#### UNITED STATES SECURITIES AND EXCHANGE COMMISSION WASHINGTON, D.C. 20549

#### FORM 8-K

#### CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): December 12, 2012

<u>ChinaNet Online Holdings, Inc.</u> (Exact Name of Registrant as Specified in Charter)

Nevada (State or Other Jurisdiction of Incorporation) 001-34647 (Commission File Number) 20-4672080 (IRS Employer Identification No.)

No.3 Min Zhuang Road, Building 6, Yu Quan Hui Gu Tuspark, Haidian District, Beijing, PRC 100195 (Address of Principal Executive Offices and Zip Code)

Registrant's telephone number, including area code: +86-10-51600828

(Former Name or Former Address, if Changed Since Last Report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

[] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)

[] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)

[] Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))

[] Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

#### Item 8.01. Other Events.

Attached as Exhibit 99.1 is a slideshow presentation containing information about the Company's business and certain other financial information that will be made available to investors participating in the Company's conference call being held on December 12, 2012.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits.

<u>No.</u> <u>Description</u>

99.1 Corporate Presentation.

#### SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: December 12, 2012

ChinaNet Online Holdings, Inc.

Cheng

By:/s/Handong

Name: Handong Cheng Title: Chief Executive Officer

<u>Exhibit</u>	<b>Description</b>
<u>No.</u>	
99.1	Corporate Presentation.



# ChinaNet Online Holdings, Inc. (Nasdaq:CNET)

**December 2012 Presentation** 



www.chinanet-online.com

## Safe Harbor Statement

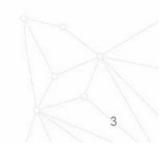
This presentation contains certain "forward-looking statements" relating to the business of ChinaNet Online Holdings, Inc., which can be identified by the use of forward-looking terminology such as "believes," "expects," "anticipates," "estimates" or similar expressions. Such forwardlooking statements involve known and unknown risks and uncertainties, including business uncertainties relating to government regulation of our industry, market demand, reliance on key personnel, future capital requirements, competition in general and other factors that may cause actual results to be materially different from those described herein as anticipated, believed, estimated or expected. Certain of these risks and uncertainties are or will be described in greater detail in our filings with the Securities and Exchange Commission. These forward-looking statements are based on ChinaNet's current expectations and beliefs concerning future developments and their potential effects on the Company. There can be no assurance that future developments affecting ChinaNet will be those anticipated by ChinaNet. These forward-looking statements involve a number of risks, uncertainties (some of which are beyond the control of the Company) or other assumptions that may cause actual results or performance to be materially different from those expressed or implied by such forward-looking statements. ChinaNet undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as may be required under applicable securities laws.



## Investment Summary

Ticker Symbol	NASDAQ: CNET
Fiscal Year	December 31
Stock Price (December 10, 2012)	\$0.81
Weighted average common shares outstanding: <sup>(1)</sup>	22.19M
Market Capitalization (as of market close on November 16, 2012)	\$17_97M
Management Ownership	35.4%
Revenue 3Q 2012 (unaudited)	\$10.29M
Net Income attributable to ChinaNet Online Holdings, Inc. 3Q 2012 (unaudited)	\$1.22 M

(1) Weighted average share count will vary from quarter-to-quarter due to GAAP Treasury Method accounting for warrants and options outstanding. As of September 30, 2012, the Company had 2.4 M warrants outstanding with a weighted average exercise price of \$3.52 and 0.94 M options outstanding with a weighted average exercise price of \$1.42.





## **Company Profile**



Head office: Zhongguancun Beijing Founded: 2003 U.S. Legal Counsel: Loeb & Loeb P.R.C. Legal Counsel: Han Kun Law Offices Auditor: Marcum Bernstein & Pinchuk US Investor Relations: MZ Group Website: www.chinanet-online.com



## **Executive Summary**

We use technology to consolidate information from a variety of sources and then analyze that information to create real-time sales leads on daily basis to help businesses expand their sales in China and help entrepreneurs find the right businesses in which to invest.





## **Revenue Model**

We estimate that our potential consists of over 4 million micro to small and medium sized businesses which need internet based sales channel expansion solutions. There are three parts of our main sources of income:

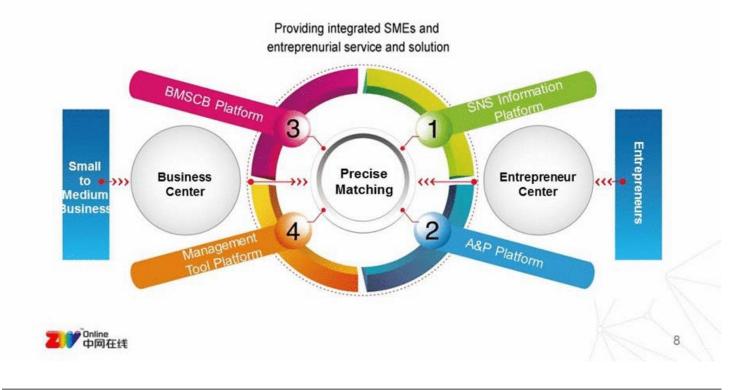


## ChinaNet

ChinaNet uses four service platforms built on cloud-based technology to provide information to help SMEs with their sales channel promotion, building and management. It provides a one-stop turn key solution to help businesses to reduce costs and time.

