



2017 & 14TH ANNUAL CHINA MERGERS & ACQUISITIONS SUMMIT

18th January, 2017 | Shanghai China

Latest Regulatory Update from

Department of Foreign Investment Administration
Ministry of Commerce

Department of International Tax
State Administration of Taxation

**State-Owned Assets Supervision and
Administration Commission**

People's Bank of China

Previous & Priority Inviting Guest Speakers

Paolo Arpellino
VP Corporate Development and
Global M&A -China
General Motors

Tao Ke
Vice President, BD & Strategy
The Walt Disney Company

Henry Lin
Vice President M&A
Honeywell China

Baochang Zhang
Vice President, Strategy, Investment and
M&A
Sinochem International

Richard Peng
Vice President, Corporate Development
Tencent

Rui Yang
Overseas M&A Director
Mengniu Dairy Group

And more...

Join China's Most Premier and Informative M&A Annual Event

- **Network** with over 120 CEOs and M&A leaders from leading international and domestic companies for winning strategies & cooperation opportunities
- **Obtain** first hand information on latest legislations, policies & regulations on foreign M&A in China and Chinese overseas M&A
- **Hear** numerous case studies on how to tackle business development and M&A challenges to achieve exceptional results
- **Find** the best solutions to drive growth and maximize ROI from your M&A investment in different markets

WINNING IN CHINA INBOUND AND OUTBOUND M&A

Amidst the global economic downturn, China is having another record full year for outbound M&A, and a strong recovery in China-related inbound M&A in 2016.

While there are enormous opportunities emerging for international and domestic investors, it will not be a smooth sailing all the way. What are the key lessons for foreign access to China through M&A? What are the proven strategies and solutions for ensuring cross-border deal success in and from China?

This is your best opportunity of the year to meet key officials and industry leaders in both inbound and outbound M&A arena to obtain first hand regulatory changes, future investment trends, successful strategies and best approaches for M&A's and strategic partnerships in and from China. Do Not Miss It!!



Why Participate in 2017 & 14th Annual China Mergers & Acquisitions Summit (M&A2017)?

- **Unique Meeting Place:** M&A2017 is the only and biggest get-together for high profile M&A experts from the Greater China and Asia Pacific region
- **Increasing Your Profits:** In response to market volatility and regulatory changes, M&A 2017 helps you find out and use cutting-edge strategies to drive competitive advance in your role for your business
- **Connecting Industry Peers:** M&A2017 connects you with the top domestic and international M&A leaders and policy makers among our speakers and delegates to create or revitalise your network of personal contacts
- **Maximising Marketing Exposure:** M&A2017 is the most powerful and effective marketing platform targeting key decision makers in business development and M&A across the region.

Who You Will Meet

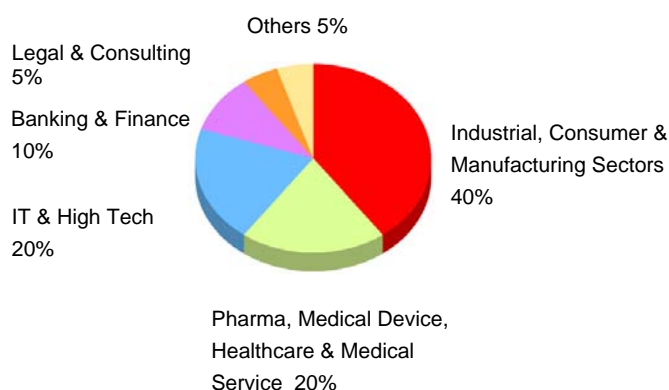
CEOs, Managing Directors, VPs, General Managers, Senior Directors & Heads of

- China Strategies & Operations
- Mergers & Acquisition
- Business Development
- Strategic/Business Planning
- Chief Finance Officer
- Chief Investment Officer
- Finance Management
- Cross-border Transaction
- General/Legal Counsel
- Government/Regulatory
- Corp. Communications
- Human Resources

