Ltd**

**Representative:**

**Mr. Lawrence Chia  
Mr. Matthew Rourke**

Deloitte's China practice provides clients with a full range of services, including Corporate Finance Advisory Services, M&A Transaction Services, Forensic & Dispute Services and Reorganization Services. They have offices located in some of the most economically active cities in China, including Beijing, Shanghai, Guangzhou, Shenzhen and Hong Kong.

**Website:** [www.deloitte.com.cn](http://www.deloitte.com.cn)

## Past Event

Luncheon Talk on "The Secondary Market as a Portfolio Management Tool for General Partners in the Asia Region", 28 August 2008



The talk was on how to use secondary markets as a portfolio management tool and specifically how to price secondary transactions when going in and implications when looking for buyers, identify all the moving parts that one needs to consider in order to price and complete a transaction: What is driving the transaction; economics, hold or sell; structuring the auction; which buyers to invite and how many is ideal; types of assets to sell.

## Past Event

Joint HKICPA-HKVCPEA-ASrIA  
Seminar and Mixer,  
29 September 2008

#### Investors Perspective

- Ms Helen Chan, Director, L.E.K. Consulting Shanghai
- Mr David Ho, CEO, Mastermind Strategy Advisors Ltd
- Mr K. O. Chia, President, Hong Kong Venture Capital & Private Equity Association

#### CM in western markets

- Prof Michael Popp, CEO, Bionorica AG
- Dr Norimoto Hisayoshi, Chief Researcher, Evaluation and Analysis Research Labs, Kracie Pharma Ltd.

#### CM / Herbal Products and Applications (Drugs, health foods, personal care and cosmetics)

- Mr Nuan Chen, Deputy Manager, Basic Research Department, Shiseido China R&D Center
- Dr Kevin Xu, CEO, BotanoVation (Suzhou) Bioscience Co.
- Dr William Ma, Director of R&D, Nanfang Lee Kum Kee Co. Ltd.
- Mr Abraham Chan, CEO, Purapharm Int. (HK) Ltd.

#### Networking & Business Development Activities

- luncheon, tea breaks & cocktails

**Some complimentary tickets would be offered to HKVCPEA members at first-come-first-served basis. Please register with Lilia Chin at Tel: (852) 2845 6100 or Email: [lichin@hkvca.com.hk](mailto:lichin@hkvca.com.hk) before Nov 7 (Fri).**

## Other Event

Supported by **HKVCPEA**

### The 12th Beijing - Hong Kong Economic Cooperation Symposium



**Date:** November 26, 2008

**Venue:** Rm 606-7 Hong Kong Convention & Exhibition Centre

#### Organizer:

Beijing Technology Exchange & Promotion Center and Hong Kong Trade Development Council

To further promote the economic cooperation between Beijing and Hong Kong, the 12th Beijing - Hong Kong Economic Cooperation Symposium organized by Beijing Technology Exchange & Promotion Center and Hong Kong Trade Development Council will be held on November 26, 2008. **More than 10 investment projects** ranging from IT services, Computer Software and Telecommunication industry will be introduced to Hong Kong investors.

#### Projects Presentation

Date: November 26 Friday

Time: 2:00 pm - 4:30 pm

Place: Rm 606-7 Hong Kong Convention Exhibition Centre

#### Signing of MOU

Date: November 27 Thursday

Time: 11:00 am

Place: Rm 601 Hong Kong Convention Exhibition Centre

#### List of projects

For more details or register, please contact Sam Wong at Tel: (852) 2845 6100 or Email: [swong@hkvca.com.hk](mailto:swong@hkvca.com.hk)

## Other Event

Supported by **HKVCPEA**

### China Venture Capital & Private Equity Annual Forum 2008



**Date:** December 9 - 10, 2008

**Venue:** Sofitel Wanda Beijing, China

**Organizer:** Zero2IPO

The leading global investors, successful entrepreneurs, industrial experts, high-level government leaders and prominent scholars will present to share the leading-edge strategies and perspectives in the conference. It will hold five special sessions on investment strategy, analyzing and predicting from different angles the investment strategies in an unstable economic environment. In addition to creating an exclusive communication and high level networking platform for the attendees, the forum will broaden your vision on business strategy.

#### HKVCPEA members can enjoy 15% discount on registration.

For register, please contact Ms. Ali Liu at Email: [cvcf2008jp@zero2ipo.com.cn](mailto:cvcf2008jp@zero2ipo.com.cn) or Tel: at 8610 8458.0476 ext 8058.

For more details, please visit [here](#).



