Entrepreneurial Immersion: China 2007

August 26 – September 4

Day-By-Day Itinerary

Sunday August 26, 2007 ~ Beijing

Dinner
7:00

*Welcome Dinner*

*Reception to meet your fellow trip participants*

*Keynote Speaker: Dr. Tan Zhi, President and Director of the Board, Focus Media*

Founded in 2003, Focus Media is China’s largest out-of-home life-style media company (Nasdaq: FMCN, $4.3 billion market cap). Dr. Tan Zhi is a successful entrepreneur who was previously chairman and chief executive officer of Framedia which was recently bought by Focus Media.

*Yijinyuan Restaurant, Eastern end of Yuan Capital Site Garden, Chaoyang:*

Yijinyuan is a Chinese mansion style restaurant serving traditional Chinese dishes. The restaurant also offers various hot-pots of eastern Asian flavor using Cantonese-inspired cooking methods.
Monday August 27, 2007 ~ Beijing

Morning

Breakfast On own

8:30 Gather in hotel lobby for a short walk to the China World Hotel, No. 1 Jianguomenwai Avenue

9:00 – 11:45 China World Hotel, Room 8A

An Introduction for Doing Business in China
Dinesh Ahluwalia, International Strategic Advisor, Polsky Center

Brief overview of the business and cultural customs of China that trip participants should know as they interact with Chinese business people.


Brief overview of the role of the US Department of Commerce in China and how it can assist US entrepreneurs doing business in China.

Setting the Stage: The Economic and Geo-Political Backdrop to China
Senior government officials and economists will provide an overview of the current context of the Chinese economy and investment potential. Issues such as the recent WTO negotiations, investment regulations and growth policies will be discussed.

Invited Panelists include:
Dr. Justin Lin - Director, China Center for Economic Research, Peking University
Bing Qi, '97 - Director General Strategy & Planning, the China Securities Regulatory Commission (CSRC)
Jesse Wang - Chairman of China International Capital Co.
Min Zhu - Group Executive VP, The Bank of China
Miaomiao Shi - Ministry of Commerce, PRC

Lunch
12:00 – 2:00 China World Hotel, Scene a Café

Entrepreneurial Opportunities in China’s 2nd and 3rd Tier Cities
Luncheon Keynote: Representative from IBM Global Business Services

Prosperity outside of major coastal cities, an evolving middle class and fierce competition will drive more companies to develop innovative, low-cost business models to reach new markets and customers across diverse regions of China.
Monday August 27, 2007 ~ Beijing

**Afternoon**
2: 30 – 4:30  China World Hotel, Room 8A

*China’s Legal and Regulatory Background*
*Jesse T. H. Chang Esq. & TransAsia Lawyers*

Chang will provide a legal overview of doing business in China with emphasis on joint ventures, crisis management, employment practices & intellectual property.

**Dinner**
7:00  Get Acquainted Dinner
Enjoy dinner with local University of Chicago alumni as well as alumni from a separate University of Chicago cultural trip.

*China Lounge Restaurant: Inside South Gate of Workers’ Stadium, Chaoyang*
The reputation of China Lounge has attracted some of the best chefs in the country to join the team, serving the greatest hits of Chinese cuisine.
Tuesday August 28, 2007 ~ Beijing

**Morning**  
**Breakfast**  
On own, check out of hotel

9:00 – 11:30  
Location TBD

*Manufacturing in China*
Hear about opportunities and challenges of developing partnerships and joint ventures for manufacturing in China. The panel will provide insights on different types of and partnership structures.

Panel includes:
*Joe Born - CEO, Neuros Technology, Chicago*

**Lunch**  
12:00 – 2:00  
American Club, No. 8 Jianguomen North Avenue

*Renewable Energy in China*
A panel composed of a government official, power company executive and the CEO of an entrepreneurial alternative energy company will discuss the policies and practices of alternative energy resources in China.

**Afternoon**  
2:00 – 3:00  
Travel to Zhongguancun Software Park Development Co, Ltd. (z-Park)

3:00 – 4:30  
*World's Largest Corporate and Incubator Park*
Overview of the Z-Park and keynote by Dr. Yingqi Xia – Deputy Director of the Z-Park Management Committee

Jennifer (Jenny) Pan, founder & CEO of ChinaSense will thereafter lead a discussion with entrepreneurs from Z-Park who will describe how they grew their businesses and the contributions of the Z-park in their growth evolution.

*David Chen - COO, Worksoft Creative Software Technology*  
*Mark Natkin – Founder, Marbridge Consulting*

4:45 – 5:45  
Travel in bus to the airport. Box dinner on bus.

**Evening**  
7:00  
Flight departs Beijing

9:05  
Flight arrives in Shanghai. Bus to hotel and check in
Wednesday August 29, 2007 ~ Shanghai

**Morning**

Breakfast  On own

9:00 – 11:30  Ritz Carlton Hotel, Room TBD

*Venture Investing in China*

Venture capital and private equity experience investing in entrepreneurs in China.

