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CHINA BUSINESS UPDATE
Presents

The 10th Annual International Conference
2005 President's Forum

中国汽车市场兼并和重组的挑战和机遇

Mergers & Acquisitions in China's Expanding Auto Market

-- Challenges & Opportunities for SOEs, JVs, Shareholding and Private Companies

- * Attend a unique, workshop-style two-day conference to discuss challenges and opportunities of the future consolidation of the world's largest auto market
- * Learn about latest policy issues pertaining to post-WTO China: mergers & acquisitions, investment, financing, insurance, sales & distribution
- * Presentations from CEOs of multinational and Chinese OEMs and suppliers who will share their insights and experience operating in China
- * Indispensable networking opportunity for doing automotive business in China

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- * BAIC (Holding)
- * BYD Auto
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Time: April 25-26, 2005 Venue: Grand Hyatt Shanghai

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during

The 11th Shanghai International Motor Show
April 22-28, 2005

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conferences held in Detroit,
Beijing, Shanghai and Frankfurt!

Mergers & Acquisitions in China's Expanding Automobile Market

April 25-26, 2005, Grand Hyatt Shanghai

PRE-CONFERENCE SUNDAY, April 24, 2005

08:30 VIP Tour of Auto Shanghai (Bus leaves hotel)
19:00 Speaker/Sponsor Dinner
Sponsored by GLOBAL INSIGHT

15:30

IV. Moderator: Wayne W.J. Xing, CBU
CHALLENGES & OPPORTUNITIES FOR
OE SUPPLIERS (I)

DAY ONE: MONDAY, April 25, 2005

07:30 Coffee & Registration
08:20 Chairmen's & Sponsors' Opening Remarks

08:30 I. Moderator: Wayne W.J. Xing, CBU
POLICY AND REGULATORY ISSUES IN
MERGERS AND ACQUISITIONS

Keynote: Miao Wei, President, Dongfeng Motor Corp.
Gao Shangquan, Director
China Society of Economic Reform
Chen Xiaohong, Director
State Council DRC Institute of Enterprise Research
Huang Yonghe, Director, Office of Auto Policy
China Automotive Technology & Research Center

09:45 Questions & Answers
10:15 Refreshment Sponsored by VALEO

10:30 II. Moderator: *21st Century Business Herald*
CHALLENGES & OPPORTUNITIES FOR
OE MANUFACTURERS (I)

An Qingheng, Chairman
Beijing Automotive Industry (Holding) Corp.
Mei-Wei Cheng, Chairman & CEO
Ford Motor (China) Ltd.
Xu Gang, Chairman
Shanghai Maple Automobile Co., Ltd.

11:45 Questions & Answers
12:15 Luncheon Sponsored by DELOITTE

13:30 III. Moderator: Lei Xing, CBU
CHALLENGES & OPPORTUNITIES FOR
OE MANUFACTURERS (II)

Keynote: Hu Maoyuan, President (inviting)
Shanghai Automotive Industry (Group) Corp.
Zhang Fangyou, Chairman (inviting)
Guangzhou Automotive Industry Group Corp.
J. C. Germain, President
PSA Peugeot-Citroën Automobile China
Yin Mingshan, Chairman, Lifan Industry Group

14:45 Questions & Answers
15:15 Refreshment Sponsored by VALEO

16:45 Questions & Answers
17:15 End of Day One

18:00-20:00 Cocktail Reception
Sponsored by MAGNA INTERNATIONAL

DAY TWO: TUESDAY, April 26, 2005

07:30 Coffee & Registration
08:20 Chairman's Recap of Day One

08:30 V. Moderator: Wayne W.J. Xing, CBU
CHALLENGES & OPPORTUNITIES SEEN
FROM PROFESSIONAL PERSPECTIVES

Keynote: Zhu Yanfeng, President (inviting)
China First Automobile Works
Ashvin Chotai, Director
Asia Auto Industry Research, Global Insight
Ted T. Lee, Managing Partner
Deloitte Touche Tohmatsu CPA Ltd., China

09:45 Questions & Answers
10:15 Refreshment Sponsored by DELPHI

10:30 VI. Moderator: *21st Century Business Herald*
CHALLENGES & OPPORTUNITIES FOR
OE MANUFACTURERS (III)

Chen Hong, President (inviting)
Shanghai Automotive Group Co., Ltd.
Wang Chuanfu, Chairman & President
BYD Shareholding Co., Ltd.
Chen Zhixin, President (inviting)
Shanghai-Volkswagen Automobile Co., Ltd.

