



iGeo Investment & Consulting Corporate presentation

IGEO INTRODUCTION

IGEO

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CORPORATE CONSULTING

CLIENTS

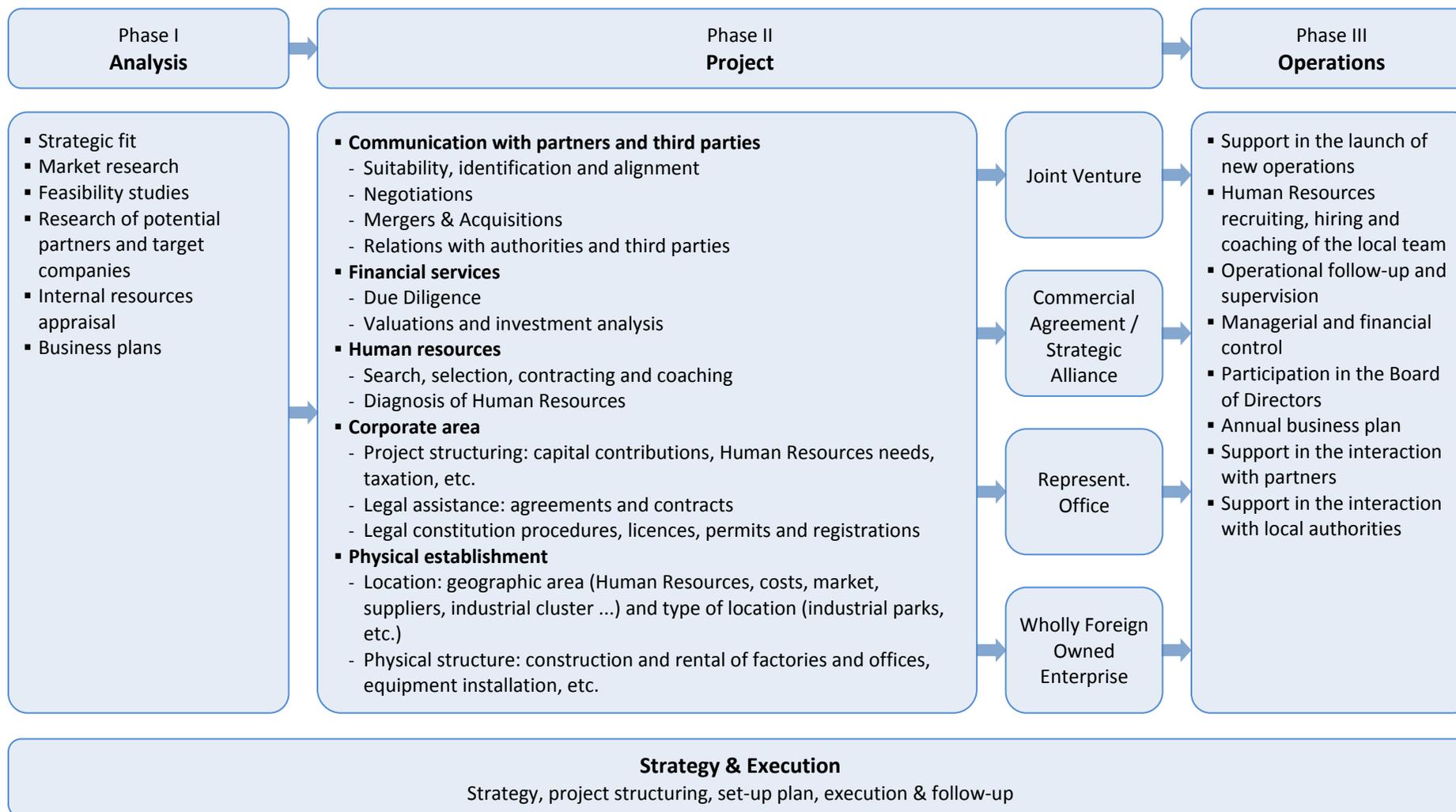
iGeo is an international consulting firm which specialises in advising companies and organisations in the structuring and execution of projects related to China, with special focus on strategic and corporate consulting (company establishment and M&A) and Human Resources.