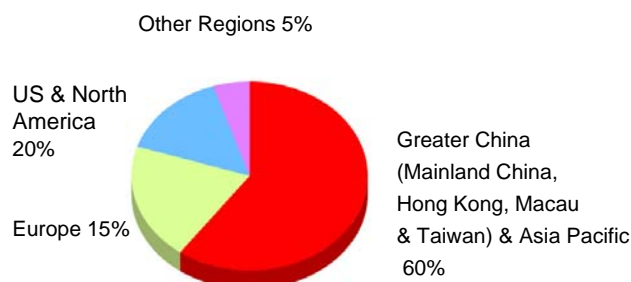
From the following Industry Sectors

- Machinery & Equipment
- Mining & Resources
- Petrochemical & Chemical
- Pharmaceutical
- Medical Device
- FMCG & Retailing
- Automobile
- IT, High Tech & Telecom
- Logistics & Transportation
- International Trade
- Banking & Financial Services
- Consultancy & Law Firm

Participant Industry Breakdown



Participant Geographical Breakdown



Wednesday 18th January

- 08.30** Registration & Morning Tea
- 08.50** Opening Address from the Chairman
- PLENARY CONFERENCE**
- 09.00** **M&A and Strategic Alliances: New Global Trends, Issues and Opportunities in China**
- 09.30** **Addressing Deal Sourcing Challenges: How to Find the Right Target in Today's Volatile Market Environment**
- 10.00** **Leverage Optimal Deal Structuring to Achieve Desired Results**
- Asset acquisition
 - Share acquisition
 - Adjustments to consideration
 - Earn-out deals
 - Warranties, indemnities and covenants
- 10.30** Morning Refreshment & Network Break
- 10.45** **Cross-Border M&A: Managing Financial Risks and Challenges**
- 11.15** **Valuation in a Share/Asset Acquisition Deal**
- Differences in valuation methods to take the tangible and intangible assets into account
 - Factors that impact valuation: how to anticipate unknown and uncertainty liabilities
 - Key common pitfalls in share acquisition and how to avoid them
- 11.45** **How to Overcome Obstacles to Commercial and Legal Due Diligence and Negotiate Better**
- How to obtain accurate information and strong relationships with targets
 - How commercial due diligence assesses the target's commercial situation
 - Legal due diligence process & tools
- 12.15** Networking Lunch
- THEME I: MANAGING FOREIGN M&A IN CHINA**
- 14.30** **Foreign Access to China M&A: Latest Regulatory Update and Legal Framework in the Pipeline**
- Latest regulatory update on M&A's in China
 - New China laws and regulations affecting M&A transaction
 - Regulations in the pipeline 2015/2017
- Ministry of Commerce**
- 14.00** **Navigating through the Anti-Monopoly Rules and Government Supervisions on Foreign Entities in China**
- 14.30** **Asset Acquisition in China: New Development in the Regulatory and Operational Landscape**
- New legal requirements for asset acquisition
 - How to link company's strategic positioning with focus asset acquisitions
 - Developing and evaluating decision criteria in choosing assets
 - Techniques in risk-reward evaluation of assets
 - Raising funds from home or abroad
- 15.00** **Managing Investment Backed Alliances and JV's in China**
- 15.30** Afternoon Refreshment & Networking Break
- 15.45** **M&A in Private Equity Domain: Exploring Best Models - Buyout and Exit**
- 16.15** **Key Employee Retention and HR's Role in Ensuring Successful Post Merger Integration**
- 16.45** **The Latest M&A Tax Rules and Considerations**
- Latest changes in China tax rules and impact
 - Common tax problems in tax due diligence
 - Tax efficient structuring
 - Acquiring overseas structure (indirect)
 - New structure: limited liability partnership
 - Post-deal integration
- State Administration of Taxation**
- 17.15** **Mergers and Acquisition of State Owned Enterprises in China: New Opportunities**
- State-Owned Assets Supervision and Administration Commission**
- 17.45** **Closing Remarks from the Chair and End of Summit**
- THEME II: DRIVING CHINA OUTBOUND M&A**
- 14.30** **Key Strategic and Legal Considerations for Chinese Companies in Overseas Deals**
- Regulations on outbound M&A deals & its major tax implications
 - Securities restriction and reporting to SAFE
 - Possible pitfalls in overseas M&A deals in terms of legal and strategic perspectives
 - Investment hot spots in Asia, USA, Europe and major regulations governing M&A
- 14.00** **M&A Regulations and Comparisons in Major Developed vs. Developing Markets**
- 14.30** **Managing Legal Due Diligence in Chinese Outbound M&A**
- Legal due diligence process & tools in Chinese outbound M&A
 - Risks of shareholder and class action lawsuits
 - Use of legal due diligence results in transaction preparation
- 15.00** **Addressing Critical Challenges of Integration in Acquiring Foreign Companies in Overseas Market**
- How to leverage due diligence to better evaluate target foreign companies
 - Controlling integration expenditure in acquiring foreign companies
 - Balancing between standardizing acquired foreign company and integration expenditure
- 15.30** Afternoon Refreshment & Networking Break
- 15.45** **How to Address Cultural Differences, Internal Aspects and Key Staff Management in Post Merger Integration**
- 16.15** **Outbound M&A Tax Regulations and Effective Outbound Tax Planning**
- 16.45** **The Role of Debts and Private Equity Financing in M&A outside of China**
- Debt availability on M&A deal flow
 - Influence of private equity portfolios on M&A's
 - Are company prices being driven too high in the global market
 - Can the debt market be sustained
- 17.15** **Closing Remarks from the Chair and End of Conference**