Sales Channel Promotion	Sales Channel Building	Sales Channel Management
SNS Platform A&M Platform	BMSCB Platform	Management Tools Platform
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## ChinaNet Strategic Service Mode



## 4 Information and Service Platforms

SNS, A&M, BMSCB and Management Tool

Sales Channel Promotion		Building	Management
SNS	A&P Platform	BMSCB Platform	Management Tool Vatform
		IMAP 品牌咨询	
CHUANG	28 商机网		~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~
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## A combination of the global perspective and insight into the franchise industry

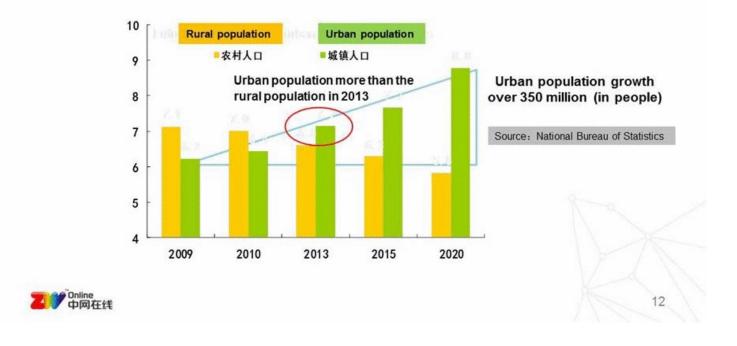


## Macro Growth Factors

- China economic transition, the pace of urbanization continues, the franchise/distribution/dealership industry will be entering a high-growth period.
- Chinese overall economic growth leads to SMEs continue to increase (at least 2 to 3 times growing space), business demands are constantly growing.
- The growing space of the internet users' penetration rate drives the expansion of the Internet marketing market scale.
- China is gradually transforming into the tertiary industry: service and franchise demands will rapidly grow. From 2011, we anticipate that CAGR will be 10-12% in the next five years.

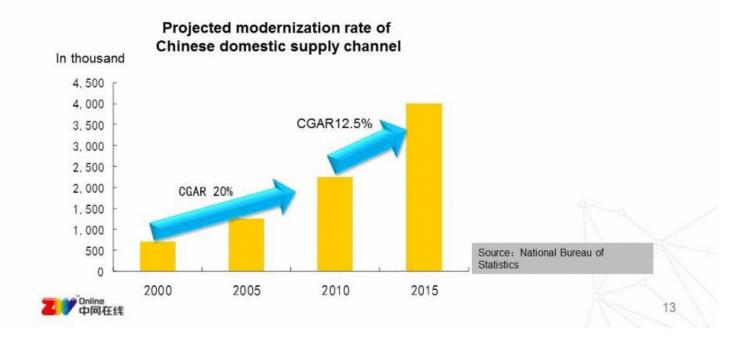


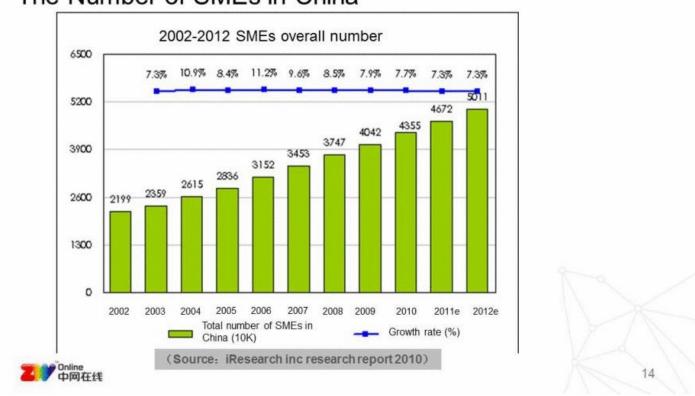
1% increase in the urbanization rate in China would trigger US\$23 billion of domestic consumption and US\$91 billion housing consumption.



