



Your Window  
to  
the Chinese Nuclear Market

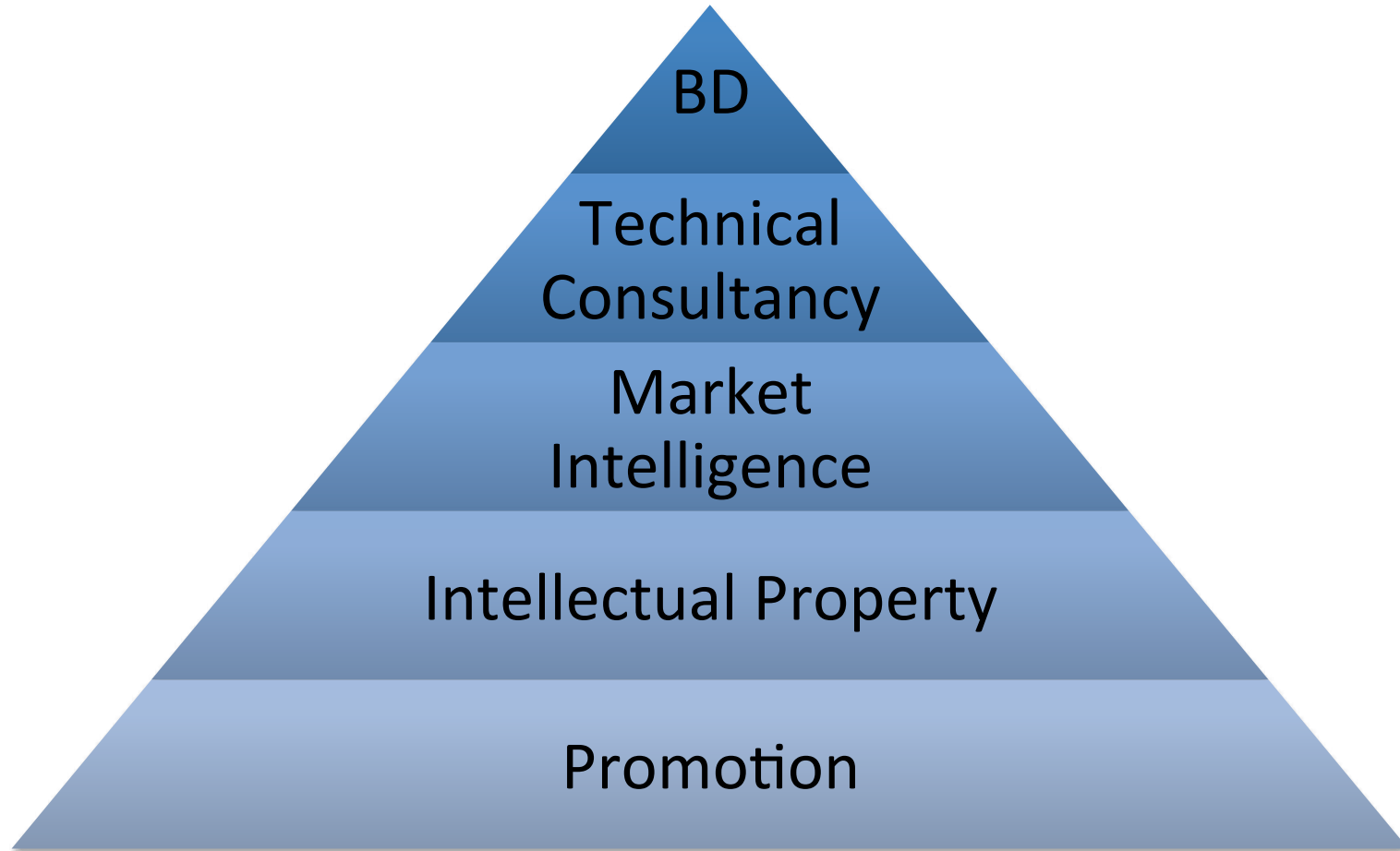
# Company Profile

- **Dynabond Powertech Service** is the local sales support for European, American and Asian companies in the Chinese power market.
- Our strategy is based on proactive sales, market intelligence, lobbying, protection of your intellectual property and support from the Chinese nuclear companies .
- We are a dedicated team focused only on the Chinese nuclear power market including engineers, marketers, finance experts and lawyers.
- We have a global network of consultants based in the USA, Brazil and Europe.