Panel will include:

Ching Tan (Moderator) - Managing Director & Chief Representative China, Siguler Guff & Co
J P Gan - Partner, Qiming Ventures
Other Panelists to be announced shortly

**Lunch**

On own in hotel or nearby

**Afternoon**

1:00 – 2.00  Board bus and travel to the Knowledge and Innovation Community

2:00 – 3:00  *Tour of the Knowledge and Innovation Community (KIC)*

KIC is a unique space with advanced facilities where high-tech entrepreneurs, educators, researchers, and venture capitalists can meet, network, and prosper. This 840,000-square-meter center is developed by Shui On Land Ltd and will be completed by 2010. You will tour the research facilities and meet with KIC officials to learn how to develop partnerships.

3:00 – 5:30  KIC, Resource Center, Level 2, One KIC, KIC Plaza

*Signature Event*

Up to 150 people can attend this event. A special invitation has been sent to members of the American Chamber of Commerce in Shanghai and the China Chicago Club.

3:00 – 4:00  *Key Success Factors for Entrepreneurial Success in China*

Panel discussion featuring some of China’s most successful entrepreneurs.

Invited Panelists:
Stephen Wong – President, Chongbang Group
Peter Xiong – Chairman and CEO, Miartech Inc.

4:00 – 4:30  Networking Break
Wednesday August 29, 2007 ~ Shanghai

Afternoon
4:30 – 5:20  Keynote Address
Vincent Lo, Chairman & CEO of Shui On Land Limited

Vincent Lo is recognized as one of the leading entrepreneurs in China. In 1984 Lo began investing in Shanghai and built a hotel in partnership with the Shanghainese Communist Youth League. His company Shui On Land Limited is now one of the largest real estate developers in Mainland China.

Established in 2004 and headquartered in Shanghai, Shui On Land Limited is the flagship property company consolidating prime developments of Shui On Group in the Chinese Mainland. The company was listed on the Main Board of the Stock Exchange of Hong Kong in October 2006. It has expanded its land bank from 2.3 million square metres since its formation in 2004 to approximately 8.4 million square metres today, with developments in prime locations of major cities including Shanghai, Chongging, Wuhan and Hangzhou.

5:30 – 6:00  Networking with attendees of the event

6:00 – 6:30  Bus to Xin Tan Di for all trip participants

The invited guests will have to leave by 5:30 for the #1 Club in XinTianDi – however the larger delegation may want to stay back for a bit and network with the rest of the attendees of the event.

Evening
6:30  Dinner on own. Trip participants will receive a list of preferred restaurants.

Xin Tan Di is a neighborhood of old Shikumen (a type of tenement found only in Shanghai) has been saved by a restoration that turned the old stone buildings into boutiques, clubs and restaurants. Xin Tian Di is not only China's finest historical redevelopment project, but also a model for Asia.

6:00 – 7:30  Vincent Lo’s Number 1 Club

VIP Reception for sponsors and speakers
Thursday August 30, 2007 ~ Shanghai

Morning
8:00 – 9:30 Breakfast session, Ritz Carlton Hotel, Room TBD

The challenges and opportunities of software start-ups in China
Eric Rongley, Founder & CEO of Bleum, Inc.

Bleum, Inc. is a global leader in software outsourcing. Eric will discuss the issues that he has faced from his competitors in China as well as the growth prospects in the Chinese marketplace.

9:30 – 10:00 Short walk to the offices of J Walter Thompson, The Center, 989 Changle Road

10:00 – 12:00 Selling to the “Emerging Affluent” Chinese Consumer”:
Tom Doctoroff, ’89, CEO, JWT Greater China

Tom Doctoroff will provide a lively discussion and demonstration on how history and culture affects marketing strategies for the Chinese consumer market.

Lunch
On own at the hotel or nearby

Afternoon
1:30 – 2:30 Bus to WaiGaoQiao Free Trade Zone

2:30 – 4:00 WuXi Pharmatech

Entrepreneurial Growth Opportunities
Visit WuXi Pharmatech founded by Li Ge. In 2000, when Li Ge returned from the United States to pursue an entrepreneurial vision which in the course of 7 short years has become China’s largest drug discovery R&D services company with approximately $100 million in revenues.

Li Ge will share with us his entrepreneurial journey along with the challenges he faced in scaling operations and building his team.

4:00 – 5:00 Bus back to the hotel

Evening
5:30 On own. Trip participants will receive a list of preferred restaurants in Puxi.
Friday August 31, 2007 ~ Shanghai

**Morning**

Breakfast  
On own

8:30 – 9:00  
Bus to Pudong

9:00 – 11:30  
Shanghai Futures Exchange

*China’s Financial Markets*

The morning will begin with opening remarks by Chairman of the Shanghai Futures Exchange (SFE), Madame Lihua Wang, CEO of the SFE. Mr. Meijun Yang will then provide an overview of the China financial markets and its regulatory conditions.

