

China Investment Outlook & Sino-GDB Offshore PE Fund

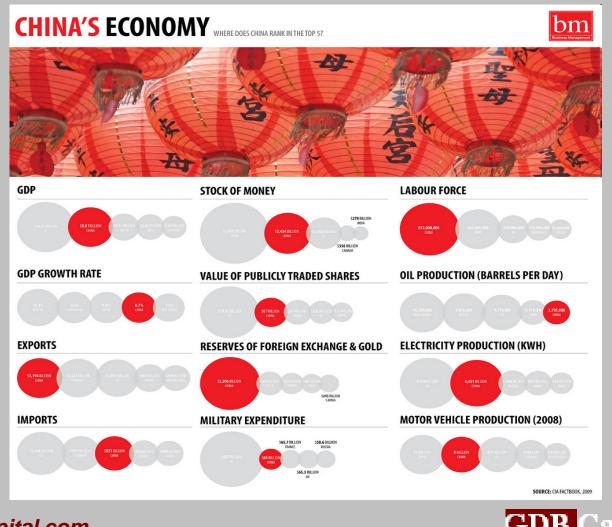
China's Economic Development

- Ø Overtook Japan as the world's second largest economy in 2010 with GDP growth of 10.3%
- Ø Overtook US as the largest automobile market and Germany as the largest exporter in 2009
- Ø China led the world out of the global recession in 2009, decoupling from the traditional US economic dominance
- Ø Chinese economy will surpass US in PPP terms between 2012 and 2015; by as early as 2020, China could become world's largest economic power by almost any measure





China's Top 5 Rankings





US Golden Ages

Gilded Age (1865-1900), 35 yrs

- Ø Greatest period of economic growth in US history
- Ø In its height in the 1880s:

-GDP almost doubled from the decade before

-Capital investment increased nearly 500%

Roaring Twenties (1920-1929), 9 yrs

- Ø Urbanization reached a climax in 1920s, more Americans lived in cities than in small rural areas
- Ø Prosperity driven by government growth policies, a boom in construction, and rapid growth of consumer goods such as automobiles

Post WWII Economic Expansion (1945-1970), 25 yrs

- Ø Swell of the middle class
- Ø Keynesian economic policies



Other Countries' Golden Ages

Japan Post-War Economic Miracle (1945-1990), 45 yrs

- Ø Real economy growth averaging;
 - 10% in the 1960s
 - 5% in the 1970s, and
 - 4% in the 1980s
- Ø Ended by failure by BOJ to cut interest rate quickly enough to counter the overhang of over-investment in the 1980s; Japan enters into "the Lost Decade"

Korea's Exponential Growth (1960-1990), 30 yrs

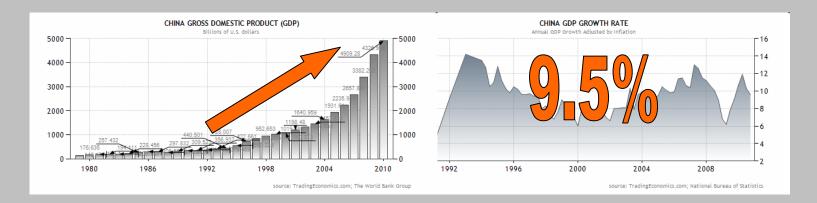
- Ø GDP expanded by an average of more than 8% per year from 1962 to 1989
- Ø Adoption of outward-looking strategy in the early 1960s which promoted labor-intensive manufactured exports



