

Capital Raising as a Competitive Advantage

Michael Page International would like to invite you to join us for an informal CFO roundtable lunch. NiQ Lai, Chief Financial Officer and Head of Talent Engagement at City Telecom will lead a discussion on “Capital Raising as a Competitive Advantage”.

Topics discussed

- How a small organisation can compete with the big players in global capital markets
- Without capital, even the best business plan is just a dream
- Fund it first, deliver later
- How to arbitrage between markets (Hong Kong versus NASDAQ) and between asset cases (Equity Versus Debt)

where Cuisine Cuisine, 3101, Podium Level 3, IFC Mall
date Friday 8 October, 2010
when 12:15pm - 2:00pm
rsvp Tuesday 28 September, 2010 to Agnes Wong on +852 3602 2416 or via email at agneswong@michaelpage.com.hk



Michael Page
FINANCE

Company Profile

Established in 1992, City Telecom provides integrated telecommunications services in Hong Kong via its own self-built fibre network. City Telecom was founded in 1992 by two young Entrepreneurs, Mr Ricky Wong and Mr Paul Cheung, with “family and friends” start-up capital of less than HK\$1 million, yet successfully competes in a highly capital intensive Telecom industry dominated by large conglomerates.

City Telecom is now the second largest and fastest growing broadband service provider in Hong Kong, employing over 3200 Talents. City Telecom’s wholly-owned subsidiary, Hong Kong Broadband Network Limited offers a diversified portfolio of innovative services to over 1,004,000 subscriptions for broadband, local telephony, IP-TV and corporate data access.

Guest Speaker Profile

Mr NiQ Lai is the Chief Financial Officer, Company Secretary and Head of Talent Engagement at City Telecom. He has extensive experience in the telecommunications, research and finance industries. Prior to joining City Telecom, Mr Lai was a Director and Head of Asia Telecom Research for Credit Suisse and was involved in global fund raising for a wide range of Asian telecom carriers such as China Mobile, China Telecom, China Unicom, China Netcom, SK Telecom, PCCW and Telekom Malaysia.

Previously, Mr Lai held positions with Hong Kong Telecom and Kleinwort Benson Securities, Asia. He holds a Bachelor of Commerce degree from the University of Western Australia and an Executive Master of Business Administration from Kellogg-HKUST. Mr Lai is a Fellow member of HKICPA and CPA Australia and is a Member of the Hong Kong Institute of Directors. In 2009, he was awarded the “Champion of HR” at the Hong Kong HRM Awards.

