

SCI and GATES AND COMPANY
are pleased to present a two-part, complimentary seminar on doing business in China:

China-Singapore Suzhou Industrial Park and Establishing a China-based Operation Wednesday, September 14, 2005

A high-ranking delegation from the Suzhou Industrial Park
is visiting Philadelphia — Come Learn More About
Doing Business in China!

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Established in 1994, Suzhou Industrial Park is located in the eastern portion of Suzhou, west of Shanghai. It is the largest economic cooperative project between the Chinese and Singapore governments, and one of the fastest growing and most competitive industrial development zones in the world.

As of 2003, there were over 500 foreign-funded companies participating in the Suzhou Industrial Park, reflecting actual foreign investment of over US\$650 million, including both *Fortune* 500 and numerous middle market companies.

Come meet the Suzhou delegation and learn more about doing business in this China trade zone.

The delegation will be immediately followed by a session on establishing a China-based operation, including topics such as:

- ❖ Determining and incorporating the role of a "China plan" in overall corporate growth strategy — choosing among other options
- ❖ Deciding the type of enterprise — strengths, weaknesses, and trade-offs — whether "wholly foreign owned enterprise (WFOE)", joint venture, acquisition, or other
- ❖ Selecting the optimum corporate form — best fit and tax incentives — for manufacturing, trading/logistics, rep offices, or holding companies
- ❖ Choosing the best location — key considerations such as supply chain and market dynamics, geographic options, and costs
- ❖ Identifying and acquiring appropriate staffing and support, IP protection, business infrastructure, etc.
- ❖ Knowing the filing and legal requirements for establishing a China-based business

China Commerce Seminar

Radisson Plaza-Warwick
1701 Locust Street, Philadelphia
Crystal Room

7:30 - 10:30 a.m.

Continental breakfast provided

Invitation only; no charge to attend.

Kindly RSVP by September 9 to
seminars@gatesandcompany.com or call
302-428-1338, x15 for more information.

A delegation representing the Suzhou Industrial Park will include:

- Mr. Zhang Zhensu, Deputy Director, IPB, SIPAC
- Mr. Shuai Junnan, Senior Officer, IPB, SIPAC
- Mr. Wu Jianxin, Deputy Division Chief, IPB, SIPAC

Representatives from Gates and Company, SCI, and DelStar will be on hand to share their real-world knowledge and expertise regarding establishing a China-based operation, including:

- David Gates, President, Gates and Company
- Tim Weckesser, President, SCI
- Shiqiang Gu, Vice President, SCI
- Mark Abrahams, President & CEO, DelStar, Inc.