Information on the financial imperative and process of making investments in the Shanghai Futures Exchange will be presented by CIO, David Dapeng Lee. The latter part of the morning will also feature presentations from the senior leadership of the Shanghai Stock Exchange.

**Lunch**  
At the Shanghai Futures Exchange hosted by the SFE

**Afternoon**

1:30 – 2:00  
Bus back to the hotel

2:00 – 4:30  
Ritz Carlton Hotel, Room TBD

*Management Challenges for Foreign Operations in China*

SBA Stone Forest, the RSM McGladrey affiliate in Shanghai, will provide an update on corporate income tax reform, labor regulations and business developments, and opportunities and challenges for foreign business operations in China. Ching Mia Kuang, a partner at SBA Stone Forest will begin the afternoon with a presentation on key changes in regulatory policy that affect foreign entities. Then there will be a panel session where entrepreneurs from various types of industries will discuss how they established their operations in China.

**Dinner**  
Dinner with the GSB Alumni Club of Shanghai  
Location TBA
Saturday September 1, 2007 ~ Shanghai

Morning and Afternoon
10:00 – 5:00 Tour operator will lead a tour of the Shanghai Museum and Yuyuan Garden, followed by an afternoon of shopping.

Evening
Dinner On own

Sunday September 2, 2007 ~ Shanghai – Hong Kong

Morning
6:45 Take bus to airport
8:40 Flight departs to Hong Kong
11:15 Arrive in Hong Kong

Lunch
12:30 Check into hotel, Lunch on own

Afternoon
1:00 – 5:00 Tour of Hong Kong

Evening
6:00 – 9:00 Dinner Cruise on the Aqualuna

View the Hong Kong harbor by sunset and then experience the Symphony of Lights.
Monday September 3, 2007 ~ Hong Kong

**Morning**

Breakfast  On own

8:30 – 9:00  Bus to China Club

9:00 – 11:30  China Club, 15th Floor Library, The Old Bank of China Building, Central, Hong Kong

**Chicago Conviction + Hong Kong execution = Entrepreneurial Success**

*Morning Keynote Lecture: Mr. Francis T.F. Yeun, University of Chicago Board of Trustees and Executive Chairman of Pacific Century Insurance Holding Limited.*

Mr. Yeun will share with us his perspectives from his experiences in two ventures that helped him achieve major entrepreneurial success. His first venture was a pizza franchise in Beijing in the early 1990s. He subsequently helped change the landscape of the insurance industry in Hong Kong.

This keynote lecture will be followed by an exciting discussion forum with some of Hong Kong’s very exciting entrepreneurs who continually shape the way we look at business opportunities in Hong Kong, Mainland China and beyond by sharing with us their own entrepreneurial journey and their current ventures and entrepreneurial aspirations.

Panelists for this session currently include:

- C.K. Lincoln Yung ’70 - Deputy Managing Director and Executive Director, Nanyang Holdings Ltd
- Stanley Pong - Chairman, Cosmedia Group Holdings Ltd

**Lunch**

China Club, 14th Floor, Function Room

12:00 – 2:00  *Where Financial Services Meet Entrepreneurship*

*Luncheon Speaker: Jacques Kemp, ’96  CEO, ING Asia/Pacific Ltd*

Mr. Kemp will provide his valuable perspectives of doing business in the financial services sector in Hong Kong and Mainland China over the years. Mr. Kemp will also illustrate his "entrepreneurial" leadership in a discussion of how he structured a 20% stake in the Bank of Beijing on behalf of ING.
Monday September 3, 2007 ~ Hong Kong

Afternoon
2:15 – 3:00 Walk to the Hong Kong Exchange

3:00 – 4:30 Hong Kong Exchanges and Clearing Limited, One and Two Exchange Square, Central, Hong Kong

Tour of the Hong Kong Exchange Visiting gallery followed by an informative lecture on:

*Alternative investments and their entrepreneurial implications in Hong Kong*

*Benjamin Lee, ’83 Managing Director of Phoenix Advisors Ltd.*

GSB alumni Benjamin Lee will address this topic and will also highlight his experience in the derivatives market.

4:30 – 5:30 Bus back to the hotel

Dinner
7:30 Lumiere Restaurant, IFC Mall, Central

*Dinner with the GSB Alumni in Hong Kong*

Ensemble by some noteworthy alumni and business leaders that are shaping the world that we live in.

Lumiere restaurant presents an exciting and innovative dining concept comprising authentic Sichuan cuisine complemented by appetizers, side dishes and desserts from South America. World-class interior designers have created a mesmerizing dining space complete with panoramic harbor views.

Tuesday September 4, 2007 ~ Hong Kong

Main Trip Participants

Leave for airport depending on individual flights

Macau Extension Participants

8:00 Leave hotel for ferry to Macau

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