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Munich, Shanghai

TW TaylorWessing



China M&A: Prepare for a Long March – Theory and Practice

Free Seminar for Executives

Beijing, November 13, 2007
(2:30 pm to 6:30 pm)
Shanghai, November 19, 2007
(2:30 pm to 6:30 pm)

Main Content and Target Group

The seminar aims at providing a better understanding on

- basics and Chinese specifics of company acquisitions
- common risks and pitfalls associated with M&A deals in China
- practical solutions

The seminar targets exclusively executives working at foreign-invested enterprises in China.

Experts from Taylor Wessing, InterChina Consulting and Plumbohm & Co will provide insights on below topics.

The seminar will be moderated by the respective general managers of the German Centres in Beijing and Shanghai.

Covered Topics

- Acquisition strategies
- How to identify the right target?
- Common due diligence issues
- Update on legal environment
- Pros and cons of different deal structures
- Legal pitfalls and practical solutions
- The share/asset purchase agreement

Seminar Locations, Further Details

Beijing, November 13, 2007, 2:30 pm

German Centre for Industry and Trade Beijing Co. Ltd
Landmark Tower 2, Unit 1111
8 North Dongsanhuan Road
Beijing 100004

Shanghai, November 19, 2007, 2:30 pm

German Centre for Industry and Trade Shanghai Co. Ltd.
88 Keyuan Road, Zhangjiang Hi-Tech Park
Pudong
Shanghai 201203

Agenda

- 2:30 Registration
- 3:00 Welcome and introduction
Leif Goeritz, Managing Director German Centre Beijing
Christian Sommer, CEO German Centre Shanghai
- 3:15 Acquisitions from a Strategic Point of View
Jan Borgonjon, InterChina Consulting

The "China Factor" in M&A
Eduardo Morcillo, InterChina Consulting

Key Issues of Due Diligence and Valuation
Han Jing, InterChina Consulting
- 4:00 How to identify the right target?
Ulrich Plumbohm, Plumbohm & Co. Corporate Finance
- 4:45 Coffee Break
- 5:15 Legal environment/best deal structures/risks and pitfalls/practical solutions
Ralph V. Koppitz, Christoph Hezel, Taylor Wessing
- 6:00 Q&A session
- 6:30 Closing remarks

Seminar Language: English

Participation Fee: None, but advance registration required
Seats are limited and will be allocated on a first-come-first-serve basis.

Organization: Deborah Chen, Taylor Wessing Shanghai Representative Office, d.chen@taylorwessing.com

Speakers

Ralph V. Koppitz, Partner, Taylor Wessing (Shanghai)

Mr. Koppitz, German attorney at law and joined Taylor Wessing in 2002 as partner and is head of the Taylor Wessing office in Shanghai. Mr. Koppitz has been working in China for over 10 years and advises German and international manufacturing and service companies on all legal aspects related to their business transactions in China. He presently serves as member to the German Chamber of Commerce's Shanghai Board.

Christoph Hezel, Associate, Taylor Wessing (Munich)

Mr. Hezel is a German attorney at law and advises European investors in relation to their various kinds of operations in China. Prior to joining Taylor Wessing at the end of 2005, he worked four years as Tax Manager with one of the four big international audit & accounting firms in Shanghai. Mr. Hezel is heading the Trade & Distribution Working Group of the European Chamber of Commerce in China.

Jan Borgonjon, President, InterChina Consulting (Beijing/Shanghai)

Mr. Borgonjon, Belgium national, lives and works in China since over 20 years. As a fluent Mandarin speaker, he has pioneered business education as the Director of CEMI (China Europe Management Institute) in Beijing, and as the founding president of CEIBS (China Europe International Business School) in Shanghai. He was one of the founding partners of InterChina Consulting in 1994, and built it into one of the major consulting companies in China.

Eduardo Morcillo, Corporate Practice Director & Senior Consultant, InterChina Consulting (Madrid)

Mr. Morcillo, Spanish National, worked for InterChina in Beijing and Shanghai for 6 years before returning to Madrid to take over the representation of InterChina in Spain. He has been Chairman of the European Union Trade Working Group and Vice Chairman of the Spanish Commercial Association in Shanghai. As a specialist corporate consultant, with focused expertise in M&A, Joint Ventures and corporate restructuring, he has been advising clients for acquisition-related issues in China.

