

# U.S. Investment Opportunities in the Trump Administration

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Washington D.C. – Omaha, Nebraska – Los Angeles, California

May 2-4

May 4-7

May 8-10 (optional)

*Featuring Warren Buffett's Berkshire Weekend in Omaha, Nebraska*

## Chairman's Message

Dear AmCham China Members and Chinese Partners:

I am excited to invite you to join an outstanding program we are arranging with our strategic partners in the United States to explore investment opportunities in the rapidly changing landscape of the new Trump Administration. Chinese investment in the U.S. tripled last year to more than US\$45 billion and, despite the recent change of political leadership, the U.S. economy remains extremely attractive to Chinese investors from across industries.

In Washington, D.C., you will have an exceptional opportunity to build relationships and explore opportunities with seasoned business and policy experts operating at the heart of the business and government nexus. In addition to meetings with prominent policy, legal and tax experts, we invite you to join the 8th annual China Conference. Co-organized by AmCham China and the U.S. Chamber of Commerce, this is a "must join" annual event for hundreds of senior business executives and U.S. government officials focused on China.

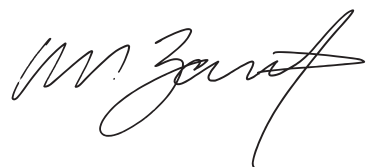
The highlight of the May visit will be Warren Buffett's Berkshire Hathaway Weekend in the Midwest city of Omaha, Nebraska, which attracts thousands of investors from China and around the world each year. This segment will feature a program tailored to meet the specific interests of Chinese companies – including meetings with Nebraska Governor Pete Ricketts, leaders of Berkshire Hathaway operating companies and senior business executives from Nebraska and other locations.

Following Berkshire Weekend, we are organizing an optional trip to Los Angeles to participate in China Week, an annual business summit with project matchmaking opportunities.

We are limiting the delegation size to no more than 25 senior executives from Chinese and AmCham China member companies to ensure a high-quality trip tailored to your specific interests. The program is perfectly suited to Chinese company executives and investors seeking investment and partnership opportunities in the U.S..

Don't miss this unique program of events – contact Ms. Rhine Yuan at [ryuan@amchamchina.org](mailto:ryuan@amchamchina.org) for further details.

I look forward to seeing you there.



**Bill Zarit**  
**Chairman, AmCham China**  
**February, 2017**



**Pete Ricketts**  
Governor

## STATE OF NEBRASKA

OFFICE OF THE GOVERNOR  
P.O. Box 94848 • Lincoln, Nebraska 68509-4848  
Phone: (402) 471-2244 • [pete.ricketts@nebraska.gov](mailto:pete.ricketts@nebraska.gov)

February 21, 2017

Mr. Alan Beebe, President  
AmCham China  
The Office Park, Tower AB, 6<sup>th</sup> Floor  
No. 10 Jintongxi Road, Chaoyang District,  
Beijing, China 100020

Dear Mr. Beebe:

I am pleased to hear that AmCham China will bring a business delegation to the upcoming Berkshire Hathaway Annual Meeting in May. As you know, this is one of the most important business events in the United States that thousands of Chinese visitors attend each year.

China is one of Nebraska's leading trading partners, and this is a relationship that we take very seriously. The Berkshire Hathaway Annual Meeting is an excellent opportunity for Chinese visitors to see everything that Nebraska has to offer.

We look forward to showcasing our state during that time and to exploring mutually beneficial opportunities with the members of your delegation.

Sincerely,

A handwritten signature in blue ink that reads "Pete Ricketts".

Pete Ricketts  
Governor

**BERKSHIRE HATHAWAY INC.**

1440 KIEWIT PLAZA  
OMAHA, NEBRASKA 68131  
TELEPHONE (402) 946-1400  
FAX (402) 946-0476

January 31, 2017

Dear AmCham China Delegates:

We welcome you to the 2017 Berkshire Hathaway Annual Meeting of Shareholders. This year our meeting will take place the weekend of May 6 with events Friday, May 5 through Sunday, May 7. Last year, around 40,000 shareholders attended the Berkshire Weekend, including an estimated 3,000 guests from China. This year we expect a similar number of attendees and are preparing for an action-packed weekend for our shareholders from across the United States and the world.

Berkshire Hathaway looks forward to AmCham China's delegation of Chinese executives and members visiting Omaha this year. AmCham China, in cooperation with the Omaha Chamber of Commerce and the Nebraska Department of Economic Development, are working diligently to plan a trip especially tailored to your interests, including visits to excellent Nebraska-based companies in the financial services, healthcare, technology, infrastructure and agriculture related industries.

