

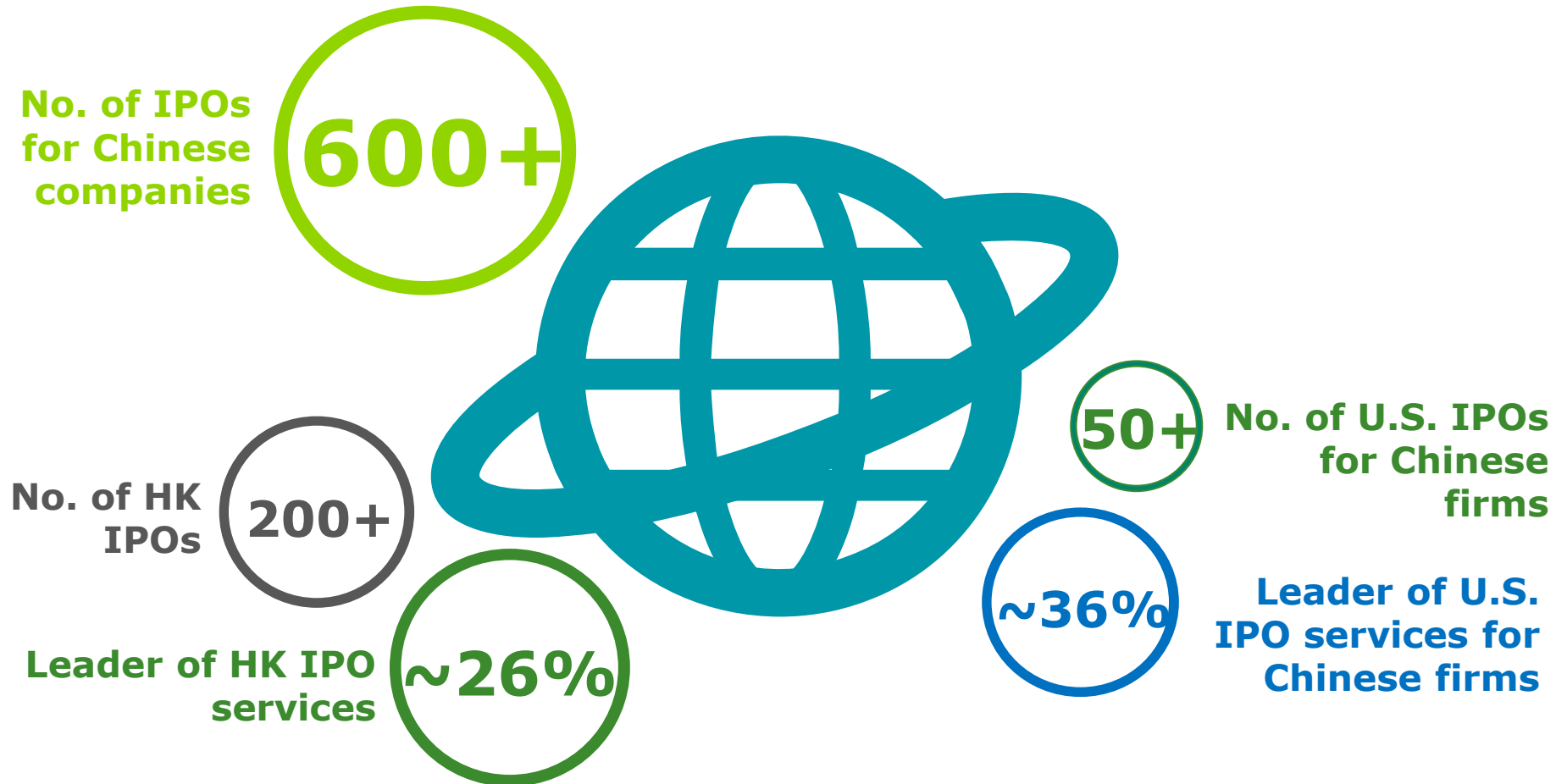


**IPO Service Credentials**

Deloitte China

National Public Offering Group, January 2017

# Leader of IPO Services for Chinese Companies

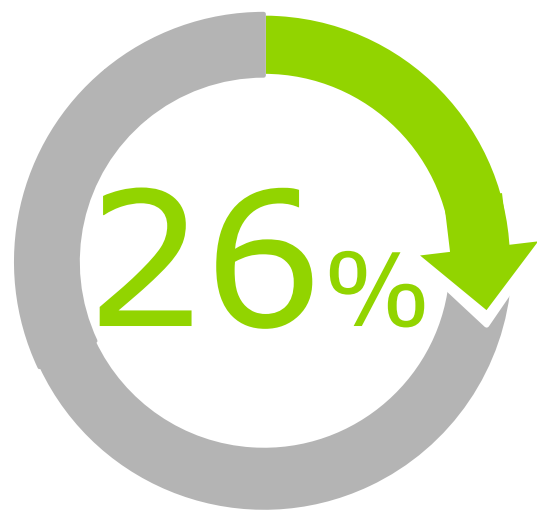


Source of market statistics: Hong Kong Stock Exchange (HKEX), New York Stock Exchange (NYSE), NASDAQ, Deloitte's analysis, as at 31 December 2016.

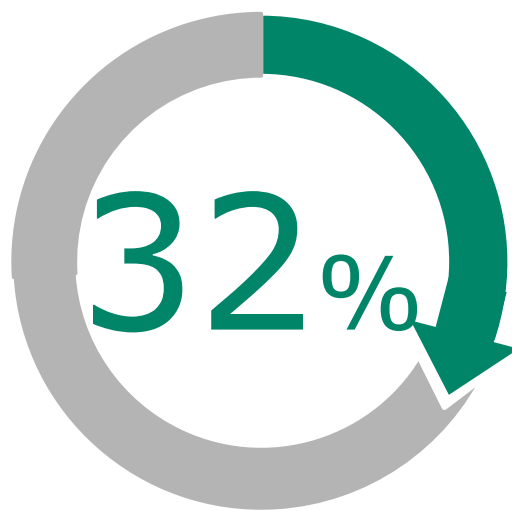
- No. of IPOs for Chinese companies: accumulated since 1980
- No. of HK IPOs: accumulated since 2006
- Leader of HK IPO services: accumulated number of IPOs and proceeds raised from the Main Board (MB) since 2009
- No. of U.S. IPOs and leadership of U.S. IPO services for Chinese firms: accumulated number of U.S. IPOs by Chinese companies since 2006