# Corporate History

- 2003: Dynabond Investment Consulting founded with its focus on selling foreign technology solutions and equipment in China.
- 2007: Dynabond Investment Consulting strengthened its focus on the Chinese Nuclear Power Market.
- 2008: Dynabond Investment Consulting renamed to Dynabond Powertech Service.
- 2009: Dynabond Powertech is represented in Munich, Germany
- 2010: Dynabond Powertech Service is represented in Chicago, USA.
- 2011: Dynabond Powertech is represented in Valencia, Spain.
- 2012: Dynabond Powertech is represented in Sao Paulo, Brazil.
- 2013: Dynabond Powertech is represented in Riyadh, Saudi Arabia.

# Core Business



# Business Development (BD)

**Dynabond Powertech Service** provides the nuclear industry operating within the Chinese market with a reliable, high-quality alternative to in-house business functions of strategic business development, marketing and product channel growth.

We bring to the table invaluable local market knowledge, know-how and operating expertise within China.

This provides our clients with a low-risk/high-gain market entry into China, for a commercially attractive service fee.



# Business Development (BD)

## What we do:

- **Lobbying** - Establish long term relations with the main holdings (CNNC, CGNPC, SNPTC ) and the investors in the nuclear power plants (CPIC, Huaneng, Datang).
- Lobby the procurement departments of the Engineering companies and the Research and Design Institutes - in particular CNPE, CNPEC, SNERDI and NPIC.
- **Sales representation** - Assist our clients to sell their technology to Chinese firms, and amplify sales action during the bidding and negotiation processes.
- **Sourcing** - Groundwork for negotiating long term contracts with Chinese component manufacturers to source for our nuclear power clients worldwide.
- Partnership with Haiyan Nuclear Industrial Park and provide our clients with the ideal platform for localization of nuclear based products.

# Business Development (BD)

## Our Clients:

- **In North America-**
  - USA: DRS CCI / TW Metals
  - Canada: L3 Mapps / Cameco Fuel Manufacturing
- **In Europe-**
  - Belgium: Hamon Thermal Europe /Kabelwerk Eupen / GEA Courtoy
  - Germany: Gesellschaft für Anlagen- und Reaktorsicherheit
  - United Kingdom: International Nuclear Services
  - France: Atos Worldgrid
- **In Asia-**
  - South Korea: LG
  - China: Haiyan Industrial Park / LG China

# Technical Consultancy

Since 2008 **Dynabond Powertech Service** has had a dedicated team specializing in **HAF604** certification (regulation concerning Imported Civilian Nuclear Safety-related Equipment).

and

**HAF 601** (regulations on the Supervision and Management of Design, Manufacture, Installation and Nondestructive Testing of Civil Nuclear Safety Equipment).





# Regulation

- The regulation on the supervision and management of imported safety related nuclear equipment (HAF604) from the Ministry of Environmental Protection in China (MEPC) has been announced on January 1st, 2008.
- Promulgated on January 1st, 2008, it requires foreign corporates to register at the NNSA.
- Foreign companies which do not get the HAF604 certification cannot participate in any bidding in China.



MINISTRY OF ENVIRONMENTAL PROTECTION  
THE PEOPLE'S REPUBLIC OF CHINA

中华人民共和国环境保护部

# Technical Consultancy

## What we do:

- **Planning** - Present a complete strategy for registration, translate every document and adjust the application according to the safety authority's requirements.
- **Analysis and clarification** - Communication on a regular basis with the regulators and technical support units in charge of the application's supervision and review during the application review process.
- **Onsite inspection** - Our engineers assist your quality control manager to answer all inquiries during the visit, in particular for HAF 601.
- **Administrative support** - For a special import permit, our team is connected with the buyer and the authority for smooth operation.

