



Private Equity Less Ordinary



LDC and CBCB
Practicalities of Expanding into China
Tuesday 22nd November 2011

Agenda

16.00 - Registration & Networking

16.30 - Welcome: China-Britain Business Council

16.40 - Financing your Plans: Craig Wilkinson, LDC

17.00 - Tax Implications: Maria Carradice, LDC

17.15 - Legal Issues: Nick Emmerson, Eversheds

17.30 - Government Support: Steve Roberts-Mee,
Export Credit Guarantee Department

17.45 - Panel Discussion

18.00 - Drinks & Canapés

Hosts

LDC (www ldc co uk)

LDC is the leading UK regional mid-market private equity house and part of Lloyds Banking Group. With a 30 year track record of supporting businesses, LDC retains an appetite for management buy-outs, buy and build and growth capital opportunities involving strong and ambitious management teams from all business sectors. The LDC team has the capacity to support a business with equity of between £2million and £100million (\$3million - \$150million).

LDC's operations in Asia support:

- Sourcing, business development and exit opportunities in Asia;
- International plans of existing or potential LDC backed businesses – including access to a network of Asia business advisors; and Indirect investment opportunities.

LDC has around 70 portfolio companies and invested capital of US\$2.0Bn. LDC (Asia) is based out of Hong Kong and represents LDC's first move outside of the UK. The office opened in 2009.

Since opening their Hong Kong office in 2009, LDC have made commitments and entered into strategic relationships with local China focussed funds as they develop their investment strategy for the region.

HOSTS



TIM FARAZMAND
Managing Director, LDC

Tim is responsible for originating transactions nationally for LDC and is particularly focused on equity investments of between £5million and £100million. Tim joined LDC in 2005. He has spent over 20 years in private equity with 3i, Royal Bank of Scotland and Catalyst Fund Management. Prior to joining 3i Tim worked for IBM.

In his previous role at LDC Tim was the Managing Director for the London Office completing a number of significant transactions including GVA Grimley and NAH.

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RICHARD BARLEY
Deal Origination, LDC

Richard is responsible for originating transactions nationally for LDC in the £2million - £100million equity range.

Richard joined LDC in 2003 and established the Transaction Support & Valuations team which advises on a wide range of tax, accounting, and regulatory deal structuring issues. Since joining LDC, Richard has provided support for over 300 transactions. During this time, he was responsible for LDC's portfolio valuations which comprises of over 70 businesses with a cumulative enterprise value in excess of £2bn.

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Candida is LDC's Chief Portfolio Officer and sits on its Investment Committee. She has 11 year's private equity experience at 3i and LDC. Her prior background was in M&A and strategy as an investment banker and as Head of Strategic Development for a FTSE 250 plc. She joined LDC in 2001. Candida has a law degree from Oxford and a Masters degree in small business.

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CANDIDA MORLEY
Chief Portfolio Officer, LDC



Joanne joined LDC in 2008. Previously Joanne spent seven years with RBS, predominantly leading corporate leveraged transactions in the mid-market sector with a specialism in Healthcare. Joanne started her career with Andersens in Leeds in their M&A Lead Advisory Team. Joanne holds a Law degree along with the Legal Practice Course from The College of Law and the Securities Institute Diploma.

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JOANNE MILNER
Investment Director, LDC

SPEAKERS



CRAIG WILKINSON
Managing Director,
LDC Hong Kong

Having gained a Law degree at Hull University, Craig went on to qualify as a Chartered Accountant with PricewaterhouseCoopers.

Craig has 15 years of mid-market private equity experience, the last 9 years of which has been with LDC. In his time at LDC he has been responsible for over US\$0.5bn of investment and has sat on boards for a variety of businesses ranging from the pharmaceutical industry to branded hair styling products.

He now sits on the advisory committee of a China focussed mid market private equity fund and was recently appointed to the board of a Chinese technology company operating in Suzhou, Jiangsu Province.

