



Dear Business Owner:

You are receiving this communication because many of you have expressed some interest in obtaining more information about the follow-up Team London Trip (Mission) to China in April of this year.

As most of you may be aware, our Team London Trip (Mission) to China had to be broken down into two parts because of scheduling conflicts with a number of key stakeholders. A first, preparatory trip, took place the week of November 21, 2011. That very successful trip involved participation by CSTAR (Dr. Denstedt & Mr. John Parker), Mayor Joe Fontana, Intergovernmental Affairs Director for the City of London, Grant Hopcroft, the President of the Board of Directors of the London Chamber of Commerce, Joaquim Balles, and one private sector company which was following up with discussions it had with the Jinshan Technology Group of Companies Ltd. in September of 2011.

While in China, the London team met with various government officials, Chambers of Commerce and other major business associations during their visit to Chengdu and Chongqing (southwest China) as well as Nanjing (City officials only) and came away with a number of strategically important Memorandums of Understanding (MOUs) that will set the stage for further relationship building and ultimately leading to economic development (trade and Foreign Direct Investment) opportunities for both countries.

The second stage of the trip/mission will take place from April 22 to April 29th and will involve a broader group of stakeholder participants each with their own specific agendas. We expect this trip to involve the University, Fanshawe College, The City (the Mayor and Grant Hopcroft), the Chamber (CEO Gerry Macartney only), CSTAR, LEDC (CEO Peter White), representatives of the Healthcare sector, and private sector companies focused mainly on Medical Devices, Life Sciences, Innovation, Packaging, Advanced Manufacturing, as well as other technology based interests. We will be limiting the number of private sector participants to about 8 although others may choose to take part in various segments of the trip.

In order to try to make the April 2012 trip as meaningful as possible, we are told that our Chamber affiliates in China will do their best to match as many of you who plan to make the trip with various companies/vendors/suppliers that you might be interested in meeting with during the various legs of the trip. In order to best accommodate that offer we would ask that you

provide us with a summary (1-2 pages) of your objectives and expected outcomes. We have included a template for you to complete but would be happy to receive more detailed information about your company should you wish to share it.

Should you have any questions, we would be most happy to field them. You should also note that while we are happy to help match you with counterparts in China, we do not have the capacity to arrange for your travel, accommodations, or on the ground requirements while in China. We will advise you of any forthcoming plenary opportunities where the entire team will be able to meet with our Chinese counterparts over dinner or some other form of planned gathering.

Sincerely,

Gerry Macartney, CEO
London Chamber of Commerce

Joaquim Balles, President
Board of Directors