# Technical Consultancy

## Our Clients:

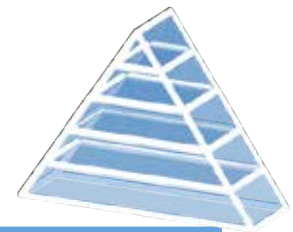
- **In North America-**
  - USA: DRS CCI / Meggitt
- **In Europe-**
  - Belgium: Kaberlwerk Eupen / SPX
  - Germany: Phoenix Armaturen / S+C /Adams Armaturen /ABB Service / Schott...
  - United Kingdom: International Nuclear Services /Amot / Rotork
  - Spain: Cymi
  - Italy: Forge Fodriga
  - France: Alstom Power / Man Diesel/ Berti / Mercier Industries/ Brooks Industries/ SBS...
  - Netherlands: SPX
  - Switzerland: Baumer Technologies
- **In Asia-**
  - South Korea: LG
  - Japan: Hirata
  - China: Alstom Wuhan

# Market Intelligence

**Dynabond Powertech Service** has a deep-seated knowledge of the development of the Chinese nuclear market, technology transfer, activities of your international competitors and how local companies improve their research and development.

The information is gathered by our sales and marketing team:

- Meeting with major players in the nuclear industry
- Daily research through local, specialized and foreign media
- Analysis of regional and national statistics available in Chinese
- Visits to most of the exhibitions related to energy in China.



# Market Intelligence

## What we do:

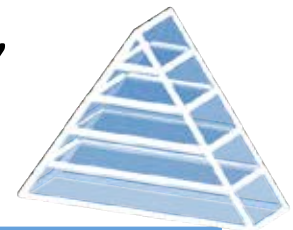
- **Due Diligence** – Assessment of nuclear operators, holdings, engineering companies and local manufacturers in order to guarantee:
  - Your products and services fit local needs
  - Product and service offerings are accurately represented
  - A track record for delivering high quality solutions can be demonstrated  
financial, operational and strategic plans are in place to ensure sustained market viability
- **Market Vision** – Analysis of key technological developments, market trends, nuclear industry players and deployment success.
- **Ideal Customers** –Segmentations of vertical markets and identification of the most lucrative opportunities for your products and services within the three major nuclear holdings CNNC, CGNPC and SNPTC.

# Intellectual Property

**Dynabond Powertech Service** historical partner and member of the board, Emily Qian, has been practicing law since 1993. She is also a partner at the Beijing H&J Law Firm, which mainly offers legal advise to clients on investments, commercial transactions, general corporate matters and intellectual property protection.

Our action is focused on the following areas:

- We register your Intellectual property, (including trademark, patent, copyright, unfair competition)
- We protect your corporate ownership
- We resolve the credit & debt disputes with your suppliers, clients and partners.



# Intellectual Property

## What we do:

- **Incorporate Intellectual Property-** we are involved in the business negotiation, implement due diligences, and design and / or review the contract of the IP in order to guarantee:
  - Your patent is valid in China.
  - Your trademark is registered and protected by the Administration.
  - Any copyright infringement will be enforced by the local authorities.
- **Unfair competition**– we protect your business secret, organize on site inspection if your IP is being violated and act pro actively with the authorities
- **Law Suit**–We represent your company for an administrative law suit , advise you on the best strategy to protect your brand and settle the dispute.

# Promotion

**Dynabondpowertech.com** is the only platform dedicated to the Chinese nuclear market. As the gateway to nuclear manufacturers, engineering institutes and safety authorities, dynabondpowertech.com is referred by hundreds of Internet sources. The website is accessible via search engines thanks to the use of thousands of keywords.

**Our unique magazine Dynatom** sent to fifteen thousand readers from 70 countries offers maximum exposure to our clients in the Chinese market and around the world.





