



CONSULATE GENERAL OF THE UNITED STATES  
**SHANGHAI • CHINA**

KateChanResearch did a very good job updating information from an old report and sharing some new perspectives on rapidly growing China market.

**Mr. Keith Schneller**  
Director of Agricultural Trade Office  
U.S. Consulate General Shanghai  
Telephone: (86 21) 6279 8622



We had the pleasure to cooperate with KateChanResearch for a market research according to the use of natural based oil in the solid wood flooring and furniture industry in China. KateChanResearch showed high skills in obtaining the right information for us optimised on our special request. The reaction time was short and the result was a detailed documentation of the market, based on figures as well as on estimation of the market player. We have been constantly informed of the progress of the project. We can recommend the cooperation with KateChanResearch and would not hesitate to ask for their help again.

**Dr. Heiko Koch**  
Geschäftsführer  
PNZ-Produkte GmbH  
Telephone: +49 (84 65) 17 38-0

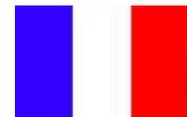




Schweizerische Eidgenossenschaft  
Confédération suisse  
Confederazione Svizzera  
Confederaziun svizra

I had the pleasure of working with KateChanResearch on a project for market research and an ensuing partner search for an infant-bottle producer. As I have worked with many consulting firms for similar causes, I must truly say working with KateChanResearch was one of the most enjoyable experiences. The results delivered were beyond expectations and there was a great deal of interaction and Kate and her team. Kate always reacted very quickly to sudden new requests. I was constantly updated on the progress of the project, deadlines were always held, and the information provided was precise and actually more than originally demanded. I can sincerely recommend KateChanResearch for any company looking to enter the Chinese market, I myself will not hesitate to work with Kate again.

Mr. Kilian Widmer  
Consulate General of Switzerland  
Swiss Business Hub China Deputy Head  
Head of Shanghai Office  
Telephone: (86 21) 6270 0519

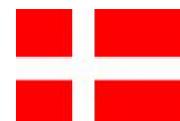


KateChanResearch has demonstrated very strong skills as a consultant firm for Groupe Limagrain. They are very result oriented, always show extreme attention to their customer and use their deep international marketing knowledge to solve complex situations and built partnerships. I am impressed with their entrepreneurial management, their interpersonal skills at high level, and their high capacity for delivering. KateChanResearch is also very open to new ideas, which they quickly transform into business opportunities.

Dr. Alain Bonjean  
General Representative & Managing Director

Groupe Limagrain's Greater China

Tel: (86 10) 5738 3300



April 2010

Earlier this year we were approached by Kate Chan, offering an introduction of her possible assistance and service to our company. As we actually had a project on hand that would need some external assistance – we engaged Kate Chan for this project.

This turned out to be a very good decision. Despite any pre-knowledge to the product we wanted a market survey for and despite very little pre-knowledge to the related industry, then Kate were very quickly into the task, keeping promised dead-lines and delivering a final survey that will be very useful for us in our future business strategy for this particular product.

By engaging Kate Chan we got full value for the money and I would not hesitate to recommend the service of Kate Chan to anyone.

Kind regards

Palle Steenbol

Former CEO FLSmidth China



Kate is a great person to help you start or grow your business. She has a solid business understanding that is enhanced by her ability to connect your business with the marketplace in China. She played a key role in helping us establish our business in China. She helped us navigate the myriad of bureaus, regulations, relationships, and chops, all the while keeping us updated on the progress. She

was not only very professional, but also friendly and patient in explaining the process. She's a great asset to have if you're struggling with getting started or expanding your business in China

Steve Hwang

President

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I would like to extend my deep appreciation for and admiration of professional assistance of Miss Kate Chan (Chen Xiang). 1000ED1 has been a satisfied customer of Kate Chan since 2008, during which time Kate Chan has provided 1000ED1 with most reliable, comprehensive, in-depth, knowledgeable, and professional market survey and most strategic and pragmatic suggestions in the field of ice cream retail in China. Kate's work has been a significantly important factor in our success, making us more profitable and helping our Company to avoid mistakes and to save relevant money.

I can confidently recommend Kate Chan as a solid and reliable consultant in her field.

Yours faithfully

Piermichele Bosio

CEO

1000ED1 SRL

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In 2006 Kate Chan provided Riemann & Co. a/s with an Introductory Market Report to be used in evaluating the market potential of our antiperspirant product in China. The report was very comprehensive as it gave both a description of consumer behavior, competition, regulatory requirements and retail environment."

