



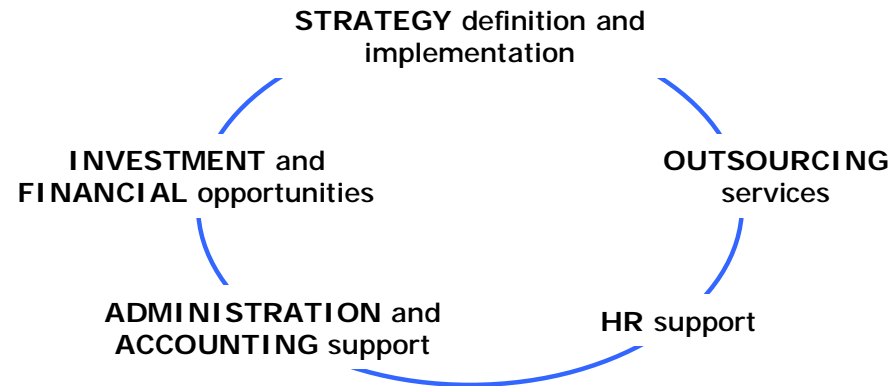
JESA Investment & Management Co. Ltd.

Why JESA?

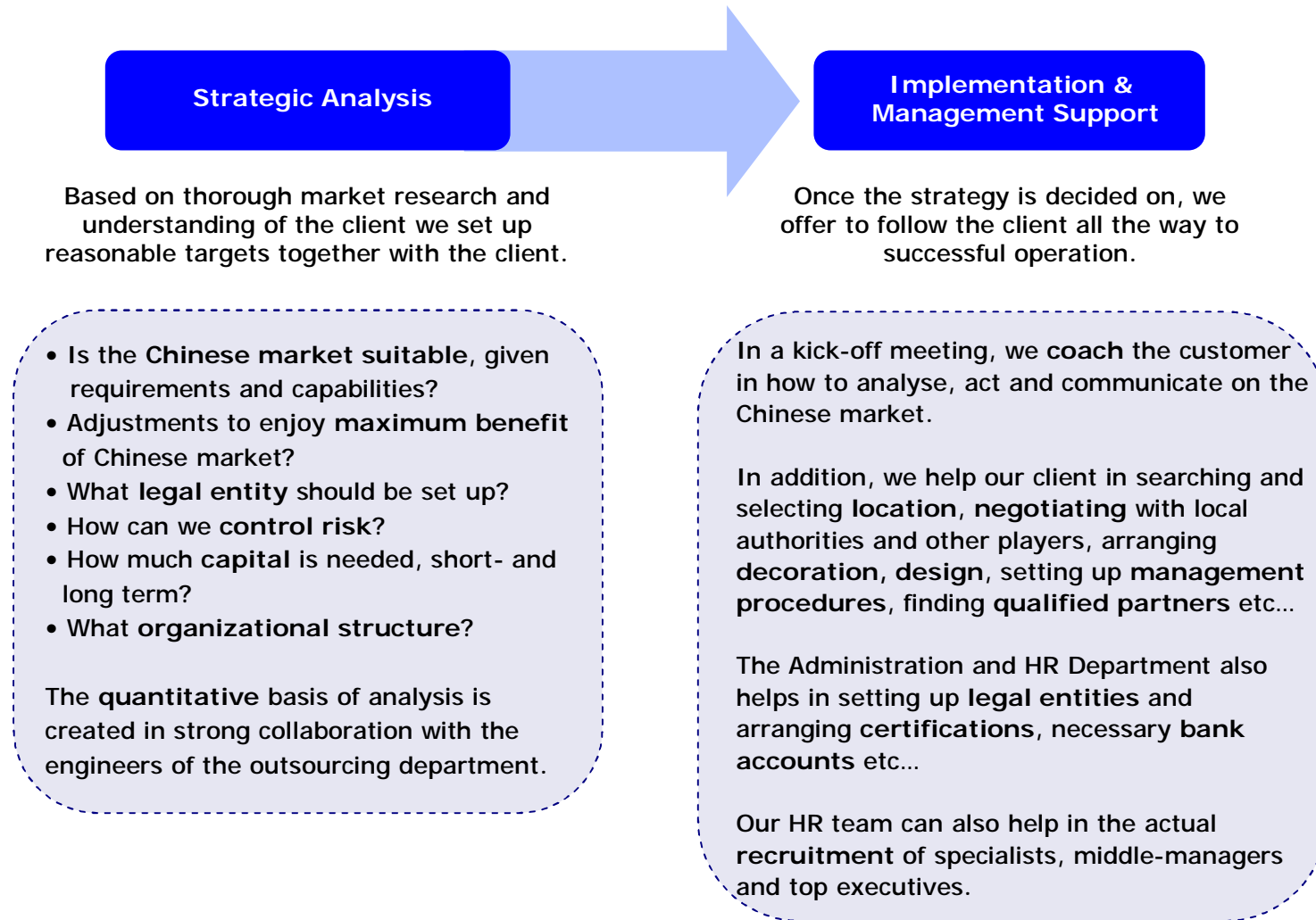
JESA has been a service company on the Chinese market since 1998, starting out in outsourcing operations.