Our consultancy services cover the main aspects any corporation may want to develop in the Chinese market. Three distinct project phases may be distinguished (see next page), which iGeo carries out in either an integrated or a modular way, according to the client's needs. The aim is to ensure not only the best possible results in the short term, but also a project development that is sustainable in the long run and optimised in time.

The average iGeo client is a medium/big sized foreign company with significant previous international experience and presence in different countries (even in China). The geographical base of most of the clients is Spain and Latin America, but iGeo is expanding to other markets and offering services to companies in other parts of Europe, USA and China. iGeo's services and expertise cover a wide variety of sectors. There is a majority of industrial clients, among which many of them come from the aerospace sector.

iGeo has advised over dozens of foreign companies on their investment and operations in China in the last years. iGeo Human Resources, a new division of the firm specialized in providing personnel recruitment services has successfully recruited over 150 positions for different clients, covering from foreign invested companies to joint ventures and Chinese local companies.

GENERAL PROCESS OF IGEO CORPORATE CONSULTING



PARTNERS

Iñigo Mendiburu



Wang Xiaohui



Diego Labarquilla



All iGeo's partners have over 15 years of professional experience on investing, managing, leading or advising businesses in the Chinese market. Wang Xiaohui and Iñigo Mendiburu are Executive Directors and participate actively in the consultancy services for clients. Diego Labarquilla owns and directly runs five foreign-invested operations in China.

- 20 plus years of international experience, primarily in China; Board member of several companies.
 - Former Deputy Managing Director of one of the biggest Spanish industrial groups, in charge of all international operations, including China.
 - BA in Business Administration from Deusto University (Spain) and London Business School ADP (UK).
 - Former Vice President of the Spanish Chamber of Commerce in China (Shanghai Division).
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- 15 plus years of international consulting experience, primarily to Spanish companies in China.
 - Former Managing Director of several Spanish manufacturing plants in China, responsible for new projects; member of several Spanish/Chinese joint ventures company boards.
 - University degree and EMBA CEIBS (China Europe International Business School).
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- Well-known businessman, president and director of various companies, and member of several company boards.
 - President and CEO of Savera Group, one of the largest Spanish operations in China. President of S21SEC.

TEAM



iGeo is formed by a solid team of multilingual professionals, from different backgrounds, with broad experience in all aspects of project management and business processes of both Chinese and foreign companies. The team offers fast, flexible and tailored solutions, incorporating advanced project management techniques on the one hand, and the necessary local and international knowledge on the other.

Our team includes twenty one consultants with the following profiles:

- MBAs (Masters in Business Administration)
- CPAs (Certified Public Accountants)
- Industrial Engineers
- Specialists in Supply Chain Management
- Computer science and IT Specialist
- Human Resources Specialists
- All the staff hold university or post-university degrees
- All the staff speak both Chinese and English, many also Spanish speaking

COLLABORATORS

iGeo has created a network of experts and specialised companies (consultants, law firms, auditors, engineering companies, etc.) to cooperate with in certain phases of projects. The network enables iGeo to focus on its competitive strengths while complementing them with the strengths of the associates. In perfect coordination with the iGeo team and combining the broad vision with specialised know-how, we design and implement comprehensive, expert and customised solutions geared to the ever more specific and complex business needs.

WHY IGEO?

