

AKTIS

引領西南

重庆瀚曦股权投资基金管理有限公司
Aktis (Chongqing) Investment Fund Management Co. Ltd.



起于瀚海，
意于无限



创始人致辞



瀚曦集团是一个创建于2003年的投资团队，并且一直专注于在亚洲的投资。我们的宗旨是与志同道合的有实力的当地合作伙伴一起直接投资符合政府政策的项目。

在2006年，我们选择重庆设立集团的总部，因为我们相信重庆将引领中国西部的经济发展。截止今日，我们在重庆参与的投资项目总额超过了13亿元人民币，并且为重庆市提供了超过1000个的就业机会。

我们长期致力于负责任的部署资金以及引进国际水准的技术专家和最先进的运作模式，目的是为当地和谐社会的建设及经济的发展做出有意义的贡献。

作为瀚曦团队每一位成员的代表，我们愿意借此机会向当地政府、合作伙伴、我们的投资人以及各位朋友就您们坚定的支持表示感谢。

我们的成功很大程度要感谢当地政府的大力支持，他们的远见卓识支持和引导了中国西部私营企业的快速发展。在重庆市政府试行例如合格外资股权投资基金试点这样的新政策时，瀚曦对成为这些重大发展的一部分深感荣幸。

我们感谢当地合作伙伴的专业、友谊及给予我们的支持。我们同时感谢重庆人民对我们热情的欢迎。重庆人民对工作的热情以及创业精神深深打动了我们。

我们仍然相信，依靠丰富的人力和自然资源，重庆和中国西部将在近期的成功基础上再接再厉。能够和您们一起开始这段长远而繁荣的旅程，我们感到十分幸运。

邓若舟、谢德胜、施立德

Directors' Remarks

Aktis is an international principal investment group that has been investing in Asia, since our establishment in 2003. Our philosophy is to directly invest in opportunities that are aligned with government policy and leading local partners.

In 2006, we chose Chongqing as our home and headquarters, as we were convinced that Chongqing would lead the economic development in Western China. To date, our principals have participated in investment projects totaling over 1.3 billion Yuan in capital and currently provide employment for more than 1,000 citizens, in Chongqing.

Through our long term commitment to deploy capital responsibly and to introduce international-standard technical expertise and best practices, we aim to make a meaningful contribution to the social harmony of the region and local business community.

On behalf of every member of the Aktis team, we would like to take this opportunity to thank the local government and partners, investors and friends for your unwavering support.

We owe a great deal of our success to the local government, which has shown tremendous vision supporting and guiding private enterprises in Western China. As the Chongqing government implements new policies, such as the Qualified Foreign Limited Partnership pilot scheme, Aktis feels deeply honored to be a part of these important developments.

We are also grateful to our local business partners for the professionalism, friendship and support that they have bestowed upon us, and would like to thank the local people, who have welcomed us warmly and impressed us with their work ethic and entrepreneurial spirit.

We remain convinced that Chongqing and Western China, with its abundance of human talent and natural resources, will continue to build upon its recent success, and we feel extremely privileged to embark with you upon this long and prosperous journey together.

Danny Ong Yee, Teik Seng Cheah, Eric Slighton





我们承诺通过以下几方面给我们的投资者带来长期的价值：

- ▶ 将国际标准的专业知识和世界先进的运作模式引入当地投资行业
- ▶ 努力做到资产多元化，从而获得长期的、可持续的和稳定的投资回报
- ▶ 本着互惠互利和回馈社会的原则，确保与当地政府和商业合作伙伴的利益一致

We are committed to delivering long-term value to our investment partners by:

- ▶ Introducing international-standard technical expertise and world-class best practices to local investment communities
- ▶ Ensuring alignment of interests with local governments and business partners through mutually beneficial and socially responsible investing
- ▶ Striving for asset diversification, in pursuit of long term, sustainable and steady investment returns

Our Company



公司简介

Company Profile

重庆瀚曦是瀚曦集团在中国西部的资产管理机构。公司主要负责人均具有25年以上国际银行业和投资业的从业经历。公司经营管理团队均由经验丰富的专业人士构成，他们在组织和执行交易、资本结构、项目管理等各方面均具有很强的能力。

Aktis Chongqing is the asset management arm for Aktis Group's investments in Western China. The principals have over 25 years of international banking and investment experience and the management team is comprised of seasoned professionals with extensive capacity in deal origination and execution, capital structuring and project management.



