



First Capital Asset Managment Ltd

Corporate Presentation

November 2016

Company Profile

- First Capital Asset Management LTD is licensed under Securities & Futures Ordinance (SFO) for
 - Type 1 (dealing in securities),
 - Type 4 (advising on securities),
 - Type 9 (asset management) regulated activities
- Member of Chinese Securities Association of Hong Kong (CSAHK)
- ☑ With comprehensive and various types of products and excellent service, we provide all-round wealth management and investment services to Hong Kong, Mainland and international customers.
- Scope of investment: Greater China, including China, Hong Kong and Taiwan
- Investment strategy: Confronting the complex and ever-changing market environment, we adopt flexible investment methods and multiple financial tools to avoid risk and strike a balance between risks and returns.

Excellent Service





Products and Services

1. Discretionary account management service

- Prerequisite: the investor's assets have already been transferred to Hong Kong or overseas
- The investor entrusts his (her) assets (may include cash, stocks, bonds) to First Capital Asset Management LTD, who will make investment according to terms agreed upon by both parties
- First Capital Asset Management LTD will make careful evaluation based on the market value of specific companies and the market condition, and then construct investment portfolio whose rate of return is consistent with investment objectives
- ☑ With rigorous investment process management, it is in pursuit of long-term and stable growth in asset value

1. Discretionary account management—procedures

1. First Capital Asset Management LTD will analyze the investor's financial standing and the degree of risk tolerance, and then prepare a prospectus for investor's approval

2. First Capital Asset Management LTD will sign an agreement on discretionary account management with the investor

3a. The investor can choose to put his (her) asset to First Capital Asset Management LTD (with lower charge)

3b. The investor can choose to put his (her) asset to the external institutions

4. First Capital Asset Management LTD, the investor and the external institutions will sign "Three Parties Investment Management Agreement"

5. Put the entrusted asset to the external institutions

Completion of entrusting procedure

2. Third party funds

Products

Authorized fund Bond funds Stock funds Money market funds Exchange traded funds (ETFs) Alternative investment Private investment funds Mutual funds Futures funds Hedge funds Money market funds Money market funds

- After the customer creates an account, we will on the customer's behalf, subscribe, purchase and redeem the investment products.
- The intermediary can receive commissions based on the standard negotiated separately.

3. Co-branded funds

Launch New Products

- First Capital Asset Management LTD is in charge of all issuance arrangements
- Minimum: 20,000,000 USD
- Require deposit in advance for setting up fund
- The customer can make investment decision; if the customer entrusts First Capital Asset Management LTD to make decision. This will involve a higher charge

Types of issued fund

- Stock funds
- Bond funds
- Capital guaranteed funds
- Money market funds

Shared interests

- Management fees
- Performance fee
- Selling commissions

4. Private equity M&A funds

First Capital's M&A fund in global education industry

We invest in companies that have value creation potential in the education industry. Leveraging on our extensive resources in China, we help domestic and global education institutions realise their development goals. Through integrating education sector with financing, we combine and consolidate the high quality education resources in China and overseas.

We are dedicated to investing in various aspects of education sectors, including but not limited to:

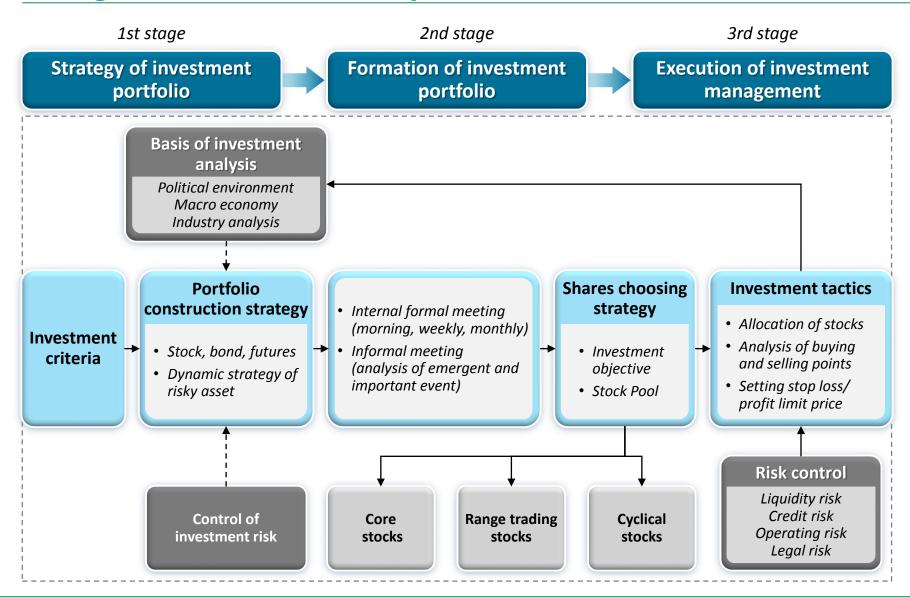
- Higher education with good brand
- ✓ K-12 schools
- ☑ Kindergarten education resources
- Vocational training
- Online education
- International schools