11:45 Questions & Answers
12:15 Luncheon Sponsored by TRW

Mergers & Acquisitions in China's Expanding Automobile Market

April 25-26, 2005, Grand Hyatt Shanghai

13:30

**VII. Moderator: Lei Xing, CBU
CHALLENGES & OPPORTUNITIES FOR
OE MANUFACTURERS (IV)**

Ma Chunji, Chairman (inviting)
China National Heavy-Duty Truck Group Corp.
Wang Jinyu, President
Beiqi-Foton Automobile Co., Ltd.
Zuo Yan'an, Chairman (inviting)
Jianghuai Automobile Group
Wu Yun, Chairman, Qingling Auto Group

14:45

Questions & Answers

15:15

Refreshment Sponsored by DELPHI

15:30

**VIII. Moderator: Wayne W.J. Xing, CBU
CHALLENGES & OPPORTUNITIES FOR
OE SUPPLIERS (II)**

Ali Ordoobadi, Vice President China
Valeo Group
Gu Chujun, Chairman (inviting)
Greencool Technology Co., Ltd.
Steve Meszaros, Managing Director/President
Visteon China/Yanfeng Visteon Auto Trim Systems

16:30

Questions & Answers

17:00

Closing Remarks and End of Conference Program

Program Subject to Change Without Prior Notice

DAY THREE: WEDNESDAY, April 27, 2005

08:00

**Executive Tour of OE and Parts Manufacturers
Sponsored by METHODE ELECTRONICS
Bus Leaves Hotel (Meet in the Lobby at 07:50)**

For Further Information

Email: conference@cbuauto.com or confusa@cbuauto.com

Or visit: www.cbuauto.com

ABOUT THE CONFERENCE ORGANIZERS

China Business Update is an information and consulting firm specialized in the Chinese auto industry. In addition to three electronic newsletters distributed worldwide, **CBU** publishes annual reports, directories and collections of automotive policies, laws and regulations on the world's largest emerging auto market.

21st Century Business Herald is China's leading and influential newspaper (twice weekly) in Chinese founded in 2001. Published by the Nanfang Newspaper Group based in Guangzhou, **21st Century Business Herald** has been ranked as China's "best business newspaper."

Conference Speaker Profile (in alphabetical order)



An, Qingheng, is Chairman of Beijing Auto Industry (Holding) Corp. A graduate of Tsinghua University, An first worked at Beijing Gear Works for over 20 years before becoming GM in 1991 of Beijing Auto Works. He became Chief Engineer of BAIC in 1995 and President in 1999 before taking up the current position in 2002.



Chang, Herman H., is Director, Asia Pacific, Delphi Energy & Chassis Systems. Chang began his career with GM in 1986 and was transferred to Delphi Chassis in 1991. Chang moved to Shanghai in 1996 and became Delphi China President in 2001. Chang holds Master's and Doctorate degrees in Mechanical Engineering from Northwestern University in the U.S.



Chen, Hong, is President of Shanghai Automotive Group Co., Ltd., a newly established shareholding company under the SAIC Group. Prior to current position, Chen was president of Shanghai-GM since 2000 and its vice president between 1997-1999. Previously, Chen worked at Shanghai-Volkswagen from 1985-1995. Chen graduated in 1984 from Tongji University with a B.S. degree in Automation.



Chen, Xiaohong, is Director of the Institute of Enterprise Research under the State Council Development and Research Center. Chen entered the DRC in 1985 and has since been involved in the research of industrial and enterprise economics. He has published extensively on issues of enterprise reform. Chen holds a B.A. and M.S. from the Huazhong College of Engineering.

Chen, Zhixin, is President, Shanghai-Volkswagen Automobile Co., Ltd.



