

## **Invest and Cooperate for a Better World**

The 4<sup>th</sup> China Overseas Investment Fair will be held in this November in Beijing.

With the approval of China National Development and Reform Commission (NDRC) P.R. China, and under the support of relevant departments of the State Council and UN organizations, the 4th China Overseas Investment Fair, hosted by China Industrial Overseas Development & Planning Association and China Development Bank will be held at China World Trade Center, Beijing on November 12-13, 2012.

COIFAIR 2012 takes “Invest and Cooperate for a Better World” as the theme, framed with exhibition & negotiation, forum sessions, investment promotion seminars and high-end meetings. It will converge factors including country, capital, project, information, expert and services etc. Containing many investment opportunities and cooperation prospects, COIFAIR has become an important platform for Chinese enterprises going globally, for foreign agencies attracting Chinese investments, and for bi-lateral and multi-lateral investment and cooperation. On the occasion, global investment units including entity enterprises, financial institutions, service suppliers, government agencies, international organizations, business associations and research institutes, will be gathered to effectively intercommunicate and match with one another, in order to implant new force for economic growth, to open up new channels for enterprise development and to promote the optimal configuration of global production factors.

### **Unique features to COIFAIR 2012**

1. To collect foreign investment projects and create various investment opportunities

As first trial, overseas investment project release conference will be held in key sectors of energy and mining, infrastructure, manufacturing and agriculture etc. 2012 Collection of 2000 Selected Foreign Investment Projects under assistance of investment promotion agencies will be compiled. Project presentation will become a part of content to promote at a seminar and at a booth as well. Project release column will be set up on COIFAIR official website to disclose the collected project information before hand.

2. To group Chinese and foreign entity enterprises to explore substantial collaboration opportunities

Chinese and foreign entity enterprises as subjects of global investment cooperation will be main attendees at COIFAIR platform as well. COIFAIR Secretariat has sent out formal invitations to 5000 key multi-national corporations and 12000 Chinese companies. Meanwhile, national, regional and private entities will be organized through the favor of national investment promotion agencies, international organizations, business associations and intermediary service suppliers. Matchmaking for available Greenfield and M&A projects will be arranged in priority between foreign project owners and Chinese counterparts of outbound investors.

3. To state newest investment policies and present global investment environment

Charged officers from National Development and Reform Commission, Ministry of Foreign Affairs, People's Bank of China, State Administration of Foreign Exchange will be invited as speakers to mainly explain newest policy in Chinese outbound investment cooperation, overall state national "going out" strategy. Meanwhile, officers from U. N. Commission on International Investment and Transnational Corporations will be invited to introduce the evolution, status quo and development trend of global direct investment. Investment promotion officials of key investment destination countries will also present his or her country's investment environment and newest change in policy.

4. To pay attention to warm-up matchmaking before fair and take care of follow-up assistance afterwards.

Before the fair, COIFAIR Secretariat joint efforts with national investment promotion agencies and share bilateral confirmed attendee companies to ease potential partners to know about each other's brief and cooperation projects, as basis to achieve substantial match during the fair days. Afterwards, follow-up project consultancy will be continued after the fair by tracking potential cooperation projects and partners to supply assistance in a project's initial approval, financing, due diligence, feasible study and other procedures to go through. Besides, a 24-hour online interactive service community will be established on COIFAIR website for attendees and visitors.

5. To establish a financing window with main financial institutions' attendance

Confirmed financial institutions for COIFAIR 2012 includes: China Development Bank, Export-Import Bank of China, China Export and Credit Insurance Corporation and other state policy banks; Industrial and Commercial Bank of China, China Construction Bank, Bank of China, Agricultural Bank of China, Bank of Communications and other Chinese commercial banks; HSBC, SCB, Bank of Santander and other foreign commercial banks; Goldman Sachs, JP Morgan, Bank of America Merrill Lynch and other international banks; as well as other Chinese and foreign insurance companies, security companies and PE funds. All these financial institutions' attendance makes a professional financing window for Chinese "going out" companies.

Till today, over dozens of countries and regions have confirmed their active participation including America, Canada, Italy, Belgium, Korea, Germany, Brazil, Indonesia, Philippines, Vietnam, Mexico, Sri Lanka, South Africa, Zambia, Saudi Arabia, Russia, Turkey, Cyprus, Ecuador, Chile, Poland, Greece, Holland, Argentina, Ireland, Austria, Mauritius, Hong Kong, Macao etc, as well as multi-national corporations including Rio Tinto, TOTAL, Samsung Group, HSBC, SCB, Santander, Deloitte and so on. The result reflects the value and role of COIFAIR as a professional outbound investment platform is being received wide identity and acknowledgement from global governments and companies.

It's no doubt to believe that the 4<sup>th</sup> China Overseas Investment Fair will become a pragmatic and fruitful grant occasion in the sector of China outbound investment, to pave the way for Chinese companies of implementing multi-national investment business.