We can provide flexible financing structure and satisfy financing demand of education enterprises in domestic and overseas market

- PIPE-private investment in public equity
- Structured financing for mature or growing education enterprises or Pre-IPO
- Private equity investment or Mezzanine Financing for listed education group

Capitalising on our rich resources in China market and international exposures of some of our executives, we will help formulate and execute development strategies and plans for the management teams of education enterprises. We are committed to becoming the best partner of the management teams of global education enterprises as well as domestic and overseas private equity funds investing in education sector.

Fund investment management methods — rigorous investment process



Funds investment management — stock selection process

Investment scope

Listed stock

ADD

Meeting selection criteria including revenue, profits and PE etc.

Selection of key individual stock

Stock list

- Constituent stocks of indices such as mid-cap index and MSCI that align with market performance or prominent stocks of industries
- ☑ The investment team selects individual stock with value of investment by taking reference from the company's financial position, growth potential, as well as corporate governance
- Keep on tracking and make proper correction and adjustment

REJECT

When fundamentals of the industry or individual stock become doubtful

In-depth research on individual stock

Stock picks

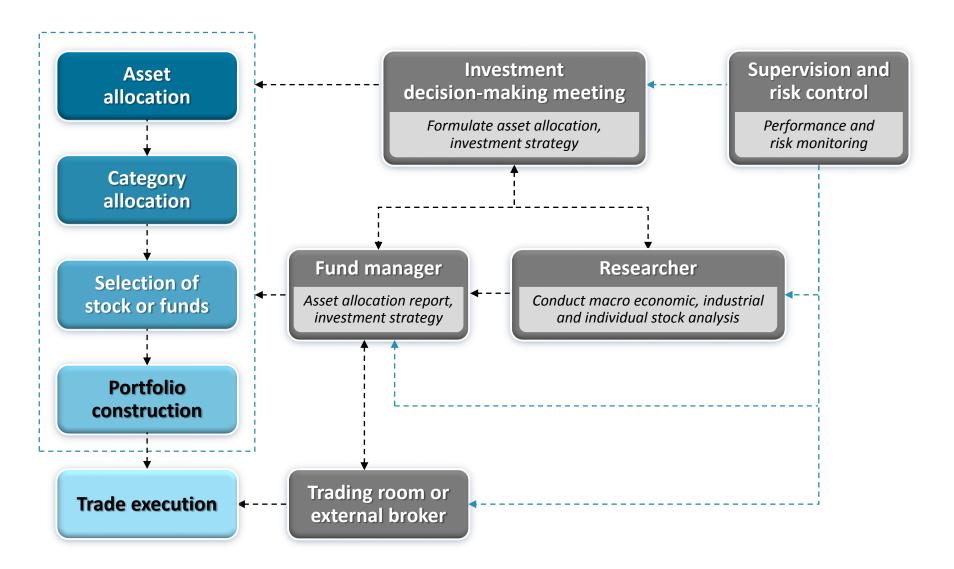
- Carefully select and invest in individual stocks according to meeting and company site visit
- Analyze buying price and selling price as well as investment proportion based on intrinsic value and technical analysis