公司业务 Our Business

重庆瀚曦的主要业务为对中国西部的公司及私募股权投资项目进行直接投资。公司主要负责人及顾问群将会积极地参与每一个投资项目，以确保公司的利益完全与当地政府，商业合作伙伴和其他投资者的利益一致。

我们的投资目标专注于受到政府政策支持同时可从中国人口和内需的增长方面得到支撑的项目。瀚曦集中投资在三个方面：个人和中小企业融资，旅游发展以及解决中低收入人群住房需求的开发建设。这些板块的共同特点就是拥有强劲的基本面且有长期、持续的需求。

我们已经与优秀的、有影响力且资源丰富的当地伙伴建立了坚定的合作关系。通过这些关系，我们得以将健全的公司管理机制及资本功能与当地伙伴的行业知识和关系网络有机的相结合，从而给我们的投资者带来长期的价值。

Aktis Chongqing's primary activities comprise direct investment in companies and private equity projects in Western China. The principals and advisors will take meaningful participation in each investment to ensure that their interests are fully aligned with those of local government, business partners, and other project investors.

We target projects that support government policy while benefiting from the overall growth in population and domestic consumption. Aktis focuses on the three core investment sectors of Consumer/SME Finance, Tourism Development, and Affordable Housing, all of which share the common attributes of strong fundamentals and sustainable demand.

We have established robust partnerships with qualified, influential and resourceful local operators. This allows us to combine sound corporate governance and capital functions with the local partners' industry specific skill set and network to deliver long-term value to our investment



管理层

Managing Partners

邓若舟



- 超过34年投资银行、对冲基金以及资本市场经验；其中16年在大中华地区
- 前美国高盛集团董事总经理兼合伙人
- 积累了仍在不断增长中的直接投资组合，专注于亚洲消费主题，重点投资在基础设施、消费者金融、酒店、娱乐和房地产行业
- 积极参与投资组合中公司的董事会和高层管理

Danny Ong Yee

- Thirty-four years experience in the financial industry; sixteen spent in greater China
- Pre IPO partner of Goldman Sachs
- Accumulated an ever growing investment portfolio of direct investments, concentrating on the Asian consumption theme, with an emphasis on infrastructure, consumer and capital finance, hospitality, entertainment and real estate
- Maintains an active role on the board and with senior management of all portfolio companies

谢德胜



- 超过20年的政府、银行和投资银行经验
- 前法国巴黎银行（香港）董事总经理，任职的9年间建立了亚洲多个国家间的投资银行销售和交易业务网络
- 马来西亚政府养老金基金董事
- 目前担任马来亚银行独立董事，监督马来亚投资银行和马来亚风投（兼任董事长）业务
- 积极管理瀚曦投资组合中的公司，并负责其亚洲市场上的直接投资

Teik Seng Cheah

- Over two decades of experience working in government, banks and investment banks
- Managing Director in BNP Paribas for nine years, building the investment bank's sales and trading businesses across various Asian countries
- Currently an independent director of Maybank, providing supervisory oversight to Maybank Investment Bank and Maybank Venture (of which he is Chairman)
- Director of Malaysian Government Pension Fund
- Actively managing Aktis' investment portfolio companies and leading its corporate finance advisory business in Asia