It was full house packed with 120 participants at the event sponsored by Ascent Partners. The seminar topic "Environmental and Socially Responsible Investment: An Opportunity or an Illusion?" was current focusing on the environmental and social challenges of investment in China. The speaker Hauman Yeung, who has worked for a private equity fund in China, spoke about a wide range of environmentally and socially responsible investments and on how to identify and manage the material risks and opportunities in a dynamic environment such as China.

It was an excellent networking opportunity for members of the three Associations- HKVCPEA, Hong Kong Institute of Certified Public Accountants (HKICPA)(Corporate Finance Group) and Association for Sustainable and Responsible Investment in Asia (ASRIA).

## Past Event

### New Member Breakfast, 6 October 2008



New members were introduced to the Executive Committee and to invited to voice how they feel the Association can help them.

#### New members met:

Amicorp Fund Services Asia Pte. Ltd  
Barclays Bank PLC  
Blank Rome  
Candover Asia Ltd  
Dewey & LeBoeuf LLP  
Fortune International (Asia) Ltd  
Merrill Lynch (Asia Pacific) Ltd  
SCM Strategic Capital Management Asia Ltd  
SEAVI Advent Ocean Private Equity Ltd  
Starr International Company (Asia), Ltd  
The Gravitass Partnership

Next New Member Breakfast is scheduled on 1 December 2008, 2 March 2009 and 8 June 2009.

## Past Event

### Delegation to Guangdong, led by Prof. KC Chan, 20 October 2008



HKVCPEA representatives Vincent Chan, Conrad Tsang and SC Mak joined the delegation led by Prof



## Other Event

### Why Now is the Right Time to Prepare Your Company for an IPO



**Date:** Tuesday 9 December 2008  
**Time:** Registration 8.00 am  
Presentation 8.15 – 10.15am  
**Place:** The Foreign Correspondents Club, 2 Lower  
Albert Road, Central  
**Organizer:** Tanner De Witt and Baker Tilly Hong Kong

How to plan for a successful IPO? It can easily take two years to complete an IPO from the start of the process to the first day of trading. IPOs are always dependent on market conditions, and now might not be the time to launch an IPO, but it is a good time to start planning for the process. A carefully planned entry into the IPO process will increase the chances of a successful launch into the markets.

#### Topics to be covered in the seminar include:

- Market requirements
- Organisation of the Company's management and the IPO process
- The company's suitability for a listing
- Corporate structure
- IPO Financing
- IP and Employment considerations
- Different potential markets for an IPO

For more information, please go to [www.tannerdewitt.com](http://www.tannerdewitt.com) or call Riitta Hanninen on 2573 5000.

## Investment Matching Corner HKVCPEA



### Logital Co. Ltd.

**Nature of Business:** High tech company making assistive equipment attached to hearing aids.

**Funds Required:** USD 7 million 1st Round; USD 7 million 2nd Round (Negotiable)

**Project Details:** Logital has made its flagship product, EasyHear, a booster attached to hearing aids, ready for sale globally since September 2008. Worldwide deaf population is now about 10% of total, or 600 million, counting the elderly people. To better exploit such huge market potential, Logital is seeking a total of USD 14 million to construct new production capacities, to establish marketing & distribution channels for such highly specialized product, and to conduct further R&D of integrating EasyHear with hearing aids. EasyHear is a winner of the prestigious Best Digital Inclusion Award 2007. Logital operates in a highly specialized niche where subsidies are high from the governments to finance equipment purchase by the hearing impaired people. Hence there is no cutthroat competition within the industry. Budgeted IRR is 120% p.a. over 5 years from 2009 while the ROIC (return on invested capital) of the same 5-year period is 880%. Sales volume are only required in the range of 18,000 units in 2011 to 54,000 units in 2013 (compared with world deaf population of 600 million) to achieve the target of returns.

**Contact Details:** Mr. CHEUNG Yat Yiu Danny, CEO  
Tel: (852) 3102 1898  
Email: [dannycheung@logitaltech.com](mailto:dannycheung@logitaltech.com)  
Website: [www.logitaltech.com](http://www.logitaltech.com)

## Investment Matching Corner HKVCPEA

### Waim Ltd

**Nature of Business:** Biofuel

**Funds Required:** USD1 Million this round

**Project Details:** Waim Ltd is based in Hong Kong with business in China and Australia. The Company has developed a proprietary technology which is patent-approved by the State Intellectual Property Office of the P. R. C. The biofuel processing technology targets China's large but less-developed regions and rural sector, which primarily use diesel-powered vehicles, machinery and equipment. A business plan is in place to offer a flexible, affordable package to regional and rural sector customers, including equipment supply and technical assistance, enable the end-users to achieve fuel self-sufficiency at low costs. Our business plan also includes a buy-back scheme, where biofuel produced by customers with surplus capacities, will be bought back by the Company. The Scheme provides incentives to people who make their investment decision in purchasing our equipment, also allows customers to secure incomes through fuel sales. Our sales & marketing strategy includes forming partnerships with local companies, as well as obtaining government supports in the region. Waim Ltd is seeking investors to enable the business operating within 12

KC Chan, Secretary for Financial Services and the Treasury and met the senior government officials of Guangzhou.