How Long is China's Golden Age

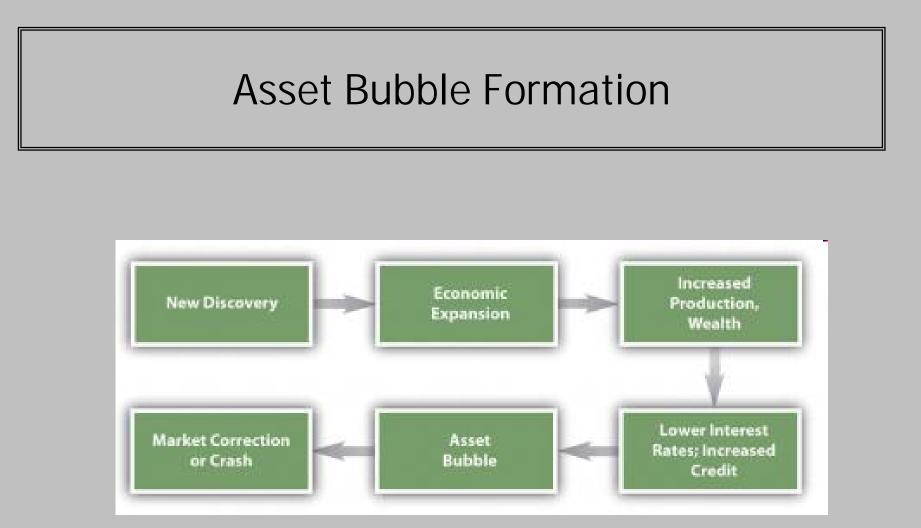
China's Economic Reform (1978 - ???)

Ø In comparison, in the 32 years from 1978 to 2010, Chinese economy grew on average by 9.5% annually

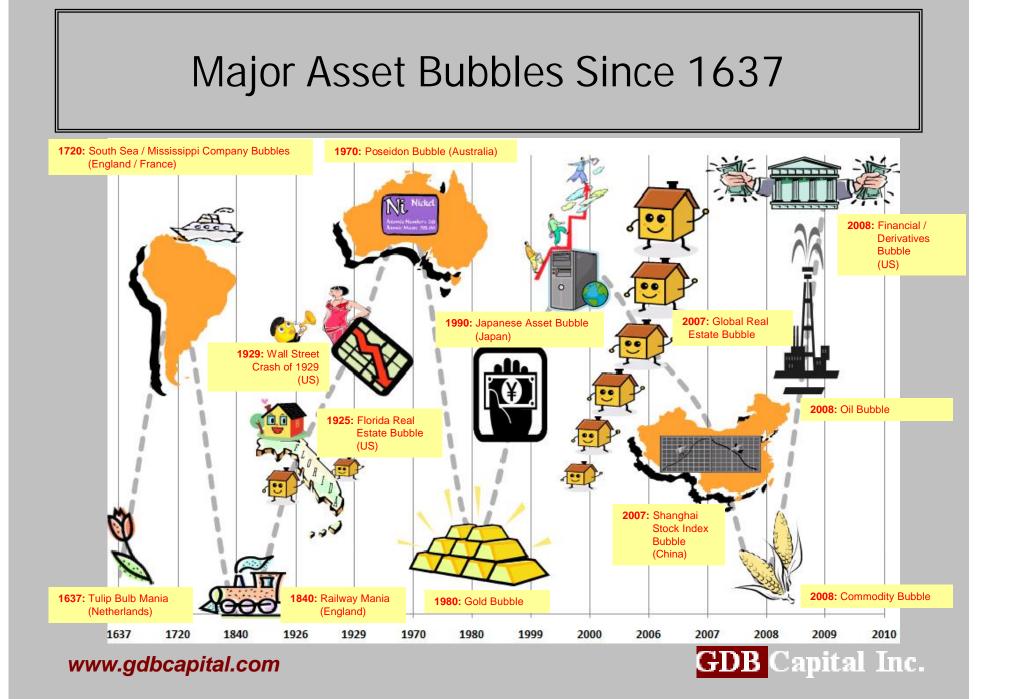


- Ø How long will Chinese investors/businesses benefit from this secular domestic growth trend?
- Ø Should investors play cautious now by partially withdrawing from their domestic investments and allocating wealth elsewhere?



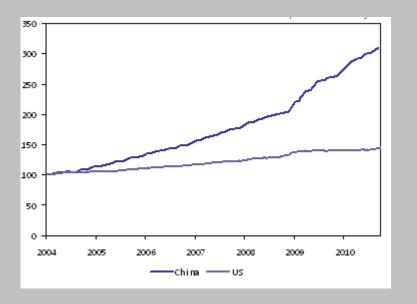






China's Liquidity Flood

- Ø World-record foreign exchange reserve: US\$2.85 trillion
- Ø China's money supply has tripled since 2004, and has increased exponentially compared to the US



M2 Money Supply China vs. US (rebased January 24, 2004 – 100)

