Seagate GLOBAL

Going International

Shangri-la Province Yunnan

Kunming, the Chicago of China

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Presented by William Lawton

International Advisor to Kunming and Yunnan

And Wiseland Qiu, Managing Director, Seagate Madcon

April 17th, 2011, Kunming, China

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Who is this Lawton guy, and what is he doing in Kunming?

- A little background about Lawton
- What Seagate is doing

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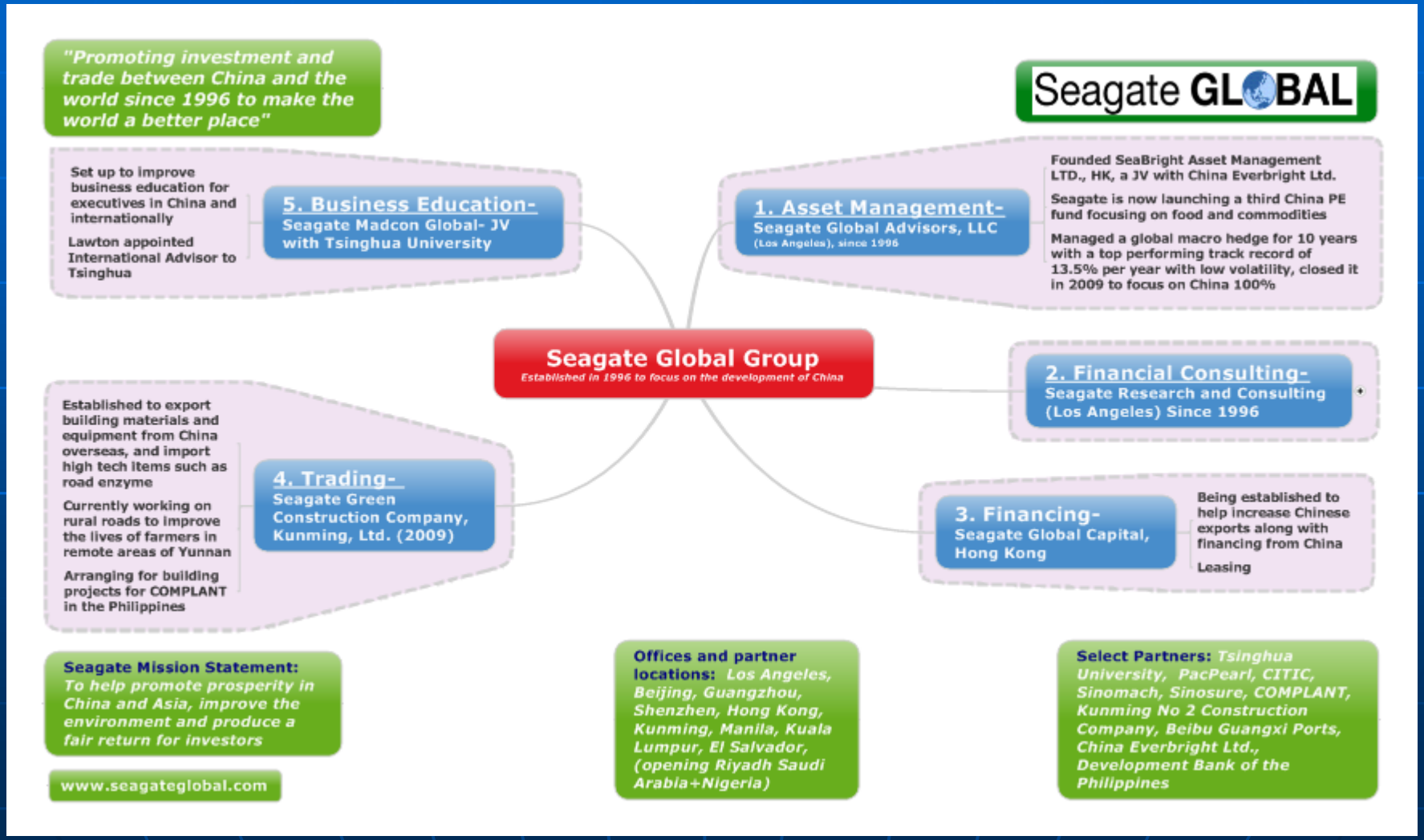

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Mexican People Were Wonderful

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But very poor. So I decided to figure out how to help.