JESA is today one of the few companies in China which is able to offer an **integrated range of services**, taking advantage of synergies amongst functions. During the years, JESA has also built an **extensive and reliable network** - crucial when doing business in China.

JESA helps clients that are interested in **evaluating, establishing or increasing their activity in China**. JESA's main focus lies on **matching our clients needs with market evolutions**, whilst creating long-term value.



STRATEGY definition and implementation



We provide a wide service portfolio that helps the client in single activities or we can also take the client through entire processes with our **Integrated Management tool**.

OUTSOURCING and ENGINEERING services



Thanks to the long working experience and engineering background of the Technical Department staff, this unit has a deep understanding of technical issues.

All suggestions from our Technical Team are based on strong comprehension of the client's operations and products. Thanks to this, our service is highly practical and specific.

HR Head-hunting

JESA helps recruiting specialists, middle-managers and executives within any industrial sector.

Together with the client, a **candidate profile** is created, upon which we perform head-hunting of suitable people.

JESA then **performs the interviews** based on the hard and soft skills required, selecting a final group of candidates.

For **positions of high technical level**, HR collaborates with the outsourcing department in order to provide highest quality result for the client.

We also negotiate **labour contracts**, based on Chinese law and client requirements.

HR Consultancy

We can also help our clients in diagnosing the organization's health, strengths and weaknesses considering several aspects, including:

- **Quality of labour policies**
- **Internal management**
- **Efficiency of staff**
- **Evaluation of purchasing dept. and other specific units**
- **Adaptation to continuously changing Chinese regulation**
- **Employee satisfaction**
- **Expatriates performance and adaptation evaluation**

ADMINISTRATION and ACCOUNTING support

Administration Support

Starting up and operating in China can be difficult due to complex and quickly changing regulations.

Our administrative staff is continuously updated on regulatory changes and can help with administrative tasks such as:

- Setting up legal entities
- Arranging certifications
- Arranging foreigner registration
- Organizing for utility applications
- Arranging temporary desk space and secretary support

Accounting Support

Fulfilling all formalities and setting up an accounting system according to Chinese GAAP is time and resource consuming. JESA can help the client with accounting related issues, including:

- Bank account opening
- Book set up and keeping
- Statement and reporting according to both GAAP and IFRS
- Tax & charge declaration
- Accounting verification
- Treasury issues

INVESTMENT and FINANCIAL opportunities

Fund Management

JESA wants to help individuals and other bodies that wish to take advantage of China's expansion.

JESA's accumulated knowledge in terms of technologies, quality evaluation, industry outlook, operational channels etc... gives us the capability to evaluate investment objects. Developing a fund management unit is our way of exploiting and expanding on this capability.

