

## China Update 2017

23 and 24 February 2017 in Duesseldorf / Germany

<b>Day 1:</b>	<b>China Business Update 2017</b>
<b>From 8:30</b>	<b>Registration with coffee and tea</b>
<b>9:00-10:00</b>	<b>Economic Update 2017: Current Growth and Branch/Industry Perspectives in China</b> <ul style="list-style-type: none"><li>• Short, middle and long term growth perspectives of China</li><li>• The new 5-Year-Plan and industrial/branch outlook in China</li><li>• Major concerns of European companies in doing business in China</li></ul>
<b>10:00-11:00</b>	<b>Legal and Risk Update 2017: Risks and Liabilities for European Companies in China</b> <ul style="list-style-type: none"><li>• Important new laws/regulations and their impacts on European companies in China</li><li>• Decisions of Highest Court Chinas about the (additional, unlimited) liability of Legal Representative and Shareholders of limited companies (Ltd) in China</li><li>• Business risks of recent developments (labour costs; fighting against corruption; restrictions on pollution and energy intensive industries; real estate bubbles; pressure to reduce over-capacity; fast increasing bad debts, bankruptcies and fraud cases from customers and employees, etc).</li></ul>
<b>11:00-11:15</b>	<b>Coffee Break</b>
<b>11:15-12:30</b>	<b>HR Update 2017: Current HR and Labour Issues for Chinese and Expatriates</b> <ul style="list-style-type: none"><li>• Recent developments of the "war for talents" in China</li><li>• Labour costs 2017: Average salaries and minimum wage regulations in different cities; Salary range of common positions for expatriates and Chinese in China</li><li>• Optimization of expatriates' packages and contracts for China to reduce tax and/or to prevent paying social insurance in China</li></ul>
<b>12:30-13:15</b>	<b>Lunch</b>
<b>13:15-14:00</b>	<b>IP Rights Update 2017</b> <ul style="list-style-type: none"><li>• Current experiences with trademarks, invention patents, utility model patents (Gebrauchsmuster), design patents (Geschmacksmuster) and copyrights in China</li><li>• Latest developments and court decisions</li><li>• How to protect your IP rights in China: effective measures; experience with infringement proceedings in China: success rates of European companies against Chinese</li></ul>
<b>14:00-14:45</b>	<b>Logistics Update 2017</b> <ul style="list-style-type: none"><li>• New possibility between Europe and China: The railway cargo</li><li>• Current comparison of flight, sea and railway cargo transportation between Europe and China</li><li>• New logistic centres and favourable production locations in China</li></ul>
<b>14:45-15:00</b>	<b>Coffee Break</b>
<b>15:00-15:45</b>	<b>Tax Update 2017</b> <ul style="list-style-type: none"><li>• Recent changes in tax laws in China and their implications</li><li>• Tax optimization for European mother company and the Chinese subsidiaries (Withholding tax, Transfer Pricing, Customs, Import VAT and export VAT rebate)</li></ul>
<b>15:45-16:30</b>	<b>Financing Update 2017</b> <ul style="list-style-type: none"><li>• Investment regulations and financing in China: An overview</li><li>• New regulations about domestic and international cash pooling in China</li><li>• Financing possibilities in China and Europe/Germany for your Chinese investment (company bond/Mittelstandsanleihen, shareholder's loans, bank loans in China and leasing)</li></ul>
<b>16:30-17:00</b>	<b>Q&amp;A and Discussion</b>