# Our Strong Leadership in IPO Services

## Hong Kong IPO Services (2009-2016)

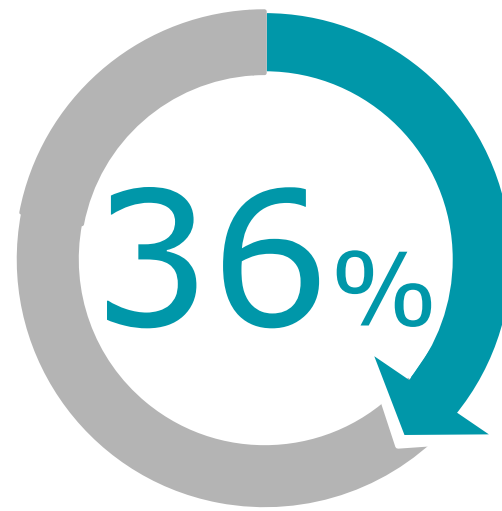


No. of IPOs  
**Total: 629**



IPO Proceeds  
**Total: HK\$1.89 trillion**

## U.S. IPO Services for Chinese Firms (2006-2016)



No. of IPOs  
**Total: 148**

Source of Hong Kong market statistics: HKEX, Deloitte's analysis, as at 31 December 2016; based on the accumulated number of IPOs and proceeds raised on the MB since 2009 ; exclude proceeds raised from the exercise of over-allotment options of 4 newly listed companies on MB, which did not announce their price stabilization actions by 31 December 2016.