Build investment portfolio

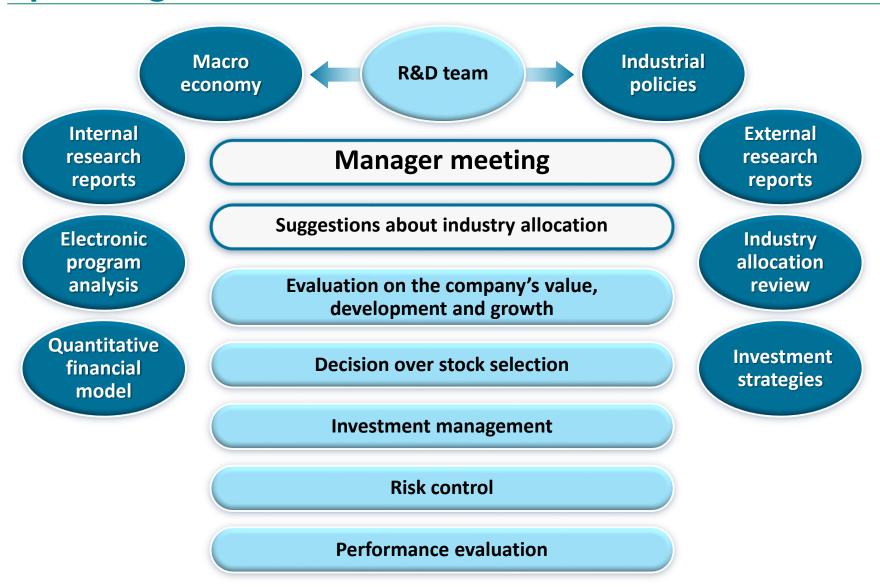
Funds investment portfolio

- Continuously track and adjust investment portfolio
- Control over buying and selling:
 - (1) Over bought or over sold conform to tradable funds and share ratio
 - (2) The shares held shall be on the stock list of the stock pool
 - (3) Scope and limitation of investment shall conform to trust contract and legal stipulation

Asset investment management methods — investment process



Investment decision-making process and operating model



Management team



Mr. Alfred Lim

Managing Director & Head of Investment Management

- ☐ Has over 20 years' experience in fund management and investment fields
- Was Executive Director at Yuanta Securities (Hong Kong) Company Limited (the largest financial holding company in Taiwan); He was also Head of asset management team, Chief Investment Officer and member of Capital Markets Investment Committee
 - Responsible for company-level supervision and asset management business
- Was Managing Director of RHB Asset Management Company Limited (one of the largest financial holding companies in Malaysia) He was also the Chief Investment Officer
 - Responsible for establishing asset management business and launching HK public funds, private offshore funds and discretionary mandates
- Was Director of Polaris Securities (Hong Kong) Limited and Chief Investment Officer
 - Responsible for setting up and managing the fund management products
 - Acting as the Director of Polaris' fund series and Polaris' selected fund series as well as managing listed ETF, public fund and other investment products
- Was Investments Director of Standard Chartered Investment Services Limited
 - Responsible for founding, establishing and managing Standard Chartered Bank's platform and its MPF retirement products
- Was Investment Manager of HSBC Investment Management (Hong Kong) Company Limited
 - Responsible for managing private clients' investment portfolios and fixed income investment portfolios for institutional and high-net-wealth clients
- ☑ Was Fund Manager at Capital House Investment Management Asia Ltd (a subsidiary of Royal Bank of Scotland) in 1990-1995 and managed public and retirement funds
- Chartered Wealth Manager holder
- Graduated from London University

Management team (Cont'd)



Mr. William Lee

Managing Director & Head of Direct Investment

- Has over 18 years' experience in financial industry in Greater China.
- Executive Director of Sinocap
 - Leading the investment and fundraising activities with focus on cultural/ entertainment and technology sectors
- Head of Financial Markets of Orix Asia Limited
 - Responsible for debt investment
- Director of Structured Investment and Finance Group of CITIC Capital
 - Private equity, mezzanine investment, special situation investment and real estate investment
- Founding member and vice president of CDIB Capital
 - Covering mezzanine and real estate investment
- Founding member and CFO of 698Capital (a venture capital fund)
- Vice president of corporate finance team of KGI Asia
- Corporate Finance Officer of BOCI Asia
- Responsible Officer for type 1, 4 and 9 regulated activities
- Chartered financial analyst (CFA) since 2001

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- Compared with advanced countries, the emerging markets have higher risk of liquidity, instability, currency circulation, policy and management, so funds investment in emerging markets may incur gigantic asset loss. When invested in securities with low rating or no rating, the funds may involve higher counter party/credit and liquidity risk.
- The management mechanism of Securities & Futures Commission of Hong Kong requires that unless the referral suggests you to purchase certain product, and explain it is consistent with your investment objective, the investor shall not invest in this product.



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