Cheng, Mei-Wei, is Vice President of Ford Motor Co. and Chairman & CEO of Ford Motor (China) Ltd. A graduate of Cornell University with an MBA, Cheng joined Ford in 1998 as Ford China Vice President. Prior to that he was chairman & CEO of GE (China) Co., Ltd.



Charlois, Alain, is Vice President Business Development, Asia Pacific and Global Product Planning, Occupant Safety Systems, TRW based in Shanghai. Charlois joined TRW in 1992. He is a graduate of the Ecole Nationale Supérieure d'Electricité et de Mécanique, Nancy University (France), with a B.A. in mechanical engineering.



Chotai, Ashvin, is Director of Asian Automotive Research of Global Insight. Over the past 15 years, Chotai has worked on a range of consultancy and analytical assignments involving the global automobile industry. Chotai is an Engineering graduate from Bristol University (UK) and has an MBA from the London Business School.

Mergers & Acquisitions in China's Expanding Automobile Market

Conference Speaker Profile



Gao, Shangquan, is Director of China Society of Economic Reform. A graduate in Economics from St John's University in 1952, Gao has been involved over the past 20 years in the research on economic reform and re-structuring. Gao is on the faculty of several leading universities and has published extensively on China's economic reform.



Tian, Yushi, is President of Fawer Automotive Parts Co., Ltd., a wholly owned subsidiary of FAW founded in 1998. After graduating from the Harbin University of Engineering in Mechanical Engineering, Tian joined FAW in 1970 and worked at its Heat Treatment Factory for 20 years before taking up key management positions at FAW.



Germain, J. C., is President of PSA Peugeot-Citroën China. He became Chief Representative in Beijing for Peugeot in 1989. Three years later, Germain moved to Kuala Lumpur as Chief Representative and Vice President for Mbf-Peugeot Sdn Bhd. Before returning to China, he was Deputy Director of Asia Pacific at Automobile Peugeot corporate office in Paris.



Xu, Gang, is Chairman of Shanghai Maple Automobile Co., Ltd., one of the four car assembly subsidiaries of Geely Holding Group. After working for 23 years as a government official in charge of finance and taxation in Zhejiang Province, Xu joined the privately owned Geely Holding and became its CEO in 2002.

Gu, Chujun, is Chairman of Greencool Technologies, Co., Ltd.



Hu, Maoyuan, is President of Shanghai Automotive Industry Group Corp. Hu was President of Shanghai-GM Automobile Co., Ltd. in 1997-1999 and Vice President of SAIC from 1991-1999. A veteran with SAIC for 40 years, Hu holds degree in Business Administration from Fudan University.



Wang, Chuanfu, is Chairman & President of BYD Shareholding, a public listed firm in Hong Kong. Wang founded BYD in 1995 to make mobile phone rechargeable batteries and has grown his firm into the world's 2nd largest rechargeable battery maker. BYD has sales offices around the world. It moved into car assembly two years ago.



Huang, Yonghe, is Director of Automotive Industry Policy Research under the China Automotive Technology & Research Center. A graduate of Nankai University in Japanese Language and Literature in 1986, Huang has been involved in automotive industry information and policy research.



Wang, Jinyu, is President of Beiqi-Foton Auto Co., Ltd. During the 1980s, Wang led an agricultural machinery factory into a leading farm truck manufacturer. In 1994 Wang joined hands with BAIC and dozens of parts manufacturers across the country to form Beiqi-Foton, a light truck maker.



Lee, Ted. T., is Managing Partner, Global Client Services of Deloitte Touche Tohmatsu. With over 28 years of experience serving clients in the U.S. and China. Lee heads Deloitte China's automotive industry group. A U.S. CPA, Lee holds a MBA in Accounting and Finance from the University of Southern California and a B.S. degree in Accounting.



Wu, Yun, is Chairman and President of Qingling Auto Group. A graduate of Hunan University in Automobile Design Engineering, Wu worked at Chongqing Auto Works as technician, director, vice president and president. In 1994 he became President of Qingling Automobile, a joint venture with Isuzu listed in the Hong Kong Stock Exchange.