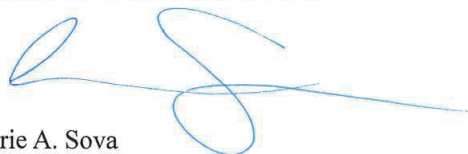
We hope you have the opportunity to visit some of the local Berkshire Hathaway subsidiaries during your visit such as Borsheims and Nebraska Furniture Mart. Many of these subsidiaries will offer shareholder discounts at their local outlets as well as throughout the 194,300-square-foot exhibit hall that adjoins the shareholder meeting. So come prepared to shop.

For a more detailed listings of events that weekend visit our website at [www.berkshirehathaway.com](http://www.berkshirehathaway.com) and view Annual Meeting Information.

Welcome to Omaha, Nebraska!

Sincerely,

BERKSHIRE HATHAWAY INC.



Carrie A. Sova  
Annual Meeting Director

# U.S. Investment Opportunities in the Trump Administration

In May 2017, AmCham China will host a delegation of **no more than 25 Chinese senior executives** to explore investment opportunities in the U.S. The trip includes visits to **Washington, D.C. (May 2nd to 4th) and Omaha (May 4th to 8th), with an optional stop in Los Angeles (May 8th to 10th)**. Participation is limited to our member companies and their Chinese clients or partners to ensure a high-quality delegation tailored to companies' interests. The primary purpose of the trip is to introduce Chinese companies to investment opportunities in the U.S., educate Chinese executives on U.S. investment practices and regulations, and foster relationships between Chinese companies and AmCham China members.

## 1. Investing in the Trump Era - Washington, D.C. (May 2nd to 4th)



A new era of investing in the U.S. is evolving under the new Trump Administration. This timely visit offers Chinese investors and trading partners a unique opportunity to understand potential changes to U.S. investment incentives and policies, and how they may impact the U.S.-China commercial relationship. Features of the program may include:

- Private reception and dinner with prominent business and policy experts to discuss the U.S. investment environment and the business climate under the Trump Administration
- Dialogues with distinguished experts from organizations such as CSIS, the Georgetown University Asia Studies Center, Brookings Institute and The American Institute to discuss opportunities and challenges in the China and U.S. relationship
- Participation in the *8th AmCham China-U.S. Chamber China Conference*, an exceptional opportunity to meet with senior U.S. government officials and business executives
- Tailored briefings with prominent U.S. legal and policy experts to discuss opportunities and challenges of investing in the U.S. including topics such as taxation, CFIUS and investment incentives



## 2. Warren Buffett’s Berkshire Weekend in Omaha, Nebraska (May 4th to 8th)

The highlight of the 2017 trip is joining Warren Buffett’s Berkshire Weekend, a three-day program centered on the Berkshire Hathaway Shareholder Meeting. Savvy investors and shareholders from around the world convene in Omaha each year to hear from the “Oracle of Omaha” and his investment partner Charles Munger. Last year, nearly 40,000 people attended, including nearly 3,000 from China.

In cooperation with the Nebraska Department of Economic Development and the Omaha Chamber of Commerce, AmCham China is organizing a customized program to meet the specific needs of senior executives from China. Features of the program will include:

- Private reception and dinner hosted by Governor Pete Ricketts and senior business executives of prominent Nebraska companies
- Exclusive meetings with prominent investors in and/or investees of Berkshire Hathaway and its expansive portfolio of companies across industries
- Discussions with senior executives of Berkshire Hathaway-owned companies to learn firsthand about Berkshire Hathaway investment philosophies and management practices

- Customized U.S. and China investment matchmaking opportunities with prominent global and U.S. investors in Omaha during Berkshire Weekend
- Meetings with Berkshire Hathaway-owned companies and other companies in Nebraska interested to form partnerships with Chinese companies such as:

o <b>BNSF Railway</b>	o <i>Kiewit Corporation</i>	o Right at Home Senior Care
o Behlen Manufacturing Co.	o <b>Marmon Holdings, Inc.</b>	o <i>TD Ameritrade</i>
o <b>Borsheims Fine Jewelry</b>	o <b>McLane Company</b>	o <i>Union Pacific</i>
o First Data Corporation	o <i>Omaha Steaks</i>	o <i>University of Nebraska Medical Center</i>
o <i>Gallup</i>	o <b>Oriental Trading Company</b>	o <i>Werner Enterprises, Inc.</i>
o <b>GEICO Auto Insurance</b>	o PayPal Holdings, Inc.	o Yahoo! Inc.

