



INVITATION

‘China and the NKT Transformation’ - a 2 day Capital Market Day in China

22-23 November 2010, hosted by NKT Holding



China will soon constitute one of the NKT Group's most important markets. As the country's general standard of living rises, the need for better infrastructure and a generally cleaner environment is increasing. This is creating unique potentials within energy cables, catenary wires and cleaning equipment for the companies within the NKT Group.

At the CMD, strategic focus will be on the possibilities that emerging markets - particularly China - are creating for the NKT Group. For the NKT Group as a whole, the total revenue in 2009 in the Chinese market exceeded 1 bnDKK with approx. 1,500 employees in more than 10 sales offices and five production units.

NKT Cables meets the specific product requirements of the Chinese Ministry of Railways, and is contributing to the impressive expansion of the Chinese high-speed train connections. Also the utility sectors' growing need for complex cable solutions is met by NKT Cables. High voltage cables are produced in the recently acquired plant in Cangzhou in the Hebei Province, and medium voltage cables and cable accessories are produced at the factory in Changzhou close to Shanghai.

The cleaning industry is experiencing double digit growth rates in China, related to changes in living standards. When wages reach a certain level, it pays to replace manual cleaning by machinery. Also the entrance of Western companies drives a new standard of cleaning. Nilfisk-Advance reaps great benefits from this market maturation through its supply of cleaning equipment under a variety of trademarks, including Viper, produced in Dongguan, and Nilfisk-Advance from Suzhou. Besides production and sales, Nilfisk-Advance also offers service solutions in China and operates research and development activities.

The CMD visit will take us to Nilfisk-Advance's central sales office in Shanghai and production unit in Suzhou, and to the NKT Cables factory in Changzhou.

The **Nilfisk-Advance** production site manufactures the whole range of high pressure washers, vacuum cleaners as well as a range of floor care machines. Markets are China as well as the rest of the world. The site employs more than 230 people and has been in operation since 2003.

The **NKT Cables** facility produces catenary wires primarily for the growing market for Chinese high speed trains, as well as medium voltage cables and accessories for China and some neighbouring markets. The site employs more than 300 people and was in 2008 expanded with a new production hall for catenary wires.

22 November

- 13:00 The CMD begins at Westin Hotel in Shanghai
- 13:00-17:30 Visit to Nilfisk-Advance sales office where CEO Jørgen Jensen will put "Emerging Markets" into a strategic context and an external speaker will give a perspective on the Chinese economy
- 19:00 Dinner in Shanghai hosted by NKT Holding Management

23 November

- 07:00 Departure from hotel to Nilfisk-Advance in Suzhou
- 09:00-10:30 Tour of Nilfisk-Advance production facility including a short presentation by local management
- 10:30 Departure to NKT Cables
- 12:00-17:00 Visit to NKT Cables production site in Changzhou where CEO Dion Metzemaekers will put the possibilities and challenges within Chinese infrastructure into a strategic perspective, and local management will lead us on a guided factory tour
- 20:00 Arrival at the Shanghai hotel or transport directly to Shanghai Airport

A detailed programme will be prepared and distributed to the participants approx. 2 weeks before the event takes place, but the overall timing will be unchanged, so that you can do your own planning of transportation to/from Shanghai.

NKT will pay for local transportation and food/drinks during the event but hotel accommodation and flights are to be settled individually.

We sincerely hope that you will be joining this very interesting event and we are looking very much forward to welcoming you in China. After the 1 ½ days you will have a much better understanding of the strategic possibilities that exist for the NKT Group in China and other emerging markets. Please advise your participation no later than **4 October 2010**.

Best regards,
Thomas Hofman-Bang
President and CEO

Michael Hedegaard Lyng
CFO

PRACTICAL INFORMATION



Accommodation and transport in China

We have pre-booked a limited number of rooms with the possibility of early check-in at:

Westin Hotel

Bund Center, 88 Henan Central Road,
Shanghai 200002, China

Tel: +86 (21) 6335 1888
Fax: +86 (21) 6335 2888
Email: rsvns-shanghai@westin.com
Web: www.starwoodhotels.com

Please contact Carlson Wagonlit Travel, attn. Wenche Stendal, (grp_team2@carlsonwagonlit.dk) no later than **4 October 2010** for reservation of pre-booked rooms. Indicate your affiliation with the NKT Capital Market Day in order to obtain the NKT rate. The cost of accommodation and breakfast is approx. 200 EUR per person per night. Please note that you are expected to settle your own account directly with the hotel on departure.

Westin Hotel is situated in the centre of Shanghai close to the Nilfisk-Advance sales office. Transport will be organized to/from Westin Hotel and Nilfisk-Advance sales office on 22 November and to/from Suzhou and Changzhou on 23 November:

Flights to/from Shanghai

The tour has been organized so that you can depart from Europe in the afternoon of Sunday 21 November and arrive early Monday 22 November and be ready for the start of the programme at 13:00.

The programme ends in Shanghai (buses will take you to the hotel or directly to the airport) on Tuesday 23 November at 20:00 so that you can be ready for departure on the midnight flights arriving in Europe in the very early morning of 24 November ready to go work. An alternative would be to leave Shanghai on the morning of 24 November arriving in Europe in the afternoon of the same day.

Several operators serve Shanghai directly from major hubs in Europe, e.g.: Lufthansa, Finnair, British Airways, KLM, Air France.

Please note that in many cases a visa is required for entering China.

Registration

Please fill in the registration form and return it **no later than 4 October 2010** to annie.breiner@nkt.dk.

Registration form:

Name: _____

Company: _____

Position: _____

Cell phone: _____

Email: _____

Any nutritional considerations: _____

☐ I will be joining the bus from the hotel to Nilfisk-Advance sales office on 22 November

☐ I will be joining the dinner in Shanghai on 22 November

☐ I will be joining the bus trip on 23 November to Suzhou and Changzhou

☐ I will be joining the bus back to Westin Hotel on 23 November

or

☐ I will be joining the bus going to the airport on 23 November arriving at approx. 21:00 pm at the airport