Financial Institutions Advisory

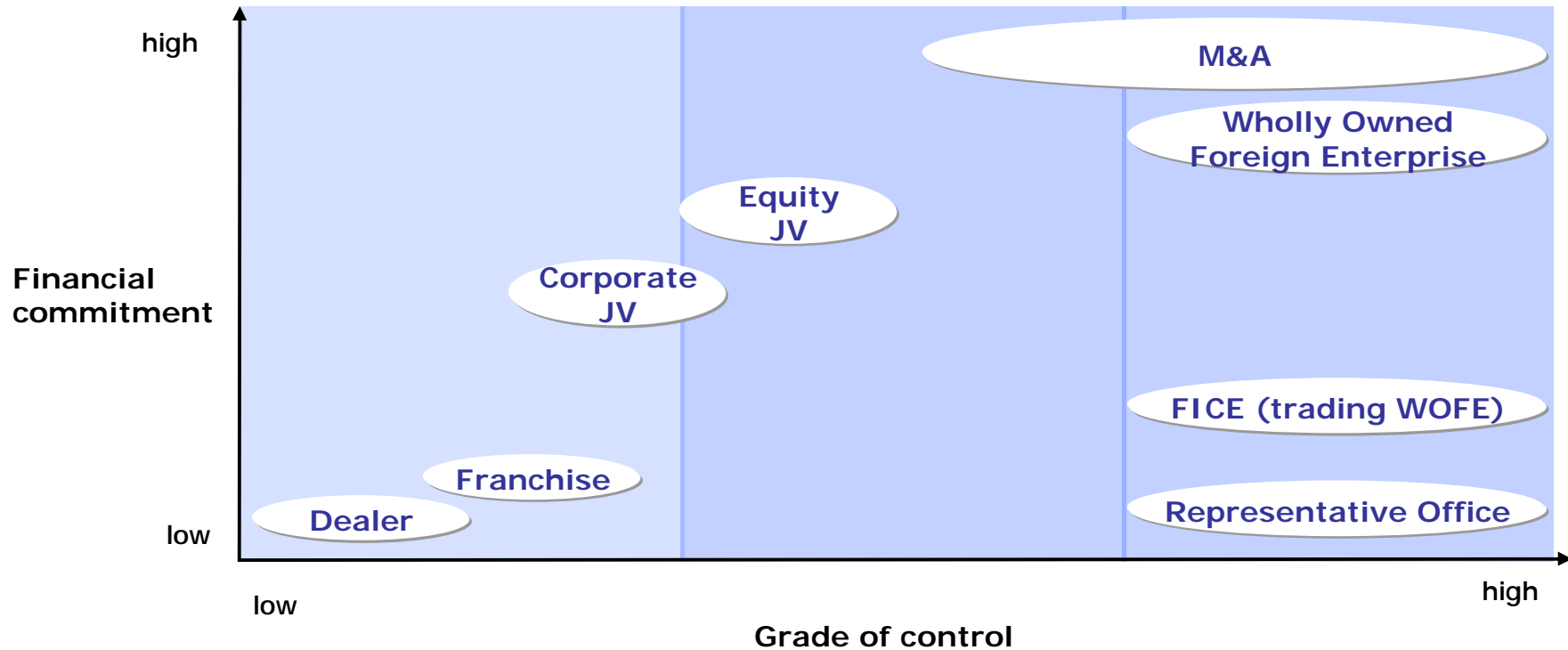
Based on the same accumulated knowledge we also offer advisory to financial institutions that are interested in growing in Asia and/or successfully support their customers' internationalization.

A majority of JESA management has strong education and long experience in the financial industry. In addition, JESA has experience in dealing with public and private counterparts, and also has important partnerships and continuous collaborations with banks and investment funds.

In the end, how do I enter China?

Our services in terms of outsourcing and fund management are ways of entering China without a legal body.

The circles below however represent legally allowed ways to operate physically in China. Based on knowledge of the Chinese market in combination with the needs and requirements of the client, we find the most appropriate way.



