



Industrial Tour

Tuesday to Friday, March 27-30, 2012, Beijing, Ningbo, Shanghai, Wuxi and Kunshan

Overview

Nomura is pleased to host the Industrial Tour in Beijing, Ningbo, Shanghai, Wuxi and Kunshan.

This tour provides a great opportunity for both global and regional investors to meet with construction machinery companies in China. Construction machinery is a cyclical sector, so understanding the current position in the demand cycle is key for investment timing. The tour enables investor to have direct dialogues with key representatives of the industrial sector.

Tuesday, Mar 27 - Beijing

We will be visiting leading Chinese and Japanese factory automation players and some rail way players in China. Possible candidates includes:

- ✓ SMC Corporation (6273 JP) confirmed
- Hollysys Automation Technologies (HOLI US) confirmed etc.

Wednesday, Mar 28 - Ningbo

We will be visiting Taiwanese factory automation players and their users. On top of that, some leading Chinese general machinery players which includes:

- ✓ Airtac International Group (1590 TT)
- ✓ Haitian International Holdings Ltd (1882 HK) confirmed
 etc.

Thursday, Mar 29 - Shanghai

March is key for China Construction Machinery sales and we will be visiting some Japanese and Chinese leader players in Shanghai. Also some general machinery candidates which includes:

- ✓ Komatsu Ltd (6301 JP)) confirmed
- Construction machinery dealer etc

Friday, Mar 30 - Wuxi and Kunshan

Visiting factories of China Construction Machinery companies and leading Japanese factory automation companies which includes:

- ✓ Sany Heavy Industry Co Ltd (600031 CH)
- ✓ THK Co Ltd (6481 JP) site visit confirmed etc.



Katsushi Saito Head of Asia-Pacific Industrials Research Japan



Wenjie Ge Capital Goods / Construction & Farm Machinery & Heavy Trucks Asia ex-Japan

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Save the Date

ASEAN All Access

February 27-28, 2012, Singapore March 5-6, 2012, London March 7-8, 2012, New York

China Investor Forum April 25-26, 2012, Xiamen

Pan-Asia Technology Forum May 30-June 1, 2012, Hong Kong

India All Access
June 4-5, 2012, Mumbai

Nomura Asia Equity Forum June 6-8, 2012, Singapore

For more details visit Nomura Global Equity Events

^{*}Presentations expected in Mandarin and Japanese. Translation may be provided depending on needs.

^{*} Corporates under invitation stage. Information subject to change