Ma, Chunji, is Chairman of China National Heavy-Duty Truck Group.



Meszaros, Steve, is Managing Director of Visteon China and President of Yanfeng Visteon Auto Trim Systems. With a degree in Mechanical Engineering from MIT and a Master's degree in Manufacturing Systems Engineering from Stanford, Meszaros has a 20-year career first with Ford and later with Visteon.



Yin, Mingshan, is Chairman of Lifan Industry Group. Yin founded Lifan in 1992 by servicing motorcycle engines. In less than 10 years, Lifan became one of the country's largest privately owned motorcycle manufacturers. Prior to his motorcycle business, Yin worked as an English teacher, editor and book distributor in Chongqing.



Miao, Wei, is President of Dongfeng Motor Corp. and Chairman of Dongfeng Motor Co., Ltd., a 50:50 joint venture with Nissan Motor. Upon graduation from Hefei University of Engineering, Miao became an official with the China National Auto Industry Corp. and the Ministry of Machinery Industry.



Zhu, Yanfeng, is President of China First Automobile Works (FAW), China's largest motor vehicle manufacturer. Before 1999, when he was promoted to the current position, Zhu was Director of International Sales and Cooperation at FAW. Zhu entered FAW in 1983 after he graduated from Zhejiang University with a B.A. in Automation.



Ordoobadi, Ali, is Valeo Group Vice President China. Ali joined Valeo in 1988 and has since held numerous positions in product development and international sales and marketing. Ali holds a BA, MS and PhD from the Universite de Technologie de Compiègne in Mechanical Engineering.



Zuo, Yan'an, is Chairman of both Jianghuai Automobile Group and Ankai Automobile Group in Hefei, Anhui Province. After graduating from Hefei University of Engineering, Zuo entered Jianghuai in 1968. Zuo also holds a graduate degree in Management from Tsinghua University.

Zhang, Fangyu, is Chairman of Guangzhou Auto Industry Group.

Benefits in Attending This High-Level Conference



Dear Automotive Executive:

China Business Update is proud to present to you our 10th annual international conference/2005 President's Forum, *Mergers and Acquisitions in China's Expanding Automobile Market*, to be held in Shanghai on April 25-26, 2005 during this year's largest automotive trade show, **Auto Shanghai 2005** (April 22-28, 2005).

Attendees this year will experience an intensive two-day seminar to discuss the long-term prospects of the world's largest emerging auto market. It will be a rare opportunity for you to meet and network with top industry and government leaders and executives from all over the world. As an attendee, you are guaranteed to receive the following benefits:

- * Learn about the latest policies, laws and regulations on investment, manufacturing, sales and distribution in post-WTO China;
- * Understand the future trends in mergers & acquisitions so as to better prepare yourself for new challenges and opportunities;
- * Listen to hands-on presentations from 20-25 CEOs/chairmen/presidents of leading OEMs and suppliers in China;
- * Enjoy insightful presentations and case studies of both vehicle and component joint ventures in China;
- * Find out perspectives from both sides of joint ventures on issues of new product development, quality control and IPRs;
- * Meet with top Chinese and expatriate executives who are most experienced as partners in Sino-foreign joint ventures;
- * Interact with China's first group of entrepreneurs who have successfully launched vehicle assembly projects;
- * Receive conference documentation which includes handbook materials on doing auto business in China, a value of \$595;
- * 50% discount on the latest edition of the *Directory of Chinese Vehicle, Motorcycle, Component & Parts Manufacturers*.

If you feel you have not been rewarded with the above at the end of the conference, **CBU** guarantees a 100% refund of your conference fees. As Conference Chair, I urge you not to miss this value-added high-level event.