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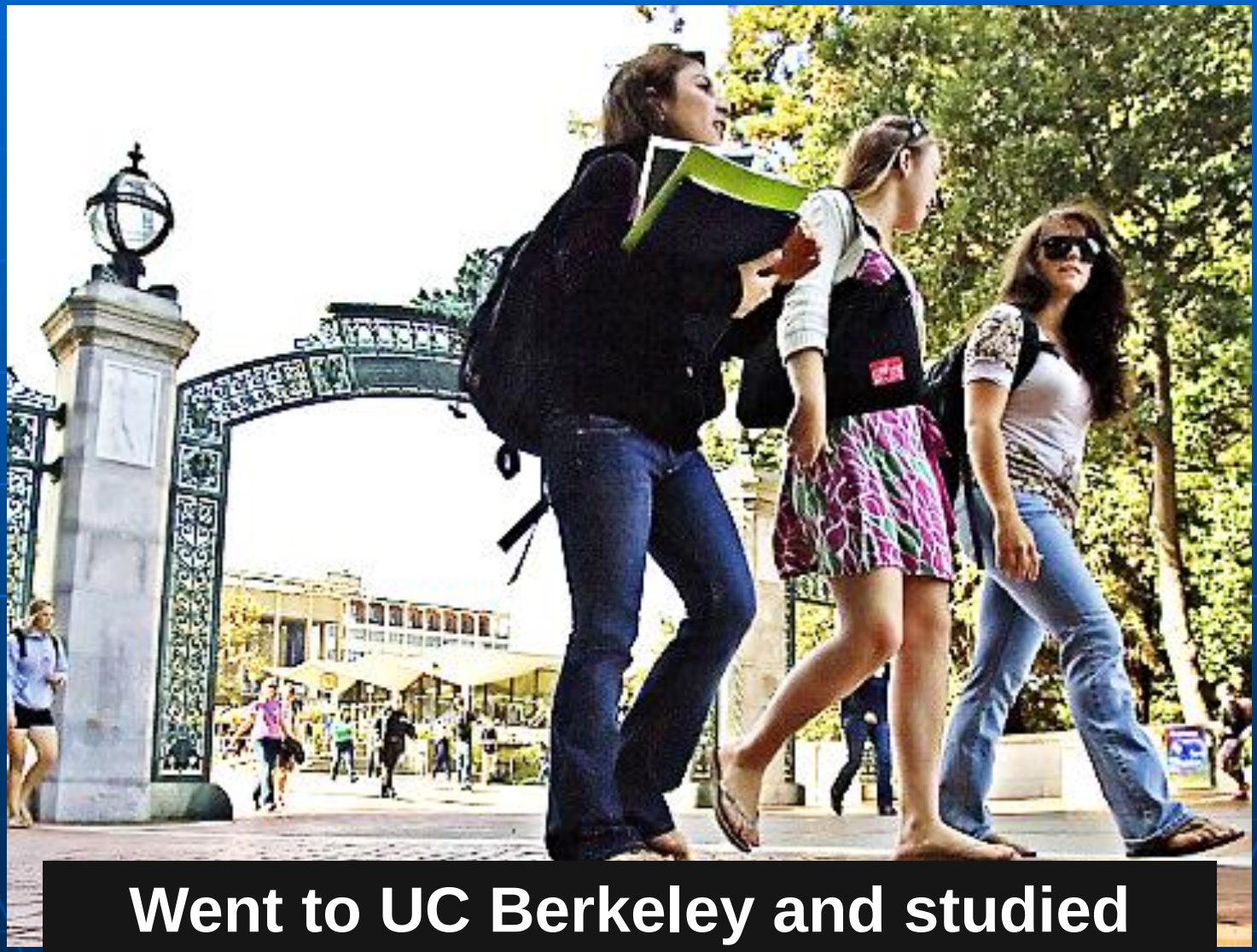

Went to UC Berkeley and studied development economics

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Graduated in 1972, took a backpack trip around the world

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Tried to enter China in 1972, but was refused entry

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Went to HK, then Japan

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Decided that Japan held the formula for modern economic development

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- Took a job in International Banking at Big Japanese Bank
- MA in International Economics