Who are we?

Our people are the **true strength** of our company. The high professionalism and the International/Chinese blended capability is represented in our 70 people staff as well as in our management, which consists of:

- Saro Capozzoli** has about 20 years of direct work experience in China. He lived in many cities in inner China, supervising engineering projects for the construction of medium/large industrial plants. During this time Saro has developed an extended network in Asia. After 9 years of working for ENI Group, he founded JESA in 1998.
- Jenny Wang** is graduated at Hairbin High Technoogy Insistitute has more than 15 years of working experience in the financial field in China and 11 years at executive level. She has worked for one of China largest banks, then for trustee and investment companies reaching high managerial level in short time. She has developed an extended financial network and among the listed Chinese companies.
- Scott Sun** has a MSc in Economic Science and he is CPA and CFA. He has five years of working experience in financial investment consulting. Scott has previously worked as financial advisor and investment manager.
- Isabelle Wei** has a MSc in International Relations, culture and foreign affairs. She has 17 years of working experience in business and management consulting.
- Marco Gentili** has an EMBA at INSEAD, a MSc in Develop. Economics from London University. He has more than 12 years working experience as an executive in China. He has developed a deep understanding of Chinese business environment.
- Paolo Calzavara** has a MSc in Industrial Organic Chemistry and he is co-founder of JESA. Paolo has 25 years of managerial experience as Executive Director of companies belonging to German and Italian groups, operating both in Italy and abroad.

A large number of JESA's engineers and managers, both expatriate and Chinese, are spread across different cities in China, in order to follow projects on site.

What is our network?

Since 1998, we have helped 600 foreign companies to understand, enter, operate, grow and/or invest in China.

We took part in more than 400 projects.

These collaborations have resulted in € 500 millions of Foreign Direct Investment (FDI) into China.

JESA has been rewarded by Chinese ambassador in Italy, Mr. Sun Yuxi, as the best company for strategic consulting in China – Lombard elite – China award 2008, giving the credit to the Company for the projects followed out in the recent years.

Due to our deep trust in confidentiality we do not disclose the identity of our clients.

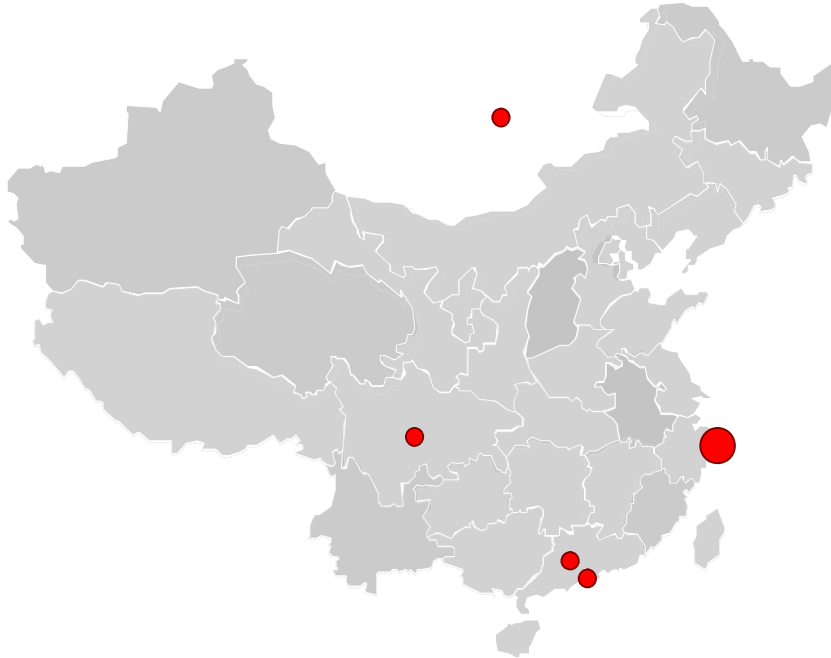
Jesa is partner of:



Jesa is also a member of:



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