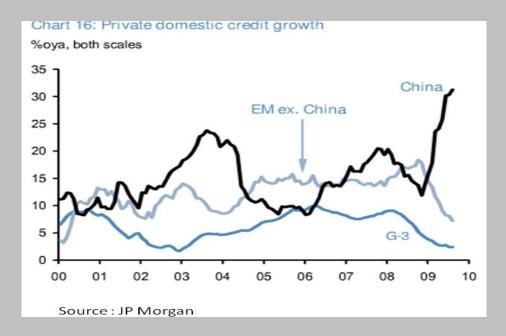
Source: Bank of China



China's Liquidity Flood

Ø Rapid credit growth, especially post 2008 financial crisis

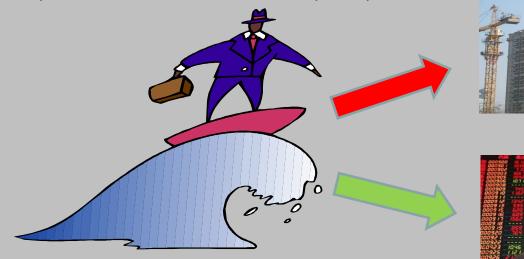
Ø 14% credit growth projected for 2011





Limited Channels for Investments

- Ø Capital control preventing hot money leaving China
- $\ensuremath{\varnothing}$ Two limited investment channels in China for investors:
 - 1) Domestic property and real estates market
 - 2) Domestic stock market (SSE) & PE









Ingredients for Financial Imbalance

- Ø Excess liquidity, abundance of capital, easy credit
- Ø Concentration of investment in particular asset class



- Ø Fixation on shortterm gain over long-term performance
- Ø Herd mentality



Signs of Trouble: Real Estate

- Ø Despite government's effort to cool the real estate market, property development investment is up by 35.9% in the first 11 months of 2010
- Ø Real estate and auxiliary sectors make up significant portion of China's GDP, property development was 20% of total fixed urban asset investment in 2010
- Ø Lack of investment alternatives drives investors and speculators to hoard real estate
- Ø Perceived as a more superior investment option over the stock market or the money market
- Ø Government considering implementation of property tax to address the problem; will this create a domino effect if investors choose to unload





Signs of Trouble: Chano's Crystal Ball

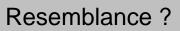
- Ø Influential short-seller James Chanos, who predicted the Enron downfall expresses caution on China:
 - § Over-concentration of national GDP attributed to real estate development
 - § Common to see new, unoccupied housing held for speculative purposes in major cities. This speculative fever contains similarities to other major historical asset bubbles
 - § He noted: "At the peak of Dubai's building boom, there were 204 square meter of property under development for every \$1 million in national GDP. In urban China today, that ratio is four times as high."
 - § Historical speculative fever in real estates all ended badly
 e.g. Japan, US, and Spain



Signs of Trouble: Real Estate

Ghost towns in China:













Spain



Dubai



US

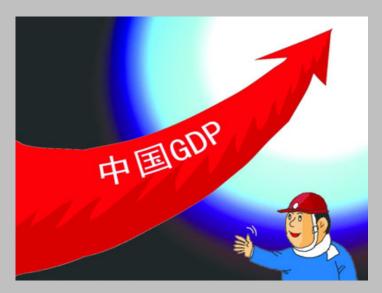
Signs of Trouble: Domestic Stock Market

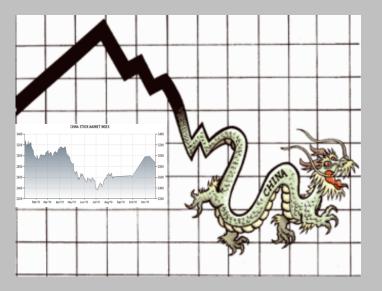
- Ø High volatility compared to other mature international stock exchanges
- Ø Less institutional investor participation compared to Western markets
- Ø Unsophisticated retail investors participating directly in the market based on "stock tips"; in Western markets, investors usually invest with or alongside professional asset managers
- Ø M&As, hostile take-overs, LBOs, and MBOs not widely used as value captive strategies on undervalued opportunities
- Ø Risk management products such as futures, options, and ETFs are still at early stage of development, restricting the ability to hedge investment risk

GDB Capital Inc.