施立德



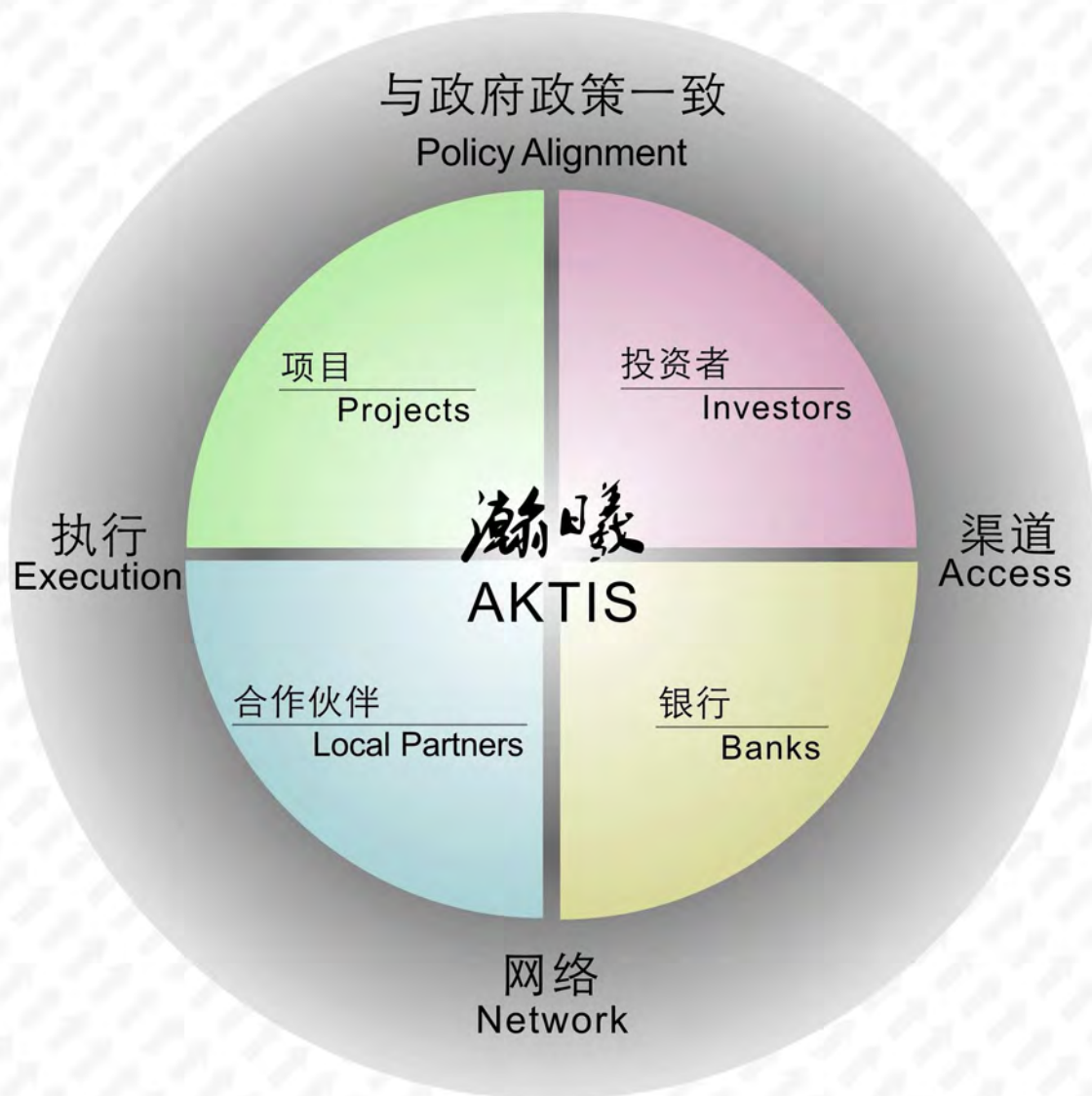
- 超过24年金融和管理经验，其中14年在亚洲
- 前巴克莱银行（香港）董事总经理
- 前德意志银行（香港）董事总经理，积累了从无到有建立创新业务的出色业务记录
- 美国旧金山商务处理自动化公司ComMira e-Solutions的发起人兼首席执行官
- 积极参与瀚曦的投资组合中公司的监管以及在中国投资决策的制定

Eric Slighton

- Twenty-four years experience in finance and management; fourteen in Asia
- Managing Director at Barclays Capital and at Deutsche Bank in Hong Kong
- Managing Director at Deutsche Bank, distinguished banking career with a track record of building innovative businesses from green-field into substantial franchises.
- Direct entrepreneurship experience as CEO and Co-Founder of ComMira e-Solutions, a business process automation company in San Francisco
- Active in Aktis portfolio companies oversight and in its corporate finance advisory business in Asia

瀚曦平台

Aktis Platform



瀚曦基金管理

Aktis Fund Management

瀚曦集团现包括香港瀚曦投资咨询有限公司（“香港瀚曦”）、艾克特斯新加坡有限公司（“艾克特斯新加坡”）以及重庆瀚曦股权投资基金管理有限公司（“重庆瀚曦”）。

香港瀚曦是一个于2003年创立的金融咨询机构，受香港证监会监管，遵守证券及期货条例。香港瀚曦持有香港证监会颁发的第四类（证券咨询）、第五类（期货咨询）及第九类（资产管理）牌照，第一类（证券交易）牌照目前正在办理中。

艾克特斯新加坡成立于2007年，在新加坡金融管理局登记注册，是一家获豁免的企业财务咨询顾问和基金经理。

重庆瀚曦成立于2010年，于2011年5月获得重庆首批合格外资股权投资基金试点资格。

The Aktis Group currently includes Aktis Capital Advisory Limited (“Aktis Hong Kong”), Aktis Capital Singapore Pte. Ltd. (“Aktis Singapore”) and Aktis (Chongqing) Investment Fund Management Co. Ltd. (“Aktis Chongqing”).

Established in 2003, Aktis Hong Kong is a financial advisor that is regulated by the Securities and Futures Commission (“SFC”), according to the Securities and Futures Ordinance (“SFO”). Aktis Hong Kong holds the SFC Type 4 (“Advising on Securities”), Type 5 (“Advising on Futures”) and Type 9 (“Asset Management”) licenses, and its application for the Type 1 (“Dealing In Securities”) license is currently in process.

Established in 2007, Aktis Singapore is an Exempt Corporate Finance Adviser and an Exempt Fund Manager, registered with the Monetary Authority of Singapore (“MAS”).