Wayne W.J. Xing, Ph.D., Conference Chair

Attendee Evaluations of CBU's Previous Nine International Conferences Held in Detroit, Beijing, Shanghai and Frankfurt:

"I have been to many conferences on China. This one is the best." -- **Dana Corp.** "Extremely satisfied!" -- **Paccar International**
"Your conference consistently draws top Chinese automotive executives, a real gem among China conferences." -- **Delphi Automotive Systems**
"This is a fabulous, intensive and in-depth overview of joint venturing in China. Excellent organization!" -- **Michigan State Job Commission**
"Excellent! One of the best I have attended in any industry." -- **Trust Company of the West** "It was worth the trip!" -- **KS Kolben Schmidt GmbH**

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MAIL: P.O. Box 1368, Amherst, MA 01004-1368, USA, *or*
1G Guomen Bldg., 1 Zuojiashuang, Beijing 100028, China

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CONFERENCE FEES

Conference Only US\$1,295.00
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Early-Bird Discount: \$100 off if paid by **March 31, 2005**
Group Rates: \$100 off for the 3rd and subsequent participants
National Delegation Rate: Please inquire
CBU-Auto/CBU-Autostats paid subscribers: \$200 off

Conference fees cover the attendance of the conference, conference documentation, breakfast, luncheon, coffee/soda breaks and cocktail reception.

Payment must be received on or before April 20, 2005. Major credit cards (AmEx, Visa, MasterCard) acceptable. Check payable to **China Business Update** in U.S. fund drawn on a bank in the U.S.

Cancellation Policy: Should you be unable to attend, a prompt refund will be made to you upon receipt of your written notice (fax acceptable) **ON or BEFORE March 31, 2005** A \$195 non-refundable registration fee will be deducted from your payment.

NO REFUND will be made after March 31, 2005. Substitutions are acceptable if requests are made **on or before April 15, 2005.**

If, for any reason, CBU decides to cancel this conference, we shall offer you a 100 % refund of the conference fees. **CBU** shall not, however, be held responsible for covering airfares, hotel or other costs incurred by registrants.

CONFERENCE HOTEL INFORMATION

Grand Hyatt Shanghai is the 'highest hotel in the world' (located on the 53rd to 87th floors of the Jin Mao Tower), in the heart of Pudong, Shanghai's financial and business district. The hotel is just 50 minutes' drive from Pudong Airport (PVG) and 30 minutes from Hongqiao International Airport (SHA).



Grand Hyatt Shanghai, Jin Mao Tower
88 Century Boulevard, Pudong,
Shanghai 200121, China
Tel.: +86 21 5049 1234
Fax: +86 21 5049 1111
E-mail: info@hyattshanghai.com

Conference Room Rates (single/double):
Grand Room: \$205,

Grand Bund View Room: \$223, Club Room: \$260.

Rates are subject to 15% local tax and service charge. These rates are valid three (3) days prior to and after the two-day meeting, subject to availability.

Reservation: Identify yourself as a **CBU** delegate. **CBU** is happy to reserve a room for you upon your written request.
Reservation cut-off date: March 25. To guarantee a room, make your reservation on or before March 25. We anticipate a quick sell-out at the hotel due to Auto Shanghai. Reservations must be guaranteed by credit card.

Special Meal Request: Please indicate on registration form.

Payment: Hotel accepts major credit cards. Conference attendees are responsible to pay for their rooms, taxes and incidental charges. All charges are to be paid by individual attendees upon check-out. **Pre-registration:** Available on the evening of April 24, 2005. Check with the Hotel about pre-registration hours and location.

Remember: YOU NEED A VISA TO VISIT CHINA. *The easiest way is to get a tourist visa from the nearest Chinese embassy/consulate.*

WHO SHOULD ATTEND

- CEOs and CFOs of automotive OEMs and suppliers
- VPs, Directors, Managers for:
 - International operations
 - Asian business development
 - Global strategy planning
 - Production planning
 - Marketing and sales
 - Supply chain management
 - Corporate affairs
 - Human resources
- Corporate counsels
- Investment bankers
- Exporters and importers
- Attorneys in int'l law firms
- Government officials in charge of automotive affairs
- Academics and consultants specializing in the global automotive industry

2005 President's Forum

**Mergers & Acquisitions
in China's Expanding
Automobile Market**



April 25-26, 2005

Grand Hyatt Shanghai

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2005 President's Forum: Mergers & Acquisitions in China's Expanding Automobile Market

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