To meet the consumer demands need, standardized management services for chain stores/franchises

The growth of the modern supply system will lead to more modern consumption behavior and advance the development of the serviceoriented industry

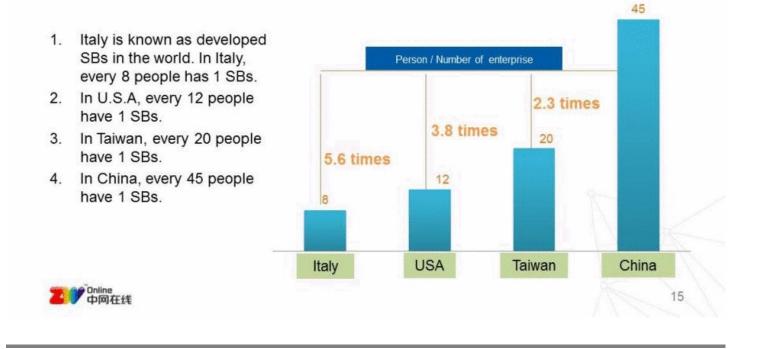




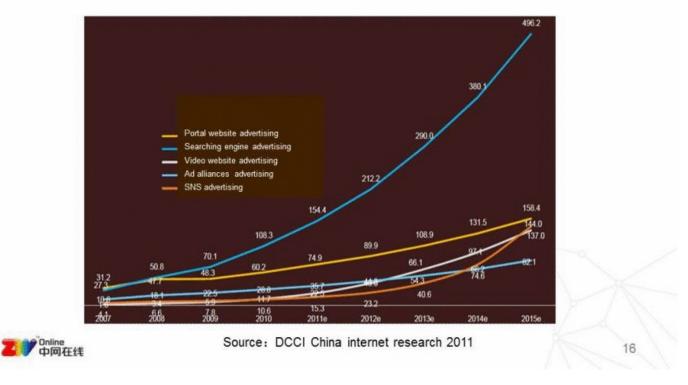
## The Number of SMEs in China

## The Growth of Small Business Industry in China

Compared : 2.3 times growing space with Taiwan, more than 3.8 times with U.S., 5.6 times with Italy, we estimated that SBs industry has at least 2.3-5.6 times growing space.



China Internet Advertising Segmentation and Related Market Size and Forecast



## The Conclusion of Total Market Size

- We estimate that our target customer base is over 400,000 small businesses; growing at an estimated CAGR of more than 15% over the next 5 years:
- These 400,000 customers have an average annual sales over 1 million in USD. If they pay US\$15,385 for sales channel expansion related services per year (2% of total sales), the target market size to ChinaNet is:

### US\$6 billion (2011) US\$12 billion (2016)

 A payment of US\$15,358 assumed that a majority of fees are paid for sales channel promotion services on internet

We believe that only ChinaNet is focusing on small businesses



# Competitors and their Associated Websites - as of 11.19.12

Classification	Web Portal	IP (Daily avg.)	PV (Daily avg.)	ALEX Ranking	Baidu Index	Attraction Index
	28.com (2003)	168,000	1,831,200	2,985	104	10.9
	Liansuo.com (2011)	57,000	866,400	10,078	66	15.2
ChinaNet	Chuangye.com (2011)	52,800	1,003,200	9,521	2294	19
	Sooe.cn (2011)	94,200	1,978,200	10,004	64	2'
	78.cn	77,400	1,702,800	6,820	816	2:
	3158.com	61,200	593,640	16,155	271	9.
Direct Competitor	Jiameng.com	72,600	1,669,800	6,731	216	2
	Jmw.com.cn	132,000	3,366,000	4,032	437	25.
	51jam.com	16,800	85,680	50,203	91	5.1
Potential Competitor	Entrepreneur	456,000	843,600	1,973	810	1.85
	Alibaba (entrepreneur)	6,168,000	60,384,720	81	2471	9.79

# The Competitor Positioning and Revenue Model

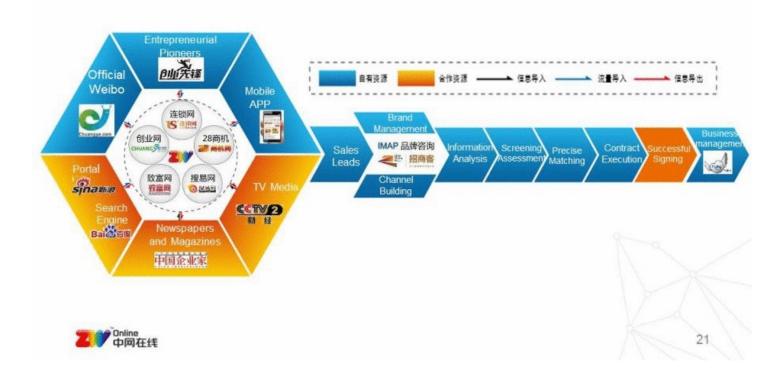
Туре	Website	Revenue Model	Positioning or target		
	<u>28.com</u>	Advertising, contest price promotion			
ChinaNet	Liansuo.com	Advertising, member ship contest price promotion	Quality SMEs internet marketing and advertising portal		
	Chuangye.com	TBD	Entrepreneurial SNS		
	Zhaoshangke	Outsourcing investment	Expert of building channel		
Direct competitors	<u>78.com</u>	Advertising	Investment Ad and Information Corner		
	<u>3158.com</u>	Advertising	Ad exhibition platform		
	Sooe.cn	Advertising	Franchise portal		
	<u>Jiameng.com</u>	Advertising	Franchise portal		
	<u>Jmw.com</u>	Advertising	Franchise portal		
	51jam.com	Advertising	Franchise portal		
	Entrepreneur	Magazine, activities, advertising	Entrepreneur and VC's information platform		
Potential competitors	<u>Alibaba</u>	Advertising, collaboration with other entrepreneur sites	Entrepreneur platform		