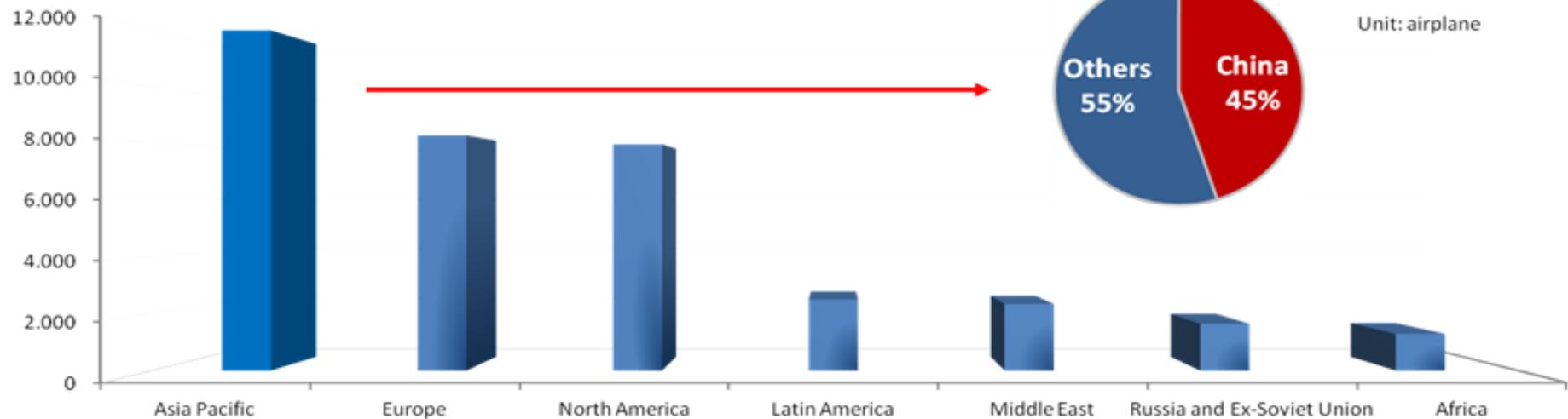
- ➔ Because our experience in project management in China enables us to offer our clients solutions in every stage of their business development: from initial analysis to operational support.
- ➔ Because throughout the years we have gathered valuable knowledge by having direct contact with the aerospace industry and its market in China.
- ➔ Because we implement a tried and trusted empirical methodology that guarantees valuable outputs: highly informative, analytical and decision-facilitating.
- ➔ Because iGeo's partners, each holding over 15 years of professional experience in China, are directly involved in project execution.
- ➔ Because we grant a proactive, customized and interactive service through the entire project, always focused in achieving a long-term sustainable development.
- ➔ Because we have achieved 100% positive feedback from clients to date, a solid testimony to our expertise and devotion in this field.
- ➔ Because we have a top level multicultural & multidisciplinary team that develops professional project management, maximizing the integrated value of internal and external resources.

THE AEROSPACE INDUSTRY IN CHINA



Boeing, Airbus and COMAC, forecast that the Asia/Pacific region led by China will become the biggest market in the world for the aerospace industry in the upcoming 20 years. It is expected that the total fleet in 2030 will reach 11,933 planes, surpassing those of North America or Europe. China, which represents 45% of the aforementioned market, is thus a strategic location in terms of both its geographic proximity to the Asia/Pacific region, and its own potential of growth.