Irene Stærk Jørgensen  
Sales Director  
Riemann & Co. a/s  
Krakasvej 8, 3400 Hillerød, Denmark  
Tel.: + 45 47 18 20 00



## The Westmoreland Group S.A.

August, 2002

We wish, with great pleasure, recommend Miss Chen Xiang (Kate Chan) as a trustworthy person, reliable, energetic, excellent expression capability and self confident.

In our work with her as a sourcing consultant and translator from Chinese to English and Vice Versa, she proved to be very competent. Furthermore in our work with her to find for us competent and adequate sources of supply in China, she proved her ability to aim to her task until its fulfillment.

We wish, in this opportunity to recommend her as a most reliable and competent person and may we convey to her our best wishes in whatever she will choose to do.

W. BARLEV,  
President  
The Westmoreland Group S.A.  
Tel. + 972-4-8348891  
21 shlonsky street, Haifa 34987, Israel





Hi Kate

Good to hear that you are progressing with your business. I am able to be a verbal reference as and when needed. Kind Regards, David FRASER

EXECUTIVE GENERAL MANAGER - GREATER CHINA  
FCM TRAVEL SOLUTIONS | FLIGHT CENTRE | CiEVENTS  
M + 852 6803 2650



January 18, 2010

To whom it may concern,

In 2006 and 2007, Kate Chan (Chen Xiang) was my colleague at the Embassy of Denmark, Beijing. Employed as a 'commercial officer', equivalent to a consultant in a private company, Kate joined a number of projects across a wide array of industries.

Kate's main focus was market surveys and she had numerous satisfied clients. Among others that included a heavy machinery company selling equipment to the mining industry, a company selling software to soccer associations, a project on cosmetic products, a brake manufacturer and a report on offshore fish farming for a fishing company.

Kate also successfully completed market surveys on behalf of various associations, including a graphic industry association.

It was clear to both her clients and colleagues, that Kate was both professional and very diligent when conducting the surveys. It required stamina, skills and creativity to carry out the surveys in the way, Kate did.

I thus give Kate my warmest recommendation.

Yours Sincerely,  
Thomas Højlund Christensen  
Consul-General  
Tlf.: +86 20 8666 0795



May, 2005

Our company had a presence in China through a JV arrangement for 5 years. So when we wanted to find a site for a new WFOE, we had enough experience to know that we needed a qualified consultant to guide us through the process. After interviewing numerous consultant services, we selected Ms. Kate Chan. Through the knowledge and efforts of Ms. Chan we were able to find a site for our new factory that met our goals for location, cost, and available services, all in the time frame budgeted. Ms. Chan proved to be very experienced with the market. We didn't waste a lot of time chasing down bad leads, and when it came down to negotiating the contract, she held firm until our target cost was achieved.

If you are new to the world of business in China, or even a veteran player, you can't go wrong using a consultant. However, like many other aspects of business in China, it is important to choose the right consultant. That is why we can recommend Ms. Kate Chan and her enterprise.

Robert Cinquina  
LaFrance Corp  
Concordville, PA, USA  
Asia-Pacific Operations Manager



Kate Chan has been a business associate of mine for many years and I have found her to be conscientious, professional, objective and thorough in whatever

tasks or job demanded of her. Honesty is most evident in her character even when the truth may be detrimental to her personally. This is particularly evident in her approach to research where truth and her client's hoped for results may not be compatible! She is very straight forward in her personal relationships as well as her professional ones. Hard work, persistence and thoroughness are other qualities which I have always found refreshing. Kate Chan is also multi-cultural and multi-lingual which is a characteristic that is hard to find in today's business world especially when it allows her to properly understand and assess real client needs in a manner that leads to long lasting and accurate results. I would personally recommend Kate Chan for any assignment or position she is considered for.

Thomas (Tom) R. O'Malley  
President, Global Financial  
& Management Resources LLC  
Pasadena, Ca, U.S.A,  
001-626-793-1718 (O)



## **GV21** **CHINA**

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Kate did a terrific job in assisting me and my publishing company –LID Editorial- in the organization of the trip that a delegation of the Chinese women entrepreneur included in my book, did in connection with the launching of my book "Emprendedoras Chinas" (2009, LID Editorial [www.lideditorial.com](http://www.lideditorial.com)). From May to August, Kate helped by keeping herself in direct contact with the Executive Vice-president and Secretary General of the China Association of Women Entrepreneur (CAWE) and allowing, as such a kind of a relationship which would have been impossible to be kept by me in the distance and with the time difference.

Julia Pérez-Cerezo  
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