# Comparative Analysis of Competitive Strength

Name Item	ChinaNet	Competitors
Brand and the strength of the company	<ul> <li>US Public-Listed company with strong financial strength, brand value and good business reputation</li> <li>Nominated as Deloitte Touche Tohmatsu Limited's ("DTTL') 2011 Technology Fast 500 Asia Pacific Rankings</li> </ul>	<ul> <li>Not- listed companies, the weaker brand value;</li> </ul>
Most experienced business and operation professionals	<ul> <li>Practical operational experience with managing 56 branded small business in a variety of industries</li> <li>The key management personnel has more than 10 years of successful experience</li> </ul>	<ul> <li>Started up as consulting industry, and operational time is short;</li> <li>Business experience is less, unable to find the end customer.</li> </ul>
Marketmodel	<ul> <li>The first brand expo park, creating branded business opportunity shopping mall</li> <li>Save entrepreneurs time and money</li> </ul>	<ul> <li>No template the market;</li> <li>Entrepreneurs need to spend a lot of time and expense to examine the model of the market</li> </ul>
Business review mechanism	Rigorous business review mechanism, on a very selective basis and regulation Ensure the quality partnerships, e.g. franchise	<ul> <li>Mix of good and bad business, does not undergo a rigorous review;</li> <li>Potential lead to a sharp decline in the survival rate of a franchise</li> </ul>
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## ChinaNet Integrated One-stop Service

Sales channel promotion, building and management



## Chuangye.com: SNS

Community of entrepreneurs



www.chuangye.com

# A platform focuses on LINKING entrepreneurs & PROVIDING services to

#### entrepreneurs.

Social Network Services Information Platform's core purpose is to LINK&SERVE the entrepreneurs and provide business information for owners of small to medium business. The network covers the users of all business stages. They can share their opinions, thoughts, entrepreneurial experience, resources as well as success. It is the result of the power of entrepreneurship and social networking. Through information exchange, we aim to create an honest business platform, gathering the most and the best business entrepreneurs in China.



22

## Liansuo.com: A&M

Premier (small-medium to medium-large) franchise/business Listing



www.liansuo.com

#### **Premier Franchise Ventures Listing**

Liansuo.com is a web portal, under A&M platform, collecting premier franchise or similar business opportunity globally. We echo our premier management ideas for SMEs on a membership service basis, while providing entrepreneurs convenient methods to find their suitable franchise or other business opportunity.

Our premier franchise or other forms of business opportunity include companies with State Franchise Certificate, Member of China Chain Store & Franchise Association, International franchise, Taiwan franchise, public company franchise and some new franchise. Together, they are an encyclopedia with a variety of high-quality of business opportunities. Users can divide and research different elite business opportunities according to its specialties and start business with certainty.



23

### 28.com: A&M Small to small-medium franchise/business Listing



www.28.com

### Small to Small-Medium Franchise/Business Listing

28.com's core product includes Gold Digging (Taojin) list and other value-added services, including news/media marketing, media leveraging, internet information management, SEM (also available to other portals) and others to assist small and medium to expand their businesses throughout China, with an average independent daily IP visit of 200K, 3,700<sup>th</sup> ranking by Alexa globally and 430 domestically, while generating over 10,000 qualified sales leads (PPL) daily.

Online 中网在线

24

### Sooe: A&M Advertising exhibition platform of small and micro businesses in China



www.sooe.cn



## Zhifuwang.cn: A&M

Clever cloud optimizer -search engine optimization system



www.zhifuwang.cn

**Clever Cloud Optimizer -search engine optimization system** Clever Cloud Optimizer is an automated price adjustment platform developed internally by ChinaNet's technical team that allows users to optimize their online search advertising campaigns. Based on Google's AdWords and Baidu's search promotion application programming interface (API), Clever Cloud Optimizer helps users manage large, complex online search accounts and campaigns more efficiently. In addition, businesses can use this value-added tool to analyze customer's search history in order to run more targeted sales promotions. 26