Your Organization as Partner of Choice

Custom-tailored Marketing Solutions

Trade shows are out. Mass marketing is out. Traditional advertising is out. There's a huge shift toward targeted, segmented marketing and THAT is exactly what **China M&A Summit** provides. If you want access to the top M&A and BD executives and strategic investors in and from China, invest in **2017 China M&A Summit (M&A2017)**, we can create custom packages for budgets of any size. We promise to deliver results you can measure.

As a business to business professional, you recognize how challenging it is to navigate through to the actual decision-makers. Our delicately-designed events attract attendance by top level professionals across industries and functions. **China M&A Summit** prides itself on delivering content of the highest quality, focusing on business strategy, market share and brand performance.

We guarantee:

- Custom designed packages to match your budget and marketing objectives
- Face-to-face interaction and networking with top decision makers in a low pressure environment
- Opportunities to demonstrate your expertise through non-commercial presentations
- Extensive brand exposure through promotion of your company within an extensive integrated marketing campaign
- Positioning above your competition
- Strategically designed exhibit areas for optimum traffic
- Access to post-conference feedback

Our attendees seek your products and services. Together we can provide them with a one-stop-shop for all their marketing and business needs.

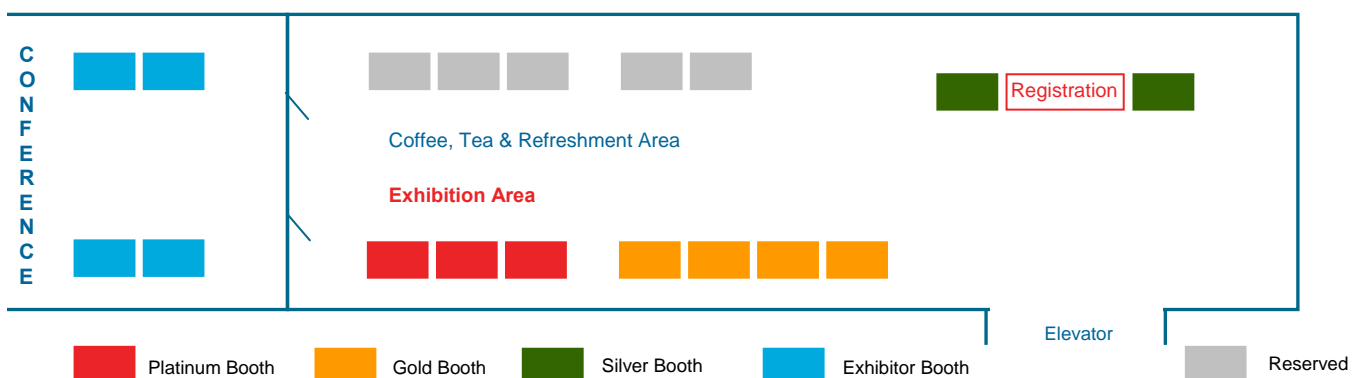
Key Reasons to Sponsor

- Strategic exposure and branding driven events with access to hundreds of qualified decision makers
- Effective platform to position products to key decision makers from a target audience in a short period of time
- Opportunity for face-to-face contact with key buyers at a competitive cost per contact and timely manner
- Ability to access numerous contacts in an environment conducive to conduct business