Signs of Trouble: Domestic Stock Market

Ø Despite China's surging economic growth in 2010, the SSE was down 14% for the year, making it the 2nd worst performing stock market in the world





Ø Ironic? Could it be smart money is leaving China? www.gdbcapital.com



Signs of Trouble: Inflation

- Ø Inflation reached 28 months high of 5.1% at the end of November 2010
- Ø Actual inflation could be much higher than the reported figure
- Ø PBOC survey showed the percentage of citizens content with the current price level has sunk to an 11-year low
- Ø Only 17.3% of Chinese consumers surveyed said they intended to consume more in the future
- Ø Expectation of higher inflation reduces consumption and puts burden on future economic growth





Signs of Trouble: Inflation

Ø Government has taken the following measures in 2010 to combat inflation:

§ Two separate 25 bps interest rate hikes in October and December

§ Increased reserve ration six times throughout the year and is currently 19.5% for larger commercial banks and 17.5% for small to medium banks

§ Reduced banking system lending target to 7.5trillion Yuan

§ Further rate increases are expected in 2011

Ø If government efforts succeed à slower future growth;
 If government efforts fail à asset bubble worsen and eventually implode



Aftermath of Bubble Collapsing

- Ø During the 2007 and 2008 financial crisis:
 - § Number of Chinese billionaires shrunk from 66 to 24
 - § 60% drop in Shanghai and 50% drop in HK stock markets
 - § Yang Huiyuan (real estate heiress) suffered the largest loss, losing a staggering \$14 billion
 - § Larry Yung of Citic Pacific lost more than \$500 million in a single day



Ø What can one do to prepare in case of another economic storm?

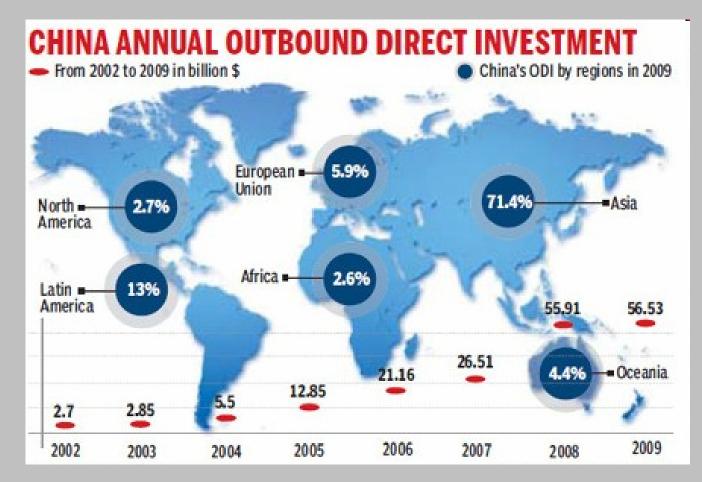


Solution: Outbound Investments

- Ø Smart money MUST seek ways to flow out from the over-heated Chinese capital markets
- $\ensuremath{\varnothing}$ China has become the No.2 outbound investor in the world
 - § strong interest in energy, mining, and manufacturing industries
 - § non-financial investment topped US\$17.8 billion in 1H2010
- Ø Used to be dominated by state-owned enterprises (SOEs), but now private companies have become increasingly active
- Ø Expect Chinese-based PE firms to become major outbound M&A participants, domestic PE fund raising more than doubled YOY in 2010 to US\$27.6 billion



Solution: Outbound Investments





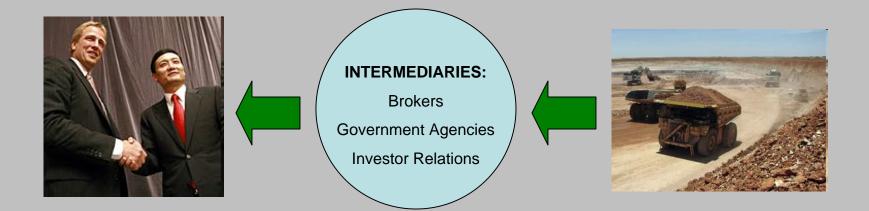
Advantage of Private Investors

- Ø Private companies, PE funds, and high net wealth individuals have many advantages over SOEs when it comes to outbound M&A:
 - § Nimble and flexible, able to act more swiftly on investment opportunities
 - § Less exposed to political risk, especially when investing through an overseas partner
 - § More suitable acquirer for mid-market targets, more selection of investments in the mid-cap/small-cap space
 - § Wider selection of exit strategies, including:
 - re-sell to or JV with the SOEs
 - -re-sell to overseas companies and PE firms
 - listing on the overseas or domestic stock markets, or both