Online 中网在线

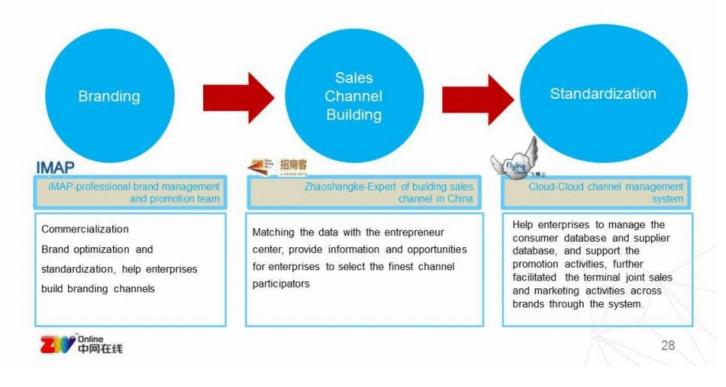
## Micro-Sell 360: A&M

SNS sales+marketing system



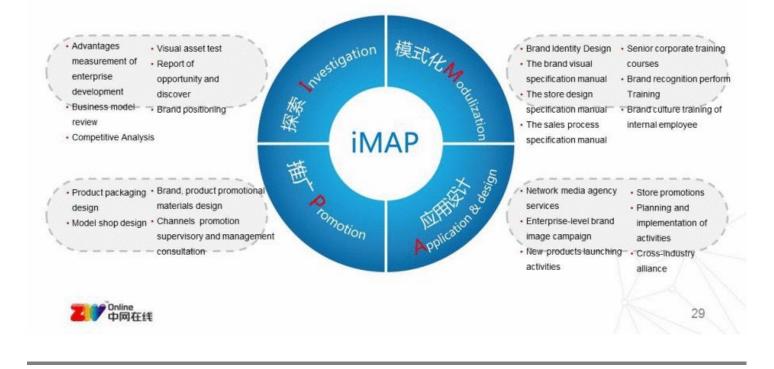
## One-stopped Sales Channel Building Service: BMSCB

ChinaNet to help expanding the sales channel for SMEs



## **iMAP: BMSCB**

Customer's professional business opportunities and brand consultant



# Zhaoshangke.com: BMSCB

Screenshot of Zhaoshangke home page



### Flying Cloud: Management Tools

Cloud-based Management Service Platform Designed for small & medium businesses

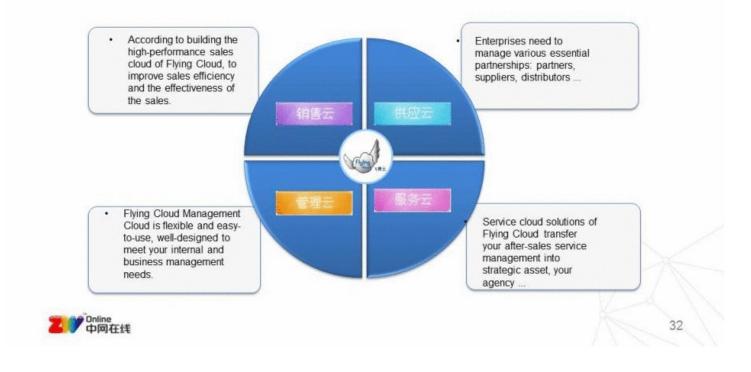


# www.feitengyun.com

A Cloud-based Management Service Platform Flying Cloud is a cloud-based management service platform designed specifically for enterprises, which has been developed by professional technical teams from China, United States and Taiwan. Through four cloud-based subplatforms, Flying Cloud helps SMEs manage their sales channels more efficiently.

## Flying Cloud: Management Tools

Enterprise Cloud Management Service Architecture



### Flying Cloud: Management Tools

Sales Assistant APP showcase







### ChinaNet Internet Marketing Technology

### Operation Exhibition of The Chain Industry

Exhibition business of Liansuo.com

- China Chain Operation Association official webcast partner
- Promoting cooperation partners of Taiwan franchising
   Association
- International Franchise Association partners has been
  invited to the exhibition











### Innovative and Exclusive Media Resources

Some of the TV and print media strategic partners

- Thousands of online media resources, over 500 newspaper and magazine medias
- · Rich TV media resources;



### Innovative and Exclusive Media Resources

Some of the online strategic partners

 Advertising on Baidu, as well as other sites Keywords, SEO optimization, streaming audio / video, soft paper and so on, the spending has been well over millions per year;



# Research and Development- Creating Entry Barrier

- We understand on our users' needs, market changes and trends, because we have developed one of the most advanced massive data sorting tools and advertising effect monitoring and supervision platform.
- This platform focuses on providing such services as user analysis, source analysis, user behavior analysis, advertising effect analysis, visit target effect analysis and other data analyses.
- Lower the cost of advertising and marketing : Using API from Baidu, and AdSense API from Google decreased 30% of our price bidding promotion cost.
   20 Online 中國在线