## Past Event

### Delegation to the 13th Macao International Trade & Investment Fair (MIF), 23-25 October 2008



Representatives from the Hong Kong Venture Capital and Private Equity Association (HKVCPEA), headed by Conrad Tsang, Member of Executive Committee, attended the welcome dinner and the opening ceremony. The event was well participated by government officials and businessmen around the world.

Hanson Cheah, Past Chairman led the Conference "Private Equity Opportunities and International Fund Raising". The panelists comprising prominent and seasoned practitioners from Private Equity, Investment Banker, Corporate Finance and Corporate Investment contributed to an interesting session.

## Past Event

### HKVCPEA-AIMA Wine Tasting Event "A Grand Tour of Italy" 27 October 2008



This was HKVCA's 5th Annual Wine Tasting. It cooperated with Alternative Investment Management Association (AIMA) for a second year with "The Grand Tour of Italy". This annual event becomes better and larger each year and is gaining a reputation for being most enjoyable way of learning and tasting some very fine wines under the guidance of the leading wine expert, Simon Tam. Wines tasted were:

- 1) Antinori Badia a Passignano Chianti Classico Riserva 2004 (WS 90, RP89)
- 2) Prunotto Barbaresco Bric Turot 2003 (WS 91, RP91)
- 3) Amarone Allegrini 2004 (WS93)
- 4) Antinori Tignanello 2001 (WS 91, RP93)
- 5) Pio Cesare Barolo 2003 (WS 92, RP91)
- 6) Castelgiocondo Brunello 2003 (WS 90, RP89)

This was also an excellent networking and 'mixing' opportunity for members of both Associations.

months, which includes a marketing operation in Shenzhen, equipment supply outsourcing, and a dealership network in selected regions. Future secondary funding requirement will be approximately \$10 million, which will enable the business becoming a major player of biodiesel supply and distribution in China.

**Contact Details:**

Mr. Wilbur Wu, Managing Director  
Tel: (852) 3189 7603 / 6089 0391  
Email: [wuw@netvigator.com](mailto:wuw@netvigator.com)

## Investment Matching Corner

### HKVCPEA



### Sun Ruby 3D Technology Limited

**Nature of Business:**

Develop 3D products for emerging demand on 3D Stereoscopic video/animation solutions for commercial and infotainment.

**Funds Required:**

US 3 million

**Project Details:**

As the leading provider of 3D technology and products, the rising demand of the 3D device and services has led us to further improve our unique products in different areas, and expand our team to meet this evolutionary change of viewer habit – 3D stereoscopic contents will become a “norm”.

1. 3D auto-stereoscopic display: Based on "Technology Transfer Program" with City University of Hong Kong, we leverage their world class expertise and turn the latest research result on auto-stereoscopic display into our products
2. Low cost, high quality Dual-Lens camera system for consumer products: Improve sensors' synchronization, recording resolution, mechanical control of the lens and the capturing of video in wider range of scene.
3. Improve 3D movie/images interoperability: Allow the files to playback on other products in the market.
4. Head-Mounted stereoscopic cameras: Evolving the appearance and mechanical design of the device to make it user-friendly and allow innovative usage.
5. Multiple cameras: Research on next generation of 3D video capturing techniques.
6. Participate international 3D stereoscopic organizations to promote and contribute to different aspect of 3D stereoscopic standard for the industry.

**Contact Details:**

Mr. Eric Wan, CEO  
Tel: (852) 2648 9022  
Email: [info@v3d.hk](mailto:info@v3d.hk)  
Website: [www.v3d.hk](http://www.v3d.hk)

**Hong Kong Venture Capital and Private Equity Association**

Tel: (852) 2845 6100  
Fax: (852) 2537 0086  
Email: [enquiry@hkvca.com.hk](mailto:enquiry@hkvca.com.hk)  
Website: [www.hkvca.com.hk](http://www.hkvca.com.hk)