Established in 2010, Aktis Chongqing is one of the first fund management companies that received Qualified Foreign Limited Partnership (“QFLP”) status in May 2011.

Milestones



- 2005.09 菲律宾南塔加拉高速公路
Invested in Southern Tagalog Arterial Road ("STAR")
- 2007.04 重庆港渝担保有限公司
Chongqing Gangyu Financial Guaranty Co., Ltd
- 2007.12 重庆国贸豪生大酒店
Chongqing Howard Johnson ITC Plaza Hotel
- 2008.03 丹阳&温岭水处理厂
Danyang & Wenling Water Treatment Plants
- 2008.09 茶园新区汇景苑一期
Hui Jing Yuan Phase I - an affordable housing project in Chongqing
- 2010.05 丽星邮轮可转债承销
Underwriting for a convertible bond issue for Star Cruises Ltd.
- 2010.06 瀚曦中国西部基金
Aktis China West Fund
- 2010.09 重庆瀚曦股权投资基金管理有限公司
Aktis(Chongqing)Investment Fund Management Co. Ltd.
- 2011.05 获重庆首批合格外资股权投资基金试点资格
Awarded the first batch of Qualified Foreign Limited Partnership pilot status in Chongqing
- 2011.05 与重庆金融办和旅游局签署重庆旅游发展基金战略合作协议
Signed the Strategic Agreement with Financial Affairs Office and Tourism Board on the establishment of Chongqing Tourism Development Fund

Projects



已投项目

Invested Projects



重庆港渝担保有限公司

Chongqing Gangyu Guaranty Co., Ltd.

- 重庆首家中外合资担保公司
- 搭建瀚曦集团金融平台
- 2010年度“中国百佳年度稳健运营担保机构”
- The first joint venture guaranty company in Chongqing
- Opportunity to establish Aktis financial platform
- Top 100 Operating Excellence Guaranty Company in China 2010



重庆国贸豪生大酒店

Chongqing Howard Johnson ITC Plaza Hotel

- CBD 五星级酒店
- 地段最佳，具有极大的升值空间
- 2009年度“金枕头”奖-《商务旅行者》，21世纪经济报道
- Five Star hotel in CBD
- Prime location with strong upside potential
- 2009 Golden Pillow Award – Business Traveler, 21st Century Business Herald



重庆汇景苑一期

Hui Jing Yuan Phase I

- 与政府政策一致，促进城市化建设
- 项目周期短、风险低、可拓展
- 2009年度最具性价比及最具人气奖
- Alignment with government policy to meet urbanization demand
- Turnkey project, low risk and scalable
- The best value and most popular property in 2009



中国丹阳&温岭污水处理厂

Danyang & Wenling Water Treatment Plants

- 政府BOT项目
- 政府税收优惠和便宜地价的供应
- 支持工业化和城市化建设
- Government build-operate-transfer (BOT) project
- Government tax incentives and provision of land
- Support industrial and urban development



菲律宾南塔加拉高速公路

Southern Tagalog Arterial Road

- 42公里政府BTO收费公路项目
- 政府支持，税收优惠
- 2013年确定退出，回报率优异
- Build-transfer-operate (BTO) project with government to build and operate 42 km toll road south of Manila
- Government support and tax concession
- Secured exit by 2013 with exceptional IRR



丽星邮轮

Star Cruises Ltd.

- 世界第三大邮轮公司
- 1000万美元可转债的财务咨询及承销
- 积累了旅游相关项目经验及人脉
- The third largest cruise operator in the world
- Financial advisor and placement agent for a USD 10 million convertible bond issue
- World-class tourism-related experience and network

规划中项目

Pipeline Projects



重庆瀚曦小额贷款有限公司

Chongqing Hanxi Small Loan Co. Ltd.

- 3000万美金全外资小额贷款公司
- 健全瀚曦集团金融平台
- USD 30 million wholly foreign-owned small loan company
- Expansion of Aktis Financial Platform



汇景苑二期

Hui Jing Yuan Phase II

- 与政府政策一致
- 可复制的经营模式
- Alignment with government affordable housing policy
- Replicable business model



重庆旅游发展基金

Chongqing Tourism Development Fund

- 重庆市第一支旅游基金，目标规模50亿人民币
- 与政府合作，促进重庆旅游相关产业发展
- Target size RMB 5 billion
- Partner with government to promote the development of Chongqing tourism



南温泉主题公园

South Hot Spring Theme Park

- 离市中心最近的温泉旅游开发项目
- 与重庆市政府政策一致，并具有极大的发展潜力
- The closest hot spring development project to city center
- Alignment with municipal government policy with great development potential



瀚曦

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