Source of U.S. market statistics: NYSE, NASDAQ, Deloitte's analysis, as at 31 December 2016; based on the accumulated number of U.S. IPOs by Chinese companies since 2006.

# Our Brilliant Achievements in IPO Services in 2016 have Cemented the Leadership

## Leader of IPO Services




**Leader of HK IPO services**

**Leader of U.S. IPO services**

 **2<sup>nd</sup> Largest HK IPO**, largest pharmaceutical IPO in HK (China Resources Pharmaceutical)

 **Largest U.S. IPO, 1<sup>st</sup> Chinese express firm listed in the U.S.** (ZTO Express)

 **Largest no. of HK IPO applications**

 **Largest no. of LSHC IPOs in HK** (China Resources Pharmaceutical, Guangdong Kanghua Healthcare, MediNet)

 **Largest no. of GFSI IPOs in HK** (China Rongzhong Financial, Bank of Tianjin, Get Nice Financial, DFZQ, China Development Bank Financial Leasing, China Art Financial, China Industrial Securities International Financial)

 **Largest no. of TMT IPOs in HK** (NNK Group, Plover Bay Technologies, Smart-Core Group, Nanfang Communications, Hi-Level Technology, Keen Ocean, Hypebeast, TEM Holdings, EFT Solutions)

Source of market statistics: HKEX, NYSE, NASDAQ, Deloitte's analysis, as at 31 December 2016.

- Leader of HK IPO services: accumulated number of IPOs and proceeds raised from the MB since 2009; leader of U.S. IPO services for Chinese firms: accumulated number of U.S. IPOs by Chinese companies since 2006.
- Largest IPO: in terms of funds raised; largest no. of IPOs and largest no. of HK IPO applications: in terms of number of IPOs.





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# Another Stellar Results for 2015

**1**  
**IPO Services Leader**

2<sup>nd</sup> largest IPO in HK,  
 2<sup>nd</sup> highest frozen  
 IPO funds in HK  
 (GF Securities)

Best subscribed IPO by  
 retail investors in HK  
 (Man King Holdings)

Completed the most number of  
 IPOs at the GEM of HK among  
 Big 4 Firms  
 (Steed Oriental, KPM Holdings,  
 Lap Kei Engineering, FDB  
 Holdings, Ahsay Backup  
 Software Development, Thelloy  
 Development, World-Link  
 Logistics)    

**1** 1<sup>st</sup> Chinese fintech  
 firm listed in the U.S.  
 (Yirendai) 

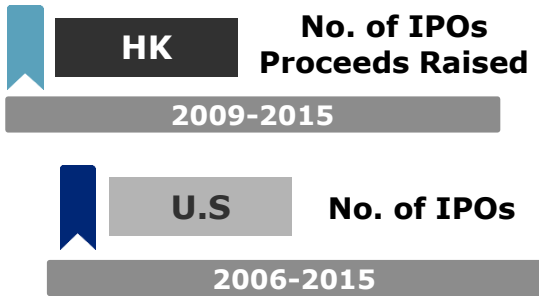
**2**

**3**

Completed the most  
 number of mega IPOs in  
 HK among Big 4 Firms  
 (GF Securities,  
 China Huarong Asset  
 Management,  
 China Energy  
 Engineering)   

**%**

**7**



Source of market statistics: HKEX, NYSE, NASDAQ, Deloitte's analysis, as at 31 December 2015.

- Leader of HK IPO services: accumulated number of IPOs and funds raised at the MB since 2009; leader of U.S. IPO services for Chinese firms: accumulated number of U.S. IPOs by Chinese companies since 2006
- Largest IPO in terms of funds raised; mega IPO represents an offering that raises at least US\$1 billion or more

# Our Success in 2014



**HK IPO services (2009-2014)**

**U.S. IPO services for Chinese firms  
(2006-2014)**

Source of market statistics: HKEX, NYSE, NASDAQ, Deloitte's analysis, as at 31 December 2014.