\* Companies **in Bold** are wholly owned by Berkshire Hathaway Inc.

\* Companies *in Italic* are headquartered in Omaha, Nebraska.

The delegation’s customized program will be tailored to align with Berkshire Weekend events including Borsheim’s Friday Evening Cocktail Reception, Saturday’s Annual General Meeting, Sunday’s Brooks 5K Fun Run and other activities.

### 3. Los Angeles China Week - Optional (May 8th to 10th)

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AmCham China provides the option for delegates to join China Week, an annual business summit with project matchmaking opportunities in e-commerce, cleantech, agriculture and real estate. China Week is sponsored by the California Governor's Office, the Chinese Ministry of Commerce, and the Chinese Chamber of Commerce for Import and Export of Machinery and Electronic Products.

## Delegate Fees and Registration

AmCham China has designed delegate fees with flexibility to suit the various needs of Chinese executives.

- Washington, D.C. only (Leg 1): CNY 14,000 members or CNY 18,000 non-members
- Omaha, Nebraska only (Leg 2): CNY 22,000 members or CNY 28,000 non-members
- Washington, D.C. and Omaha, Nebraska (Legs 1 and 2): CNY 35,000 members or CNY 43,000 non-members
- Los Angeles (Leg 3, Optional): CNY 15,000 members and CNY 18,000 for non-members

Delegate fees include all meals, local transportation and organization costs. Fees do not include airfares, hotel, visa, insurance, personal entertainment and incidentals.

- Early bird registration and payment deadline is **March 15th, 2017**
  - Regular registration and payment deadline is **March 24th, 2017**
- (Early bird registration and payment will receive a **10% discount** on the delegation fee.)

**Berkshire Weekend attracts thousands of shareholders from around the world. As a result, Omaha hotels and flights book out very quickly. Register now to avoid disappointment!**

## Sponsorship Opportunities

AmCham China is offering various sponsorship opportunities to member companies and selected Chinese companies. Compelling sponsorship packages will be designed to cover relevant event direct costs and trip cost recovery for AmCham China and our US-based partners. Further information on sponsorship packages will be available in March.

**Please contact Rhine Yuan at [ryuan@amchamchina.org](mailto:ryuan@amchamchina.org) or 010-8519 0862 for sponsorship opportunities.**

# Tentative Itinerary for U.S. Investment Opportunities In the Trump Administration Trip

(May 1st – 10th, 2017)

		Breakfast	Morning	Lunch	Afternoon		Cocktails	Dinner
Leg1	Mon May 1	Arrive Washington D.C.						Sponsor Dinner with AmCham Delegation
	Tues May 2	D.C. Law Firm Breakfast	Georgetown University Asia Studies Center Visit	Hosted Lunch	AmCham China-U.S. Chamber China Business Conference Afternoon Session		Reception	Local D.C. Think Tank Dinner
	Wed May 3	Breakfast	Meeting with the Center for Strategic and International Studies	CFIUS Briefing Hosted Lunch	Briefing by the Chinese Embassy	Executive Roundtable with Leading Chinese Executives	Cocktails	China-U.S. Relations Outlook Dinner
Leg2	Thurs May 4	Big 4 Accounting Firm Breakfast	Depart Washington D.C.					Dinner with Governor Pete Ricketts
	Fri May 5	Omaha Law Firm Breakfast	Geico Insurance company visit	Omaha Chamber of Commerce hosted lunch	Nebraska Infrastructure company visits and Executive Roundtable		Borsheim's Jeweler Cocktail Reception	Financial Service Company Dinner
	Sat May 6	2017 Berkshire Hathaway Shareholder Meeting (8 AM – 4 PM)					Cocktails	Warren Buffet Investment Philosophy Dinner
	Sun May 7	Free Time	Brooks 5K Fun Run	Lunch (Nebraska investor matchmaking)	Free time and customized matchmaking meetings		Cocktails	Health Care Industry Dinner
Leg3	Mon May 8	Breakfast	Depart Omaha, Nebraska Flight to Los Angeles, California					TBD
	Tues May 9	Breakfast & Registration	China Week China Business Summit, Breakout Sessions and Networking				Cocktail Reception	TBD
	Wed May 10	Depart Los Angeles, California Flight back to China						