COLUMBIA BUSINESS SCHOOL

- Then went to Columbia University to get an MBA in Finance

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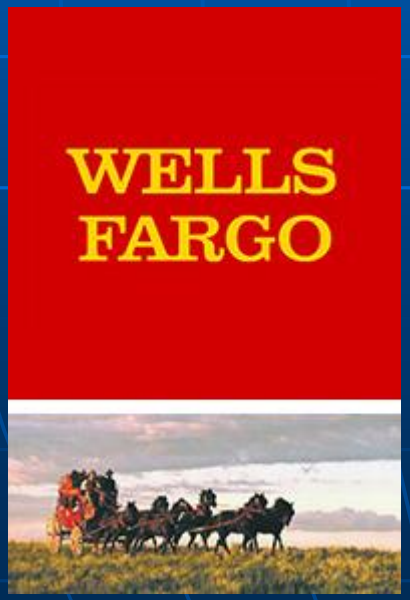
- Then was hired by American Express to manage bond portfolios



- Then Wells Fargo Bank to set up the Derivatives Business
  - Pioneer in derivatives
  - Invented Swaption
  - Made around RMB 1,000,000,000 for the bank

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Was hired by Mr. Chen Yuan to help modernize the Peoples Bank of China in 1993

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Spent the next 10+ years as either advisor or broker to PBOC

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Private Equity Fund

Portfolio and Case Studies

SeaBright China Special Opportunities Fund (I)

A US$50 million close-ended fund advised by the Everbright Private Equity team. First launched in 2004. Its investment period expired in August 2007.

Investors include China Everbright Limited and individual investors from US and Japan.

- Focus on companies based in China with strong growth prospects.
- Investment stage: later stage – companies with longer history, larger size and IPO feasibility.
- Preferred areas: the Renewable Energy, Telecom, and Consumption sectors.
- Single investment size US $5 to 10 million.
- Expected return: average annual return 25% based on invested capital.
- As at 30 June 2008, the IRR on invested capital was approximately 429%.

More...

- Introduction
- Investment Strategy
- Investment Process
- Investment Team
- Portfolio & Case Studies - SOF
- Portfolio & Case Studies - CSOF

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Helped launch Goldwind Technologies in China, a company that is now one of the world's largest wind turbine manufacturers

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Seagate Global has been working for 2 years to help Yunnan Go Global

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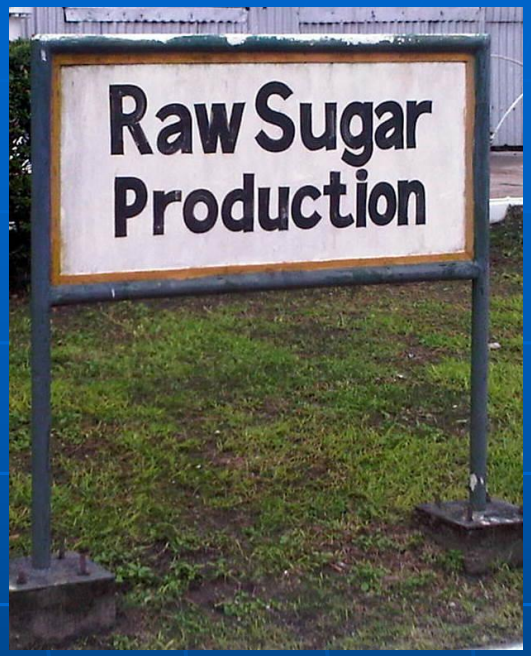

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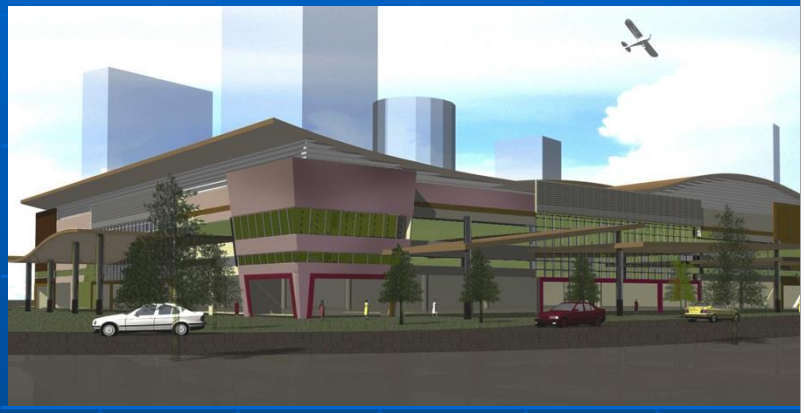

Seagate is bringing Yunnan construction companies to help build the North Food Exchange in Manila, Philippines