# Promotion

## What we do:

- ✓ Provide daily news on the national and international power markets related to China – over 120 news items per month.
- ✓ Publish exclusive scientific articles by Chinese scientists.
- ✓ Overview the nuclear industry in all Chinese provinces.
- ✓ Network with government bodies, utilities and research institutes.
- ✓ Monitor hundreds of Chinese and foreign companies in China.
  
- **National intelligence focusing on:**
  - The development of the domestic nuclear market.
  - The development of Chinese nuclear power market biddings.
  - National safety norms and standards (NDRC, NEA, NNSA).
  - New regulations and orientation of governmental policy.

# Promotion

## What we do:

- **International intelligence focusing on:**
  - Overseas acquisitions by Chinese corporations.
  - International exposure of China to foreign governments.
  - International civil regulatory influence on local safety guidelines.
  - Construction and development of Nuclear Power Plants.
- **Dynabondpowertech.com** is a partner of China Nuclear News, World Nuclear News, Nuclear Engineering International and Uranium Intelligence Weekly.

# Promotion

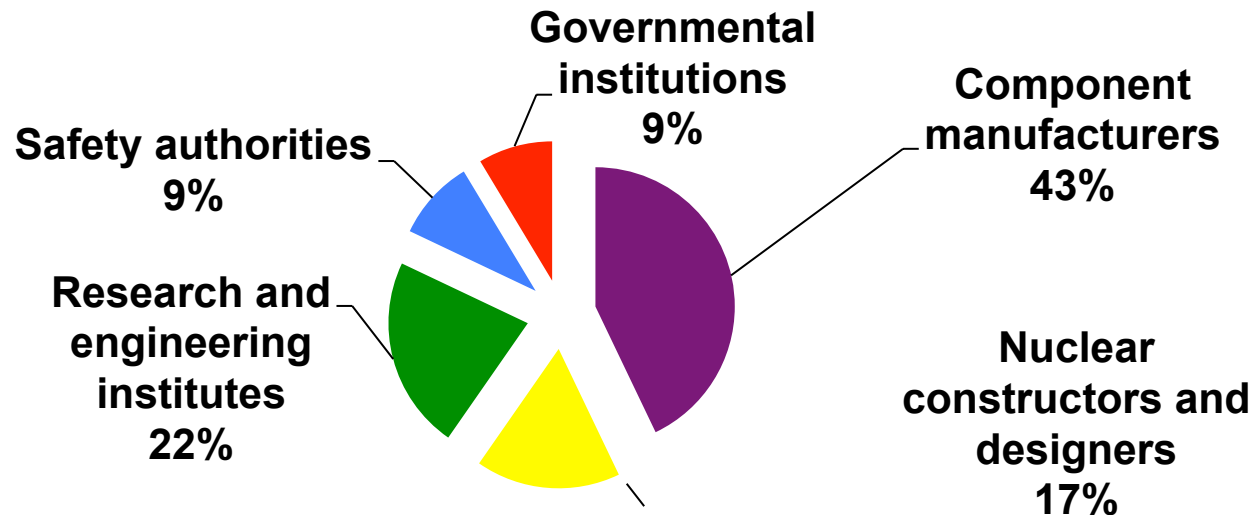
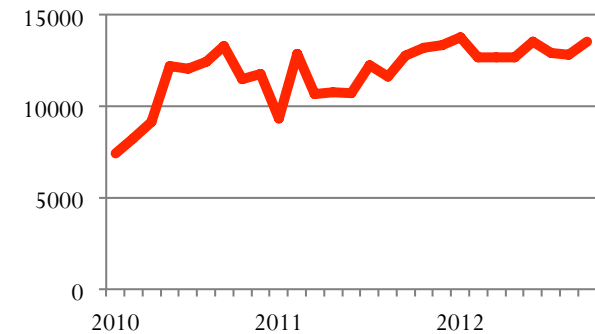


- **Dynatom** is a bilingual magazine dedicated to the Chinese Nuclear Market.
- An exclusive magazine that provides its readers with the most up to dated interviews, articles and reports on what is truly happening on the industry.