M&A2017 offers solution providers a variety of ways to meet their sales, marketing and business development objectives and to achieve their corporate targets. By concentrating an exhibition, conference and product demonstrations in one place, buyers from the entire region will use this opportunity to improve their awareness of the latest products, services, techniques and trends in their specific sector. **M&A2017** will assist all attendees in meeting the current and future challenges in M&A's and strategic partnerships in and from China.



Book & Secure Your Best Exhibition Area



2017 & 14TH ANNUAL CHINA MERGERS & ACQUISITIONS SUMMIT

2017 第十四届中国收购兼并峰会

REGISTRATION
注册表格

Please return this form to **Sayid Shu**:
Email: sayids@gicsummits.com
Tel No: +86 21 5186 0870

DATE: 18th January, 2017
2017 年 1 月 18 日
VENUE: Shanghai, China
中国 上海

REGISTRATION FORM – 登记合同

Name/姓名: _____ Position/职位: _____ Email/电子信箱: _____
Name/姓名: _____ Position/职位: _____ Email/电子信箱: _____
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Authorisation 授权

Name/姓名: _____ Position/职位: _____ Date/日期: _____
Signature/签名: _____ (This booking is invalid without a signature 本定单签名有效)

Registration & Level of Participation 参会确认及参会形式

- Sponsorship:** Participate as a sponsor to enjoy tailored marketing exposure & business development opportunities from the event.
赞助: 作为铂金、黄金或展览赞助商参与本次峰会, 获得针对您目标市场的最大宣传、展览、演讲以及客户拓展机会
- Delegate:** US\$ 1,295/RMB 8,800/ Person (Fee is inclusive of a set of conference documentation, refreshments, lunch & access to all event activities).
参会: 每人 1,295 美元/人民币 8,800 元 (包括资料、茶点、午餐及参与全部活动)
- Membership:** US\$3,195/RMB 22,000/Person for attending this event free of charge plus one year admission to all GIC investment events
成为 VIP 会员: 每人每年 3,195 美元/人民币 22,000 元: 免费参加此次活动, 并可参加一年内所有 GIC 并购和投资主题会议及活动
- Documentation:** If you are unable to attend the conference but wish to receive the conference documentation (US\$ 600/RMB 4,000/ Set including postage and packing)
资料: 如无法参会但希望得到会议资料, 请填写销售合同, 在本方框上打钩并回传 (每套 600 美元/人民币 4,000 元, 包括邮费和包裹费)

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Confirmation of Registration 确认方法

Confirmation Letter/ 确认函
All paid registration will be confirmed in writing upon clearance of payment. Please contact us if you did not receive our confirmation one week from your fax out.
如您发出登记合同一周后仍未收到相关确认函, 请致电我们

Formal invoice/ 正式发票
After receiving the payment, a formal receipt will be issued to the client. 在收到您的会费后, 将寄出正式发票。

Cancellations 取消

By returning this completed form, the client hereby agrees that GIC will not be able to mitigate its losses for any less than 50% of the total contract value. Cancellation must be received 4 weeks before the event. Delegate substitutions are welcome at any time.
此填好的登记表回传 GIC 公司后立即生效。会前 4 星期内任何取消客户承担总合同费用 50%。您可以在会前任何时候替换参会人员。

Indemnity: Should for any reason outside the control of GIC, the venue or speakers change, or the event be cancelled due to an act of terrorism, extreme weather conditions or industrial action, GIC shall endeavour to reschedule, but the client hereby indemnifies and holds GIC harmless from and against any and all costs, damages and expenses, including attorneys' fees, which are incurred by the client.

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