- Leader of HK IPO services: accumulated number of IPOs and funds raised at the MB since 2009; leader of U.S. IPO services for Chinese firms: accumulated number of U.S. IPOs by Chinese companies since 2006
- Largest IPO in terms of funds raised



**2 of top 5 IPOs in HK  
(CGN Power, WH Group)**



**1<sup>st</sup> IPO in A Shares after  
IPO market restarted  
(Neway Valve)**



**Industry Firsts in HK IPO  
Services**  
World's largest pork company  
(WH Group)  
Asia's largest death care service  
provider  
(Nirvana Asia)  
China's largest nuclear power  
producer (CGN Power)  
China's largest international school  
operator  
(China Maple Leaf)



**IPOs for 4 HK local brands  
(Hang Fat Ginseng, Sinomax,  
Ernst Borel, SDM Group)**



**IPOs with most frozen funds  
from retail investors  
(CGN Power, CGN Meiya Power)**



**IPO that offered 2<sup>nd</sup> highest  
1<sup>st</sup>-day return  
(L & A Int'l)**

# Deloitte is their reporting accountant

## Major deals completed in HK in 2016



### Nanfang Communication Holdings Ltd.

It is an optical fibre cable supplier headquartered in Jiangsu province.



### China Art Financial Holdings Ltd.

It is an art pawn loan service provider in China.



### Guangdong Kanghua Healthcare Co., Ltd.

It is the largest private for-profit general hospital in China.



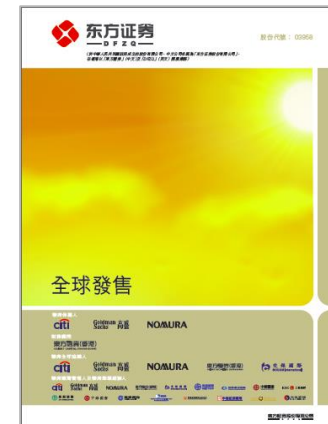
### COFCO Meat Holdings Ltd.

It is a rapidly growing pork company in China.



### China Resources Pharmaceutical Group Ltd.

It is a leading integrated pharmaceutical company in China.



### DFZQ

It is a leading and fast-growing capital markets service provider in China with distinguished investment expertise.

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## Major deals completed in HK in 2016



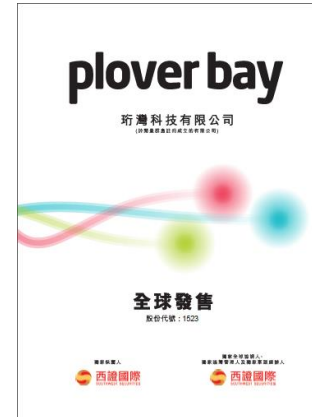
### China Development Bank Financial Leasing Co., Ltd.

It is the sole leasing business platform and one of the key strategic business segments of CDB.



### Smart-Core Cloud Group Ltd.

It is a leading distributor of IC and other electronic components based in the PRC region.



### Plover Bay Technologies Ltd.

It is a well-established SD-WAN router vendor focusing on the design, development, marketing and sale of its products and services.



### Star Properties Group (Cayman Islands) Ltd.

It is a property developer principally engaging in property development of industrial buildings for sale or rental in HK.



### China Unienergy Group Ltd.

It is a producer of anthracite coal based in the Guizhou province, the PRC.



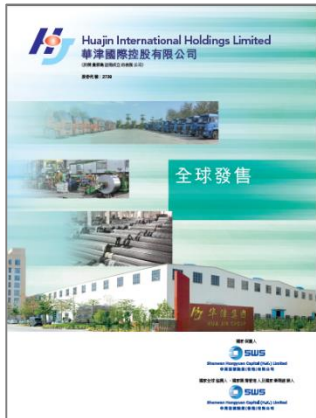
### Lifestyle China Group Ltd.