# Our Readers

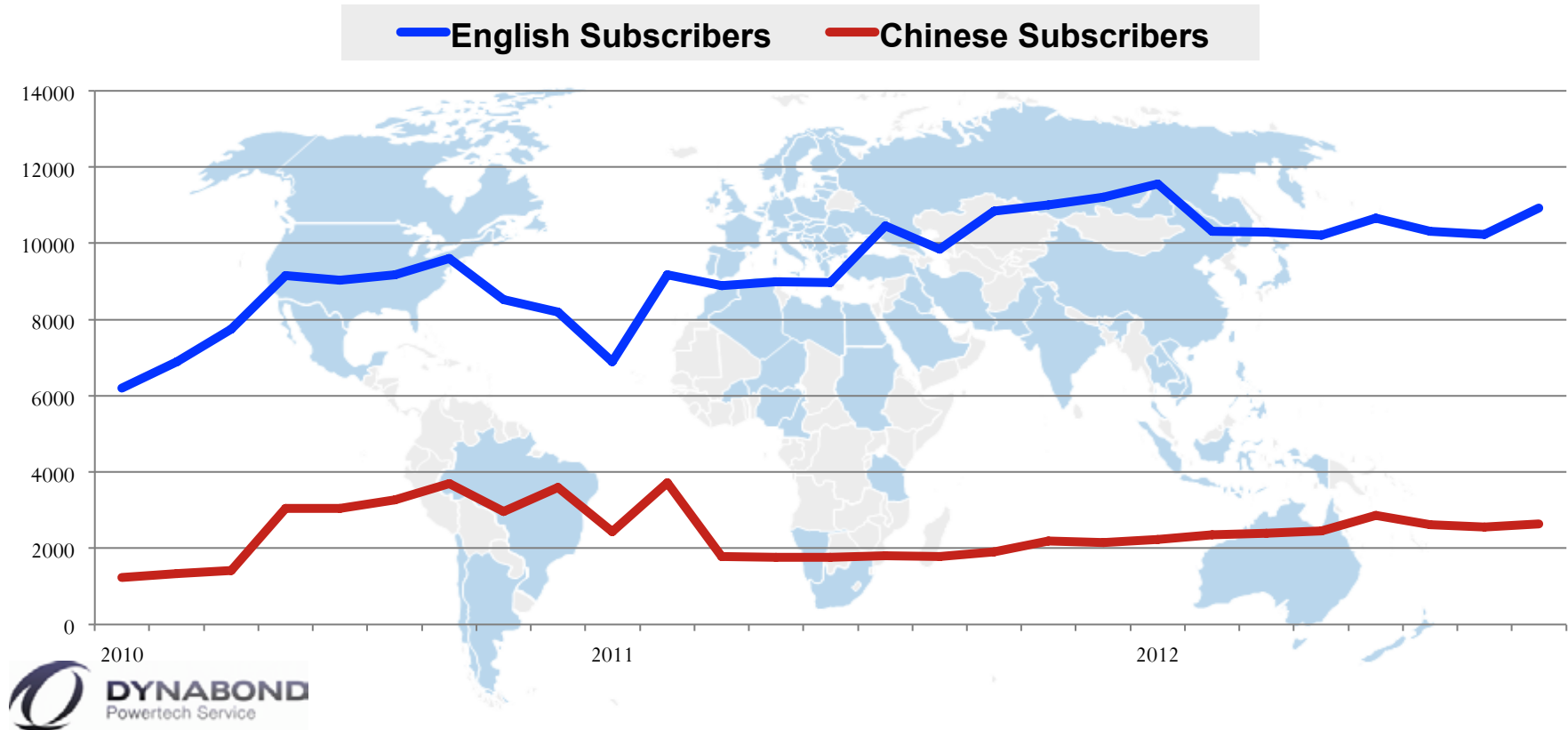
- - Hundreds of decision makers in the Chinese nuclear market
- - All procurement departments from major nuclear utilities
- - Government bodies
- - Safety authorities and technical safety units
- - Research institutes
- - Component manufacturers
- - Newly graduated engineers