### Exhibition of Technology

Enterprise member management center page of Liansuo.com



### Samples of Clients



KENJMI Leather Goods



FengBoZhuang Restaurant

**登冶 ② 名本** LUYANTEA SINCE 998 以茶为礼 好茶好礼

LuYan Tea



Scared Face

### 洛丽语 Colita

Lolita Makeup & Accessories

SUPWAVE

SUPWAVE Car Care



JinDingXuan



Zhen Ganjue Win



Liqing DaBieShan Goose

Fei Ku Wu Rao

Men's Clothing



Veken home textile



Tong Que Tai



Metile



Toe Dance Slipper Retail Store



Life Style lighting fixture



International Youth Innovation Games

40

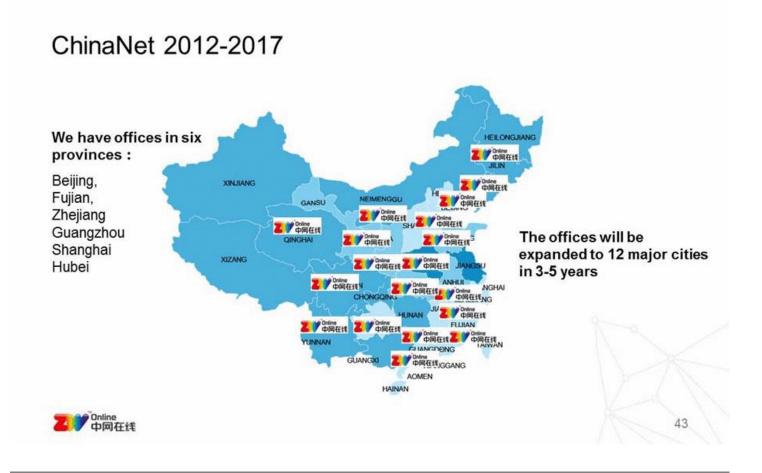
## Summary

- The world's first B2B Internet technology company providing value-added information for O2O (online to offline) sales channel expansion service and LINKING services to entrepreneurs
- Our core competence is the consolidation of existing all-angle information resources by means of technology, and with technology, we combine them, analyze them and use them to help enterprises to expand in China. With the Internet, we conduct sales channel marketing and promotion by means of (PPL, PPB & PPS) and also establish offline sales channels building for them. Our technology and database will evolve to create competitive advantages with entry barriers, and hence, make long-term growing and recurring income
- Simple business and revenue model while providing brand management sales channel building services to domestic and foreign SMEs in China
- China's national economic policy and its demands of SME (small business) transformation are growth drivers for ChinaNet
- Founded the "Entrepreneurship Fund for Chinese College Students", supported by six government agencies in China, which will make resources available to directly attract future successful entrepreneurs as well as SMEs



### Future Strategic Expansion





### Mr. Handong Cheng Chairman and Chief Executive Officer





#### **Recent work**

Since ChinaNet Online Holdings,Inc. successfully listed in the United States on 2010, Mr. Cheng presides over the work of the Board of Directors, and is responsible for the guidance and monitoring of the company's strategic planning, positioning, M&A, and other important matters.

#### Work experience

As the founder of ChinaNet, Mr. Cheng has been serving franchise industry and advertising media industry for more than 10 years. In 2003, he participated in the establishment of Beijing ChinaNet On-line Advertising limited and Business Opportunity Online (Beijing) Networking Technology Ltd. (www.28.com) engaged in operational, administration and management area. He won the title with "Top Ten China Planning Person" from China Plan Association in 2006 as well as "2006 China Internet Annual Innovation Person". He also has been elected as members in Internet Council in 2007. Under Mr. Cheng leadership, ChinaNet as a provider with network technology solutions, media services and marketing service, has developed into a pioneer in the industry.

#### Personal Background

Mr. Cheng received a Law Degree from Wuhan University in 1993, and Executive Master of Business Administration from Guanghua Management School, Peking University, Beijing, China.

Now Mr. Cheng is the founder and chairman of ChinaNet Online Holdings. He has been serving franchise industry and advertising media industry for more than 10 years, and opened the era of the Internet franchise. In 2006,Mr.Cheng won the title of "Top Ten Chinese planning figures" of Planning Association, "Chinese Internet Innovation People of the Year " and many other honors.

### Mr. George Chu Chief Operating Officer and Secretary





#### **Recent work**

Mr. Chu is currently Chief Operating Officer of ChinaNet and Secretary of the Board, has overall responsibility for the Group's strategic development, market expansion, senior management, capital operation and investor relations.

#### Work experience

Mr. Chu joined ChinaNet in May, 2010. Prior to joining ChinaNet, Mr. Chu served as the head of the Beijing and Hebei operations for Dachan Food (Asia) Ltd. At Dachan, Mr. Chu led the professional sales team focused on diverse processed foods markets, having led a successful restructuring and strategic redirection of the sales team to achieve operational excellence. Mr. Chu also acted as chairman special assistant and was instrumental in the initial public offering of Dachan, and developed and led its investor relations program. Previously, Mr. Chu served as a business advisor to the Chinese Aviation and Space Industry Development Association (CASIDA) in Taipei, where he conducted strategic financial and business planning and analysis, and as a senior portfolio manager for asset management at the Royal Bank of Canada Financial Group.