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Working on agricultural transactions in Malaysia and Brunei to export to China

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International Investment Group Brought the Philippines

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Lawton consulting with President Arroyo of the Philippines on trade and investment in the ASEAN region

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Seagate's Partners working on projects in Brunei

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Metcalf in the field surveying a project

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Seagate Partner in charge of low cost housing design built and sold Europe's largest "green" construction company

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Seagate's innovative low cost housing solution is ready to ship from China in thousands of units with minimal on site construction

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Tsinghua University and Seagte are Partners in Executive Educution

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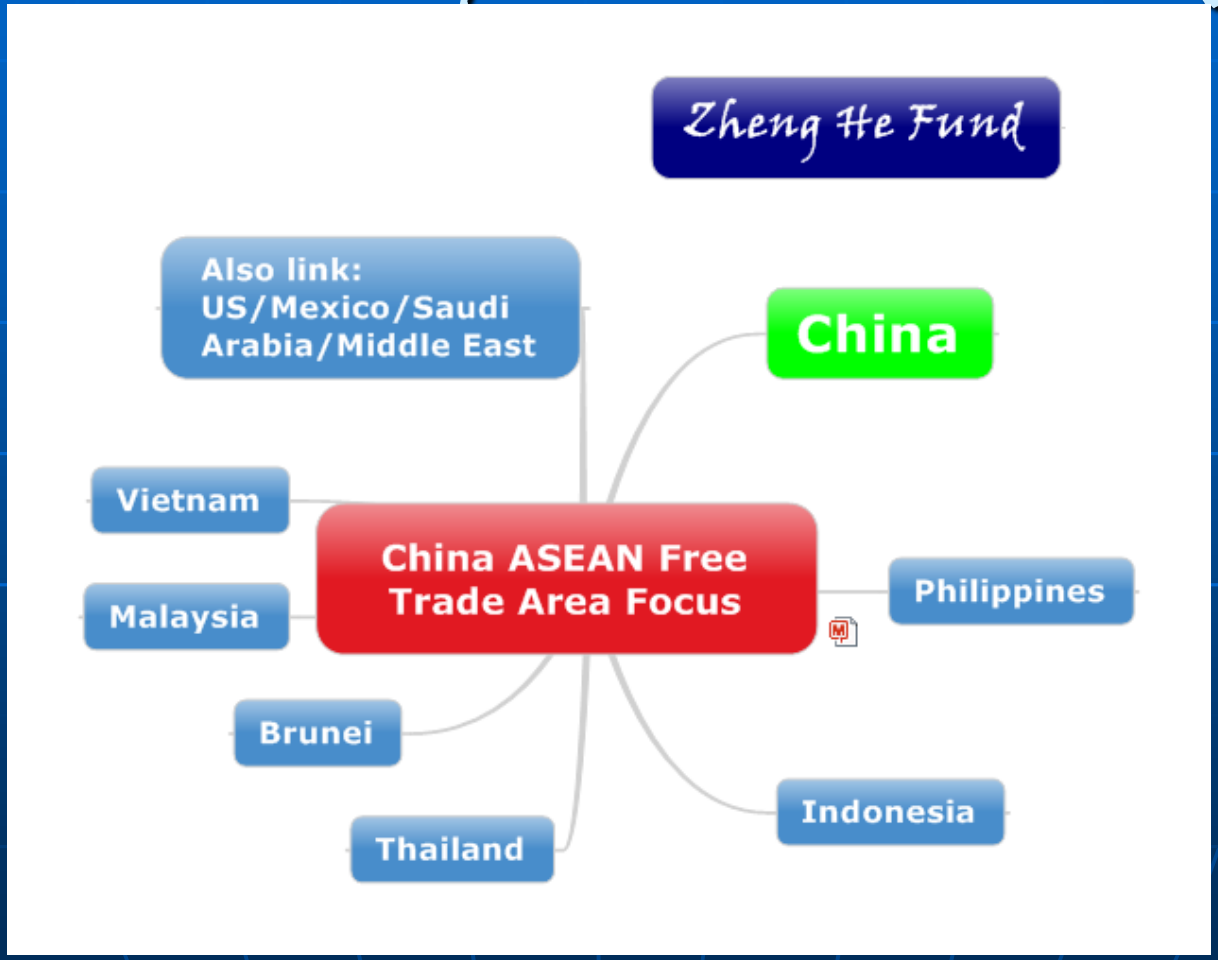
Zheng He Fund