Regional Fleet Forecast for 2030



Source: COMAC Market Forecast Report 2011-2030

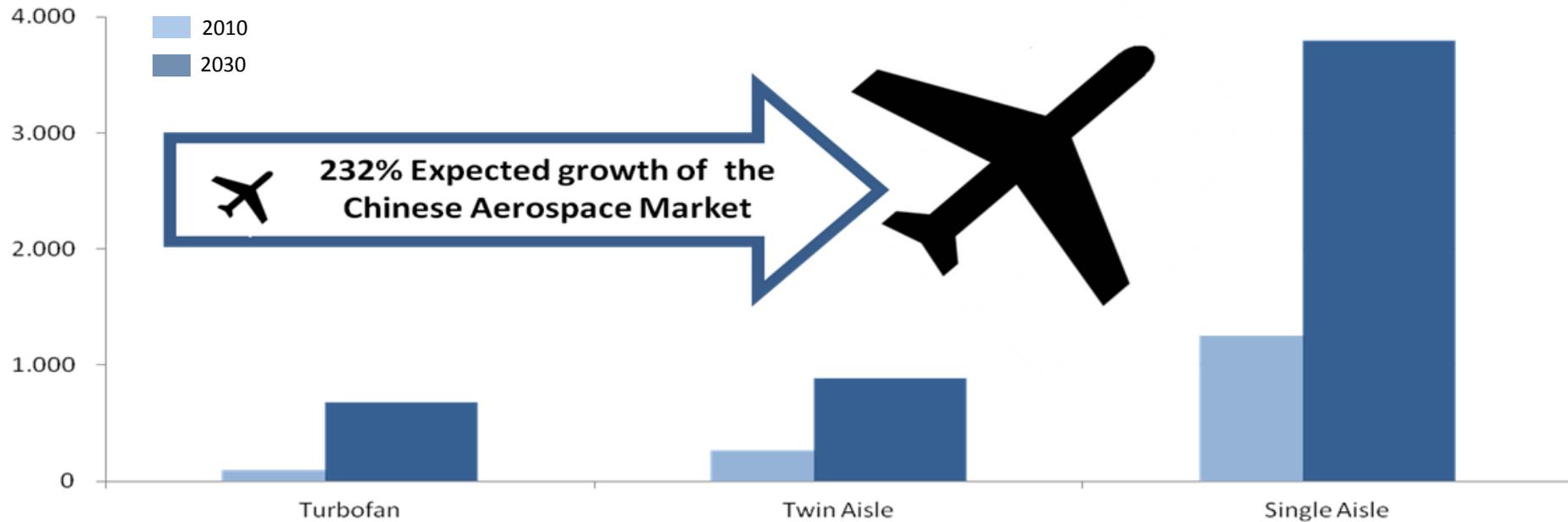
THE AEROSPACE INDUSTRY IN CHINA



China's aerospace industry is taking-off. Since the last decade, the industry is growing at impressive rates. By 2030 the total airplane fleet in China will more than triple.

This growth will affect the three main categories of commercial aircraft: turbofan, single aisle, and twin aisle. Combined, up to 3751 new planes will be required, making China the world's most promising country for the aerospace industry.

Source: COMAC Market Forecast Report 2011-2030



IGEO IN CHINA'S AEROSPACE SECTOR



IGEO'S ADDED VALUE

Having accumulated profound expertise over the years in the industrial sector, iGeo has specialized in the aerospace industry due to the need for solutions of its clients in China. Throughout this time, the firm has gained extensive *know-how*, and has become capable of executing projects in the industry and its market from its multiple perspectives.

The development of different projects has provided iGeo invaluable knowledge of the processes, regulations, policies, opportunities and other factors that directly affect the market and industry. In addition, the interaction with key actors has given iGeo the possibility to build up a strong network of contacts, making it capable of reaching decision makers in the most important Chinese aerospace firms.

The solutions that we have provided in the field not only have come from direct interaction with the main players (AVIC , COMAC) but also from different levels (tiers) of suppliers. By being directly involved on the field we understand the needs of both Chinese and foreign companies adding value to every step of each process.

- Years of experience
- Market-entry strategy analysis
- Business development design and cooperation strategies
- Inter-party communication management
- Negotiations support

DISTINCTIVE VALUE

We add value

- In filtering and assessing information
- In the efficient decision-making in complex environments
- In the negotiation and communication with local parties
- In the implementation of concrete solutions based on concrete experiences

We save you money

- Variable costs: travelling expenses, management time, legal fees, etc.
- Fixed costs: no need to hire additional employees or create additional structure
- Frequently our fees are eligible for subsidies and tax deductions

Professionalism, proximity, flexibility and pro-activity

At least one of iGeo's partners is directly involved in each and every project, thereby ensuring the client receives a professional, close and personalised service. iGeo understands the importance of continuously adapting to the changes of the business environment, while being proactive in the project development (we are responsible for proposing actions and implementing them).

'We have been on the other side of the table'

Before becoming consultants we were business managers. Our experience in running companies with international operations enables us to understand the client's needs and add value to the day-to-day operations as well as the strategic decisions.

We bet on a local team and we know how to make it works

In dynamic emerging markets having a local or 'localised' team is critical for success but at the same time it is crucial to transmit the foreign company's corporate culture and values to Chinese companies and individuals: iGeo's role is to act as a bridge between them.

We get involved

We commit ourselves to the project in the long term and we share the risk with the client.

REFERENCES

KEY SECTORS

To date, iGeo has successfully conducted projects in a broad range of sectors, such as:

- Aeronautical
- Automotive
- Building & construction
- Chemical & pharmaceutical
- Electrical equipment
- Electronics
- Elevation
- Food and agriculture industry
- Foundry
- Government institutions and associations
- Home appliances
- Machinery and capital goods
- Renewable energies
- Services
- Textile, garment industries

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