#### **Personal Background**

Mr. Chu received a Bachelor of Business Administration degree, majoring in accounting & management information systems, from Simon Fraser University, British Columbia, Canada and this year is expected to receive his Executive Master of Business Administration degree from Guanghua Management School, Peking University, Beijing, China. He also has completed MBA and executive management and leadership education program and executive educations at Harvard Business School. At the same time, have the following status and qualification: CPA, MFDA, IDA, CPH, CSC

### Mr. Zhenghong Yang Chief Technology Officer



#### **Recent work**

Responsible for technical development of ChinaNet, focusing on the design and architecture of Flying Cloud and overall ChinaNet technology architecture.

#### Work experience

Mr. Yang worked at IBM. From 1999 to 2003, he was responsible for the design and architecture of China Telecom's billing system at IBM China Company. Beginning of 2003, Mr. Yang worked at the IBM Silicon Valley Laboratory in California, and he was responsible for IBM enterprise content management software and IBM's cloud computing platform design, development and implementation. He is a technical expert in IBM enterprise content management software and cloud computing platforms, presided over the private cloud architecture design of insurance industry and government sectors, as well as the IBM Smart-Cloud cloud computing platform. Mr. Yang also served as CTO of English Solutia Inc. from 1998 to 1999 (now: Treasure Island company, www.315.com.cn).

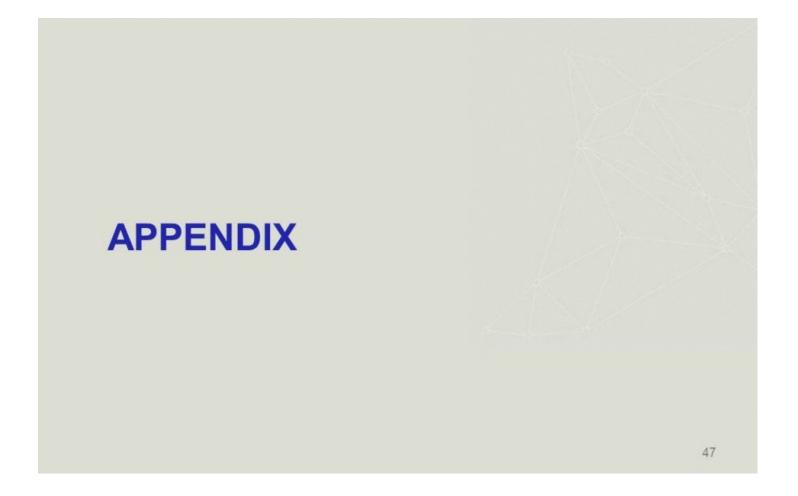
#### Personal Background

Mr. Yang Zhenghong has Master's Degree in Computer Science from the State University of New York at Stony Brook and Institute of Software of Chinese Academy of Sciences. Mr. Yang is the head of the next-generation Internet Access System National Engineering Laboratory of Cloud Computing Research Institute at Huazhong University of Science and Technology, and also a visiting professor at the Huazhong University of Science and Technology, these are the part of the books (since 2000):

1.Cloud computing and the Internet of Things (ISBN: 9787302266419), Tsinghua University Press, 2011

2.Objective-C Programming (ISBN: 9787302249313), Tsinghua University Press, 2011





### **Balance Sheet**

		As	As of December 31,			
	2007 \$('000)	2008 \$('000)	2009 \$('000)	2010 \$('000)	2011 \$('000)	2012 \$('000) (unaudited)
Cash and cash equivalents	317	2,679	13,917	15,590	10,695	8,513
Accounts receivable, net	211	978	3,173	4,319	4,444	9,822
Other receivables, net	190	-	2,636	7,811	3,631	5,702
Prepayment and deposit to suppliers	419	4,072	4,111	3,325	15,360	12,037
Investment in and advance to equity investment affiliates	-	-	-	7,162	1,396	1,010
Property and equipment, net	164	678	1,355	2,010	1,902	1,654
Intangible assets, net	1	-	-	51	8,151	7,408
Goodwill	-	-	-	-	10,999	11,052
Total assets	2,242	8,813	25,764	41,996	57,282	58,452

Conline 中网在线

### **Balance Sheet**

		As	As of September 30,			
	2007 US\$('000)	2008 US\$('000)	2009 US\$('000)	2010 US\$('000)	2011 US\$('000)	2012 US\$('000) (unaudited)
Total liabilities	1,821	5,423	14,631	6,285	9,728	14,938
Preferred stock and common stock	-	10	20	20	22	22
Additional paid-in capital	515	603	10,574	18,614	20,747	19,998
Statutory reserves	67	304	372	1,587	2,117	2,117
Retained earnings	(193)	2,370	50	14,630	16,688	18,437
Accumulated other comprehensive income	32	103	117	930	2,132	2,287
Noncontrolling interest	-	-	-	(70)	5,848	653
Total equity	421	3,390	11,133	35,711	47,554	43,514