Han Jing, Senior Consultant, M&A Practice, InterChina Consulting (Shanghai)

Mrs. Han, a Chinese national, worked for KPMG and Amercian Express in New York, as well as for Exelon, and Hubei Electric Power Company in Hubei. Mrs. Han is a Chartered Financial Analyst Level II candidate. Mrs. Han joined InterChina Consulting in 2006, and advises its clients on M&A strategies, target search, execution, deal structuring, due diligence, and company valuation in China.

Ulrich Plumbohm, CEO, Plumbohm & Co. Corporate Finance (Munich)

Mr. Plumbohm is managing partner of Plumbohm & Co. Corporate Finance in Munich and offers advisory services for cross-border M&A transactions as well as for Private Equity, Venture Capital und IPOs. Since 2005 he is also chairman of Plumbohm Corporate Finance Ltd. in Shanghai. He has a strong track-record of more than 70 successfully concluded M&A transactions and is one of the most senior and experienced M&A advisers in Germany. Mr. Plumbohm studied Sinology and National Economics and had already studied and lived in Shanghai in the mid-eighties.

Ralf Weitz, General Manager, Plumbohm & Co. Corporate Finance (Shanghai)

Mr. Weitz is partner of Plumbohm & Co. Corporate Finance in Munich. Since 2005 he is also General Manager of Plumbohm Corporate Finance Ltd. in Shanghai and offers M&A advisory services for cross-border transactions mainly between Europe and China. He also advises on Chinese IPOs in Germany and is specialized in Commercial Due Diligence and evaluation of companies in China. Mr. Weitz studied National Economics in Berlin and majored in Finance.



With more than 600 lawyers Taylor Wessing is one of the leading European law firms. The China Desk of Taylor Wessing has been advising German and foreign companies on their business activities in China since 1979. Since 1996 Taylor Wessing operates a representative office in Shanghai. Our China Desk clients include multinational as well as medium-sized companies from a wide range of industries, such as automobile, electronic, engineering, textile, pharmaceutical and food as well as infrastructure and services including logistics and trade.

For more information, please visit: www.taylorwessing.com.

InterChina



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InterChina Consulting is a boutique management consultancy specialized in strategy, corporate and human resource services for European and North American companies doing business in China. InterChina was established in 1994 and has now grown to a team of 60 consultants. InterChina is advising Western multinational companies, especially in the sectors of automotive, machinery, chemicals, energy, F&B and distribution services. The company has offices in Beijing, Shanghai and Shenzhen, as well as in Madrid, Milan, and Washington DC. InterChina regularly advises its clients on M&A related issues in China.

For more information, please visit: www.interchinaconsulting.com.

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Plumbohm & Co. advises entrepreneurs as well as companies and their shareholders with a focus on optimizing the ownership structure and reorganizing the capital structure. Mr. Ulrich Plumbohm has a strong track record of more than 70 successfully concluded M&A transactions and is one of the most senior and experienced M&A advisers in Europe. Plumbohm & Co sees itself as entrepreneurial partner for its clients. Extensive experience in national and international M&A transactions, strong negotiating skills, social skills and also personal dedication are the major success factors that its team contributes to a successful partnership. For more information, please visit: www.plumbohm.com.



Both German Centre Beijing and German Centre Shanghai support small and medium sized enterprises from Germany during the entry and following activities in the Chinese market. Their services comprise initial free consultation, the leasing of office space, use of modern meeting rooms, business support services and event management. Furthermore, they provide contact to experienced service providers in related business sectors. For more information, please visit:

www.germancentreshanghai.com and www.germancentre.org.cn.

Registration

Fax No. (021) 6247 7248

We would like to participate in the seminar in Beijing on November 13, 2007 with _____ (number) participants.

We would like to participate in the seminar in Shanghai on November 19, 2007 with _____ (number) participants.

Name

Function

Company

Address

City

Postcode

e-mail

Date, Signature