It is an established operator of department stores based in the PRC.



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## Major deals completed in HK in 2016



### Huajin International Holdings Ltd.

It is a leading cold-rolled carbon steel processor in Guangdong Province, the PRC.



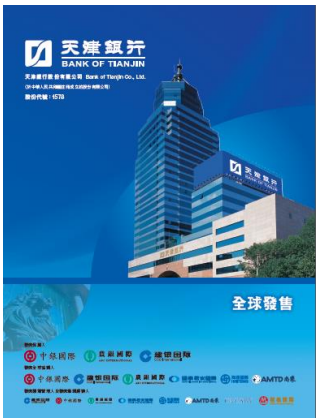
### Get Nice Financial Group Ltd.

It is a well-established financial services provider in HK's securities industry.



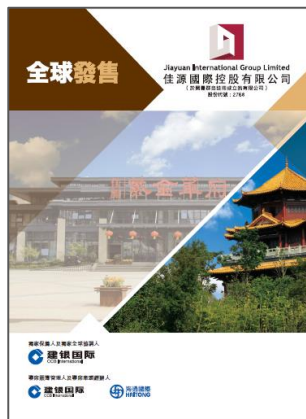
### AP Rentals Holdings Ltd.

It is a leading equipment rental service company in HK.



### Bank of Tianjin

It is the only city commercial bank headquartered in Tianjin, one of the four municipalities in China.



### Jiayuan International Group Ltd.

It is an established property developer of large-scale residential complex projects and integrated commercial complex projects in Jiangsu province, the PRC.



### China Rongzhong Financial Holdings Company Ltd.

It is a leading finance leasing company in Hubei province with the longest operating history among Hubei-based finance leasing companies.

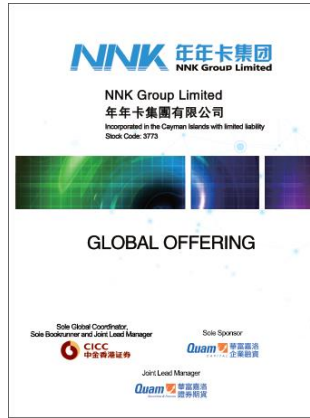
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## Major deals completed in HK in 2016



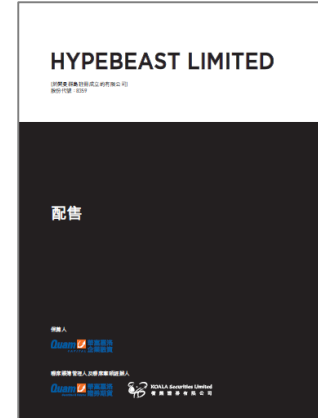
### Perfect Group International Holdings Ltd.

It is one of the top fine jewellery manufacturers and wholesalers with approximately 30 years of history in HK.



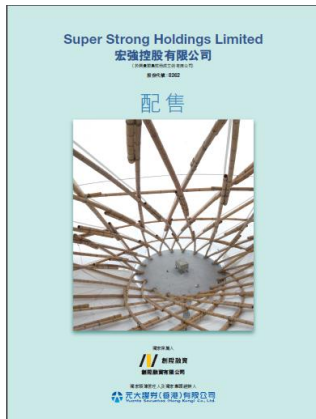
### NNK Group Ltd.

It is a leading specialized online transaction service provider in the mobile top-up service industry in China.



### Hypebeast Ltd.

Headquartered in HK, it is a digital media company primarily providing advertising services to brand owners and advertising agencies on our digital media platforms; and the sale of third-party branded clothing, shoes and accessories on its e-commerce platform.



### Super Strong Holdings Ltd.

As a contractor in HK's construction industry, it is principally engaged in general building works and specialist building works in HK.