Traditional Investment Model

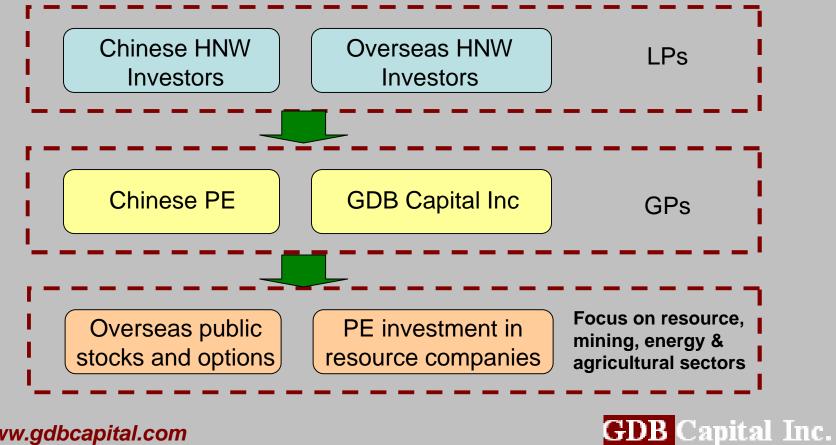
Ø Investments are introduced to Chinese firms through intermediaries in a brokerage relationship



- Ø Short-term relationship, intermediaries not involved with post-investment management; intermediaries have no skin in the game
- Ø Intermediaries motivated by maximizing their own profit, inherent conflict of interest exists in the traditional model



Ø Off-shore PE fund with Chinese PE partner and GDB Capital as GPs and selected high net worth (HNW) investors as LPs



- Ø GDB Capital as the front group initiating and executing transactions:
 - § Lowering political risks to complete transaction
 - § Minimizing impact of local investors bidding up the asset price pre-closing
- Ø GDB Capital as an overseas partner:
 - § Chinese partner maintains control of investments and disbursement of the fund
 - § Leverage from GDB Capital's relationship with overseas banks and company owners
 - § Enhanced negotiation capability to secure transactions at more favorable terms
 - § Continued involvement from GDB Capital on managing investments after closing



| Mandate: | To invest in equity and equity-related securities of mid-market private and public companies |
|------------------------|---|
| Investment Focus: | Mid-market, growth, distressed assets, acquisition, and buyout opportunities |
| Target Industry Focus: | -Metals & mining -Clean energy -Real estate -Fertilizer & agricultural chemicals -Technology |
| Legal Form: | Limited Partnership |
| Target Fund Size: | US\$150 million to US\$ 200 million |





| Investment Criteria: | -Quality of management team-Attractive industry fundamentals-Growth potential-Defined exit strategy |
|----------------------|--|
| Investment Term: | Initial investment period of 5 years. Extendible for up to three one-year periods |
| IRR Target: | Gross pre-tax IRR of 25% |
| Fee Structure: | 2% Management fee, performance fee of 20% of the increase in NAV of the fund |
| Limits: | Prior to investment in a company, approval must be obtained from majority of the Limited Partners |
| www.gdbcapital.com | <mark>GDB</mark> Capital Inc. |

About GDB Capital

- Ø Comprised of professionals with diverse expertise in investment banking, asset management, investor relations and securities law
- Network encompasses an array of private company owners in the mining, oil & gas, and manufacturing sector in North America and overseas
- Ø Prior to BHP's bid for Potash Corp in 2010, GDB Capital advised a Chinese PE firms on the purchase of certain Canadian potash assets around the same region. If transaction was successfully closed, investor would have reaped potential return of over 100% within six months period
- Ø Advised and negotiated attractive offers on behalf of Chinese firms on numerous overseas mining projects
- Ø Investing for clients in the North America equity market since 2000





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