

# Equity Corporate Finance – Selected IPOs

**SinoMedia Holding Ltd.**

US\$52m

IPO  
*Hong Kong*

**Joint Global Coordinator,  
Joint Bookrunner,  
Joint Sponsor and  
Joint Lead Manager**  
Jul 2008

**DaChan Food (Asia) Ltd.**

US\$120m

IPO  
*Hong Kong*

**Global Coordinator,  
Sole Bookrunner,  
Sponsor and Lead Manager**  
Oct 2007

**Ajisen (China) Holdings**

US\$242m

IPO  
*Hong Kong*

**Global Coordinator,  
Sole Bookrunner,  
Sponsor and Lead Manager**  
Mar 2007

**China Properties Group**

US\$210m

IPO  
*Hong Kong*

**Joint Sponsor and  
Joint Lead Manager**  
Feb 2007

**Zhaojin Mining Industry**

US\$323m

IPO  
*Hong Kong*

**Joint Bookrunner,  
Joint Sponsor and  
Joint Lead Manager**  
Dec 2006

**Anhui Tianda Oil Pipe**

US\$65m

IPO  
*Hong Kong*

**Global Coordinator,  
Sole Bookrunner,  
Sponsor and Lead Manager**  
Dec 2006

**Hsu Fu Chi International**

US\$69m

IPO  
*Singapore*

**Global Coordinator,  
Sole Bookrunner, Sponsor,  
Lead Manager and  
Underwriter**  
Dec 2006

**Minth Group**

US\$67m

IPO  
*Hong Kong*

**Global Coordinator,  
Sole Bookrunner,  
Sponsor and Lead Manager**  
Dec 2005

**China Infrastructure  
Machinery Holdings Ltd**

US\$62m

IPO  
*Hong Kong*

**Global Coordinator,  
Sole Bookrunner,  
Sponsor and Lead Manager**  
Nov 2005

**China Paradise Electronics**

US\$152m

IPO  
*Hong Kong*

**Joint Global Coordinator,  
Joint Bookrunner,  
Joint Sponsor and  
Joint Lead Manager**  
Oct 2005

# Equity Corporate Finance – Selected IPOs (cont'd)

## Sinochem Hong Kong

US\$246m

IPO  
*Hong Kong*

**Joint Global Coordinator,  
Joint Bookrunner and  
Joint Sponsor**  
Jul 2005

## China Shineway Pharmaceutical

US\$112m

IPO  
*Hong Kong*

**Global Coordinator,  
Sole Bookrunner and  
Sponsor**  
Dec 2004

## Wumart Stores

US\$70m

IPO  
*Hong Kong*

**Global Coordinator,  
Sole Bookrunner and  
Joint Sponsor**  
Nov 2003

## Standard Chartered

US\$377m

Share Offer & Listing on Hong  
Kong Stock Exchange  
*Hong Kong*

**Co-Sponsor and  
Joint Lead Manager**  
Oct 2002

## Harbin Brewery

US\$56m

IPO  
*Hong Kong*

**Global Coordinator,  
Sole Bookrunner,  
Co-Sponsor and  
Lead Manager**  
Jun 2002

## Sinotruk (Hong Kong) Ltd

US\$1,281m

IPO  
*Hong Kong*

**Co-lead Manager**  
Nov 2007

## Franshion Properties

US\$487m

IPO  
*Hong Kong*

**Co-lead Manager**  
Aug 2007

## Stella International

US\$445m

IPO  
*Hong Kong*

**Co-lead Manager**  
Jul 2007

## Intime Department Store

US\$357m

IPO  
*Hong Kong*

**Co-lead Manager**  
Mar 2007

## Shui On Land

US\$875m

IPO  
*Hong Kong*

**Co-lead Manager**  
Oct 2006

# Equity Corporate Finance – Selected IPOs (Cont'd)

**China COSCO**  
US\$1,222m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Jun 2005

**Pacific Basin Shipping**  
US\$141m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Jul 2004

**Ping An Insurance**  
US\$1,839m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Jun 2004

**Tencent**  
US\$229m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Jun 2004

**China Mengniu Dairy**  
US\$165m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Jun 2004

**China Telecom**  
US\$1,513m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Nov 2002

**CNOOC Limited**  
US\$1,431m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Feb 2001

**China Petroleum &  
Chemical Corp.**  
US\$3,421m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Oct 2000

**MTR Corporation**  
US\$1,139m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Oct 2000

**New World China Land Group**  
US\$568m  
IPO  
*Hong Kong*  
  
**Co-lead Manager**  
Jul 1999

# Equity Corporate Finance – Selected Placings

**Zhejiang Glass Company Ltd**

US\$50m

Placing  
*Hong Kong*

**Sole Bookrunner &  
Lead Manager**  
May 2008

**Noble Group**

Total US\$325m

Placing  
*Singapore*

**Joint Bookrunner /  
Sole Bookrunner**  
2003 - 2007

**Luks Industrial Group**

US\$116m

Top-up Placing  
*Hong Kong*

**Sole Bookrunner &  
Lead Manager**  
May 2007

**China Fishery Group**

US\$75m

Placing  
*Singapore*

**Joint Bookrunner**  
Jan 2007

**China Insurance  
International Holdings**

US\$79m

Top-up Placing  
*Hong Kong*

**Sole Bookrunner**  
Dec 2006

**Kowloon Development**

Total US\$438m

Placing  
*Hong Kong*

**Joint Global Coordinator &  
Sole Bookrunner /  
Joint Arranger**  
2002 - 2006

**Wumart Stores**

Total US\$91m

H-Share Placing  
*Hong Kong*

**Sole Bookrunner**  
2004 - 2006

**BOC Hong Kong (Holdings)**

US\$86m

Placing  
*Hong Kong*

**Sole Bookrunner**  
Jan 2004

**Li & Fung Ltd**

Total US\$599m

Placing  
*Hong Kong*

**Joint Bookrunner**  
1999 - 2000

**Legend Holdings Ltd**

Total US\$427m

Placing  
*Hong Kong*

**Joint Bookrunner**  
1998 - 2000