### Hi-Level Technology Holdings Ltd.

It is an independent design house (IDH), primarily selling electronic components and providing IDH Services to ODMs and OBMs of consumer electronics products.



### Ever Smart International Holdings Ltd.

It provides footwear design and development, production management and logistics management service.

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## Major deals completed in HK in 2016



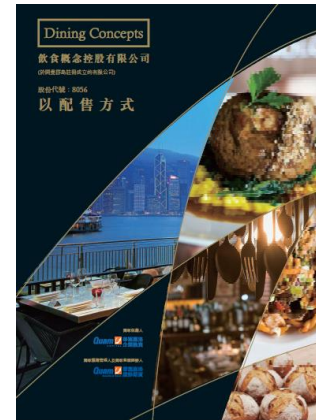
### MediNet Group Ltd.

It provides corporate medical and dental solutions and different combinations of medical and/or dental services.



### Classified Group (Holdings) Ltd.

It is a HK-based food and beverage group with a primary focus on offering western cuisine in both casual dining and full service environment.



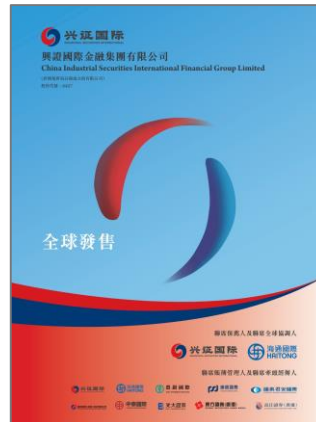
### Dining Concepts Holdings Ltd.

It is a restaurant group in HK serving a variety of cuisines, targeting different customer segments with mid to high spending power.



### Janco Holdings Limited

A well established freight forwarding and logistics one-stop service provider founded and based in Hong Kong.



### China Industrial Securities International Financial Group Ltd.

It is a full-service securities group based in HK.



### EFT Solutions Holdings Ltd.

It is a leading EFT-POS solution provider in HK.

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## Recently completed A-share listings



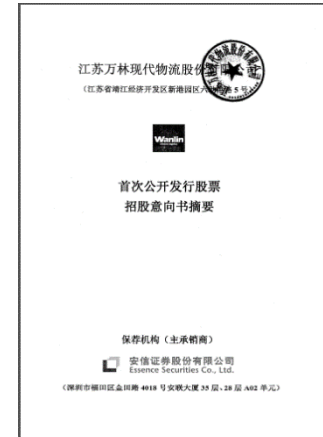
### Jiangsu Wujiang Rural Commercial Bank Co., Ltd.

It is a leading rural commercial bank in Jiangsu province.



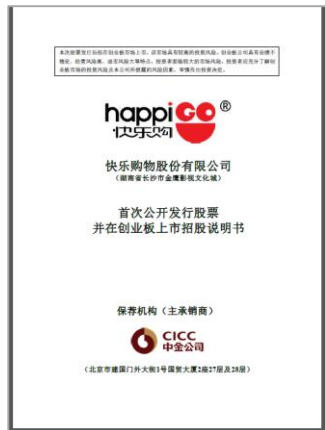
### Xinhua Winshare Publishing and Media Company Ltd.

It is an operational entity in the cultural industry.



### Jiangsu Wanlin Modern Logistics Co., Ltd.

It is a logistics provider that focuses on woods imports.



### Happigo Home Shopping Co., Ltd.

It is a leading company of new generation of home television shopping.



### Neway Valve (Suzhou) Company Ltd.

It is the largest and world-renowned industrial valve manufacturer in China.



### China Molybdenum Company Ltd.

The group specializes in mining, smelting and processing of molybdenum and tungsten.

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## Recently completed overseas IPOs

U.S.



### ZTO Express (Cayman) Inc.

It is a leading express delivery company in China and is one of the largest express delivery companies globally.

Singapore



### China Jinjiang Environment Holding Company Ltd.

It is the first private waste-to-energy operator in the China, and is the leading WTE operator with the largest waste treatment capacity in operation.

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