Subscribers



# Our Readers

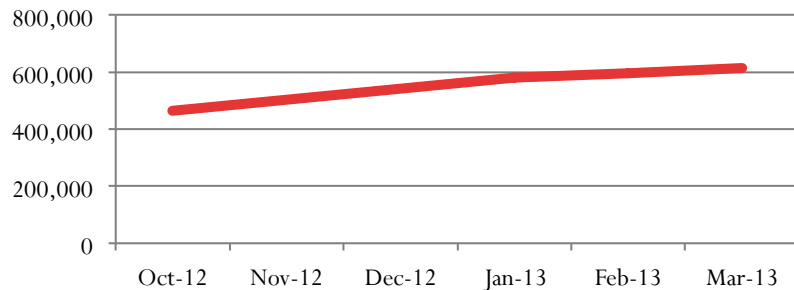
More than 15,000 subscribers from 77 countries around the world



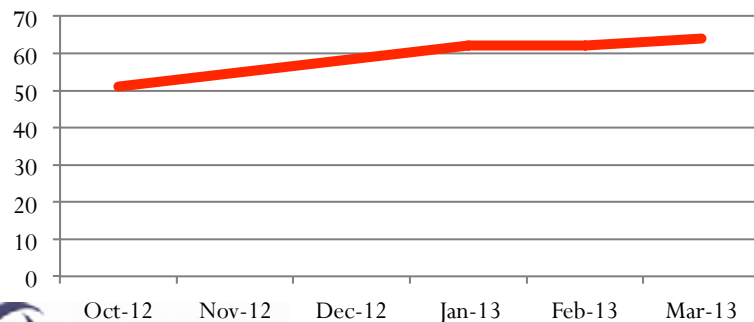
# Our Presence in LinkedIn

We promote Dynatom over 600,000 users in LinkedIn and assess each group monthly

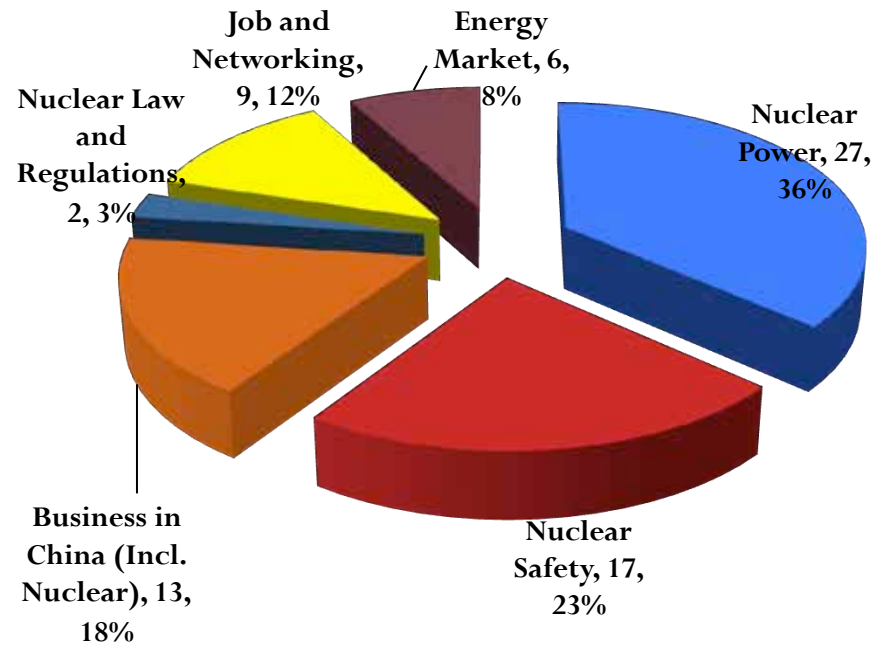
### Users



### Groups



### Type of Groups



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# Thank you

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