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DUNCAN LEVESLEY
Senior Manager, Re-
search and Advisory,
China-Britain Business
Council

Duncan has worked in Chengdu, Beijing and Taipei, and is Senior Manager – Research & Advisory at the China-Britain Business Council, having joined in 2008. CBBC is the leading organisation helping UK companies grow and develop their business with China offering practical in-market assistance, services, and industry initiatives. A membership programme also delivers access, seminars and significant networking. CBBC's work dates back to 1954 and services are delivered through a network of nine offices in the UK and 11 key strategic locations across China.

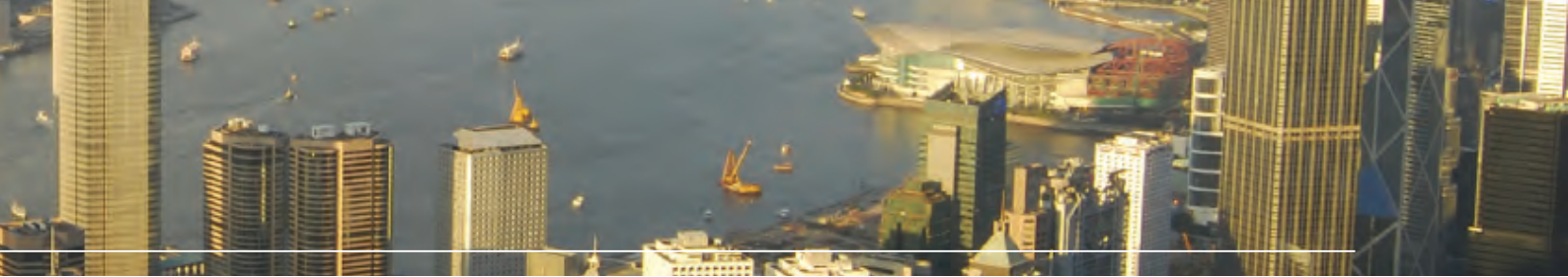
As well as advising British companies and managing research work, Duncan is responsible for the wide range of financial and professional services sector activity at CBBC.

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MARIA CARRADICE
Investment Director, LDC

Having graduated from Cambridge University with a PhD in Medicinal Chemistry & Nanotechnology, Maria joined Arthur Andersen. During this time Maria advised a wide-range of pharmaceutical start-ups on tax and accounting issues. In 2002 Maria joined Deloitte LLP in London advising FTSE 100 clients on the tax and accounting issues of diverse corporate transactions, specialising in international M&A, private equity, financial services, pharmaceuticals, automotive and the food & beverage sectors and has advised several international clients on setting up businesses in the Asia Pac region.

Maria joined LDC in 2010 following an 18 month secondment with the business and now advises on a wide range of structuring, accounting and tax issues across the portfolio.

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NICHOLAS EMMERSON
Partner, Eversheds

Nick specialises in international mergers and acquisitions and in equity capital markets work. He acts for a wide range of corporate clients from across the world, especially in Asia and the USA. Nick is qualified to practice law in England and Wales, Hong Kong and the State of California.

Nick has lived in Asia for almost 10 of the past 20 years. He spent over seven years in Japan and the remainder in China.

He recently returned from a secondment to the China offices of Eversheds. Nick helped set up the Hong Kong office, which grew to over 50 people in less than two years. He also spent a considerable period managing the Shanghai office and working with clients on investments both to and from China.

Nick first went to Japan to study in 1990 and was a lawyer in Tokyo for five years from 1997, where he was a founding member of the Tokyo office of an international law firm. He speaks Japanese.

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SPEAKERS



STEVE ROBERTS-MEE
Director of Communications,
ECGD

Steve Roberts-Mee is Director of Communications at the Export Credits Guarantee Department (ECGD) based in London. He joined ECGD in 2006 and is responsible for raising awareness of ECGD's products with business groups and companies.

From 1982-80 Steve ran his own business, trading in Europe and North America. He was then a journalist with BBC TV, before joining the Government service in 1996. Since then his roles have included chief press officer at MAFF during the 2001 foot and mouth outbreak, press secretary to Environment Secretary Margaret Beckett and communications advisor and spokesman for the Coalition forces in southern Iraq in 2004.

He is a former visiting lecturer at the European Institute of Public Affairs in Maastricht and has also worked at FCO and the Cabinet Office.

ECGD, Director of Communications

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