### **Income Statement**

	5yr CGAR	2007 US\$('000)	2008 US\$('000)	2009 US\$('000)	2010 US\$('000)	2011 US\$('000)
Sales Revenue	30.6%	7,570	21,508	37,724	41,587	28,731
COGS		(4,674)	(13,786)	(21,233)	(18,970)	(12,027)
Gross Profit	42.0%	2,896	7,722	16,491	22,617	16,704
Total Operating Exp.		(2,648)	(3,948)	(7,082)	(7,770)	(13,542)
Net Income from Total Operation	66.4%	248	3,774	9,409	14,847	3,162
Other Income (Exp.)		(59)	(12)	(4,510)	1,880	873
Income before income tax expense, equity method investment and non-controlling interest	84.4%	189	3,762	4,899	16,727	4,035
Income Tax		(405)	(962)	(880)	(352)	(1,035)
Net Income (GAAP)	395.8%	(216)	2,800	4,019	16,589	2,995
Net Income (Non-GAAP)	448.3%	(216)	2,800	8,444	14,728	4,955

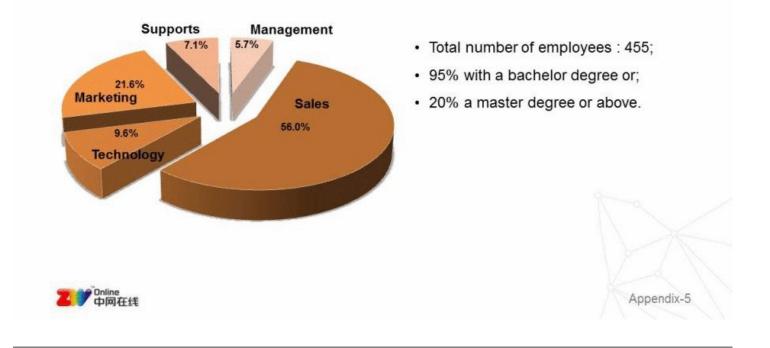
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### **Cash Flows Statement**

		Year en	ded Dece	mber 31,		Nine Months Ended September 30,	
	2007 \$('000)	2008 \$('000)	2009 \$('000)	2010 \$('000)	2011 US\$('00 0)	2012 \$('000) (unaudited)	2011 \$('000) (unaudited)
Net cash provided by (used in) Operating Activities	557	821	4,617	11,582	(603)	2,467	8,443
Net cash provided by (used in) Investing Activities	(103)	(497)	(930)	(9,373)	(6,084)	(4,467)	(3,116)
Net cash provided by (used in) Financing Activities	(238)	1,981	7,544	(767)	1,482	(226)	3
Effect of exchange rates changes	14	57	7	231	310	44	360
Net Change in Cash & Cash Equivalents	230	2,362	11,238	1,673	(4,895)	(2,182)	5,690



### Increasingly International and Highly Educated Team

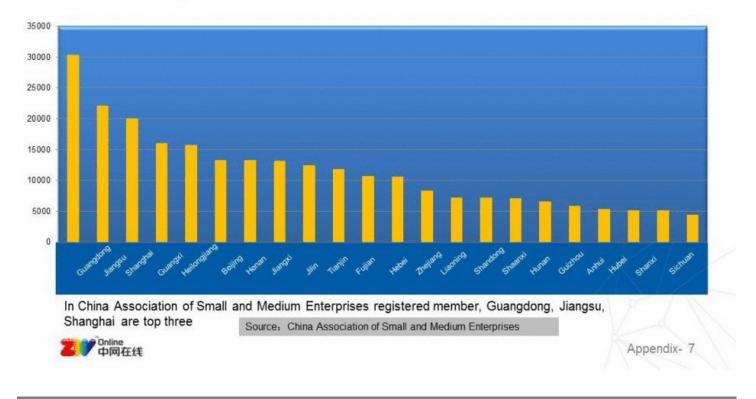


### The Number of SMEs in China

The total number of SMEs in China reached 4,240 million in 2010, of which approximately 31.3 million is self-employed, the actual SMEs is about: 11 million;

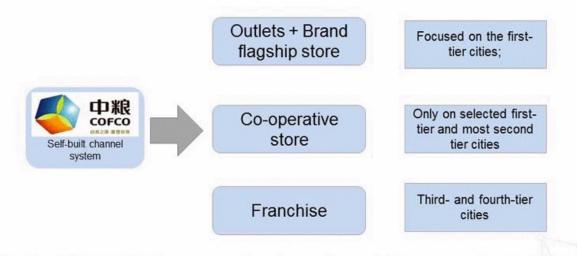
Туре	Number
Franchise Chain industry(including franchise and non-franchise)	About 10,000
Non-Franchise industry	About 11,000,000
fast-moving consumer goods industry.	About 50,000
Daline	Source, xinhua.com

From the registered SMEs, we can see the geographical distribution pattern



### Case Study: COFCO

Intends to build their own channels empire



In March 2011, COFCO opened own brand meat stores in Beijing, sales of products including raw meat, meat products, poultry products, and COFCO's Fortune oil, rice and other products.