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<b>Day 2:</b>	<b>Best Practices 2017</b>
<b>From 8:30</b>	<b>Registration with coffee and tea</b>
<b>09:00-10:00</b>	<b>Select the correct legal form and entity in China</b> <ul style="list-style-type: none"><li>• Why and when do you need your own legal entity in China (legal reason, tax reason...)?</li><li>• Representative Office vs Service Company vs Trading Company; Trading vs Production Company; WFOE vs Joint-Venture; Ltd vs Co. Ltd</li><li>• Founding and changing procedures, official and unofficial limitations, experience values</li></ul>
<b>10:00-11:00</b>	<b>Optimal Structure for Organizations, Import/Export and Sales in China</b> <ul style="list-style-type: none"><li>• Do you need a Holding and where? Advantages and Disadvantages</li><li>• Import/Export procedures as well as customs/VAT-free import and re-export: Do I need a warehouse in a Free Trade Zone?</li><li>• How to optimize your sales structure and locations in China?</li></ul>
<b>11:00-11:15</b>	<b>Coffee Break</b>
<b>11:15-12:00</b>	<b>HR Management and Chinese Labour Law</b> <ul style="list-style-type: none"><li>• How to hire, motivate and retain the best talents in China?</li><li>• Chinese Labour Law: Summary and surprises</li><li>• Labour contracts for China: Do's and Don'ts with Chinese and Expatriates</li></ul>
<b>12:00-13:00</b>	<b>Efficient Management Structure for China</b> <ul style="list-style-type: none"><li>• Do I need to adapt my management structure and personnel policy for China?</li><li>• Expatriates or Locals? Matrix organization? How to develop Chinese high potentials into middle management?</li><li>• Example of an employee handbook</li></ul>
<b>13:00-13:45</b>	<b>Lunch</b>
<b>13:45-14:45</b>	<b>Legal (Compliance) Requirements for China Business</b> <ul style="list-style-type: none"><li>• Legal requirements for imports, trading, production and typical pitfalls, do's and don'ts</li><li>• Risks and liabilities in China for Legal Representative and Board Members and how to limit them</li><li>• Practical example: Code of Conduct for China</li></ul>
<b>14:45-15:00</b>	<b>Coffee Break</b>
<b>15:00-15:45</b>	<b>Accounting/Reporting, Internal Audit and Fraud Prevention in China</b> <ul style="list-style-type: none"><li>• Chinese Accounting and Taxation Laws and Practices: An overview</li><li>• Typical fraud cases by employees and customers in China and how to prevent them</li><li>• Example of monthly reporting to European HQ and Internal Audit</li></ul>
<b>15:45-16:30</b>	<b>M&amp;A in China</b> <ul style="list-style-type: none"><li>• When does it make sense to purchase minority or majority shares in Chinese companies?</li><li>• Current Best-Practice in M&amp;A: From the search of targets, signing of MoU, Due Diligence, Contract and Price Negotiation until Signing and Closing – Do's and Don'ts</li><li>• Experience Report: 2 Years after a &gt; 100 Mio US\$ acquisition in China</li></ul>
<b>16:30-17:00</b>	<b>Q&amp;A and Discussion</b>

## Seminar Registration China Update 2017

### Asia-Pacific Management Consulting GmbH

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**Event:** China Update 2017  
**Date:** 23 and 24 February 2017  
**Venue:** Nikko Hotel, Immermannstraße 41, 40210 Duesseldorf, Germany  
**Target Audience:** The seminar is designed for leaders and high-level decision makers in companies with a subsidiary or production plant in China, or for those who aspire to open one up.

The number of participants is limited due to the premises. A reservation at your earliest convenience is advised.

- I would like to register for the „China Update 2017“, Day 1 on 23 Feb 2017 with \_\_\_ person(s).
- I would like to register for the „China Update 2017“, Day 2 on 24 Feb 2017 with \_\_\_ person(s).
- I am interested in a similar seminar in  Beijing  Shanghai  Suzhou.

The participation fee is Euro 490,- (plus VAT) per day per person, including lunch, soft drinks and seminar documents. After seminar registration, you will receive an invoice as confirmation for your attendance. The seminar fee is payable in full upon receipt of invoice.

#### Get an early bird discount of 10% for registering before 1 February 2017!

Please inform us, if you won't be able to attend the seminar despite your registration. A cancellation is free of charge until 20 February 2017; afterwards the full fee will be payable.

<b>Name:</b> _____ <b>Position:</b> _____	<b>Name:</b> _____ <b>Position:</b> _____	<b>Name:</b> _____ <b>Position:</b> _____
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**Company:** \_\_\_\_\_  
**Street:** \_\_\_\_\_  
**City, Zip code:** \_\_\_\_\_  
**Telephone:** \_\_\_\_\_  
**Fax:** \_\_\_\_\_  
**E-mail:** \_\_\_\_\_

**Date:** \_\_\_\_\_ **Signature:** \_\_\_\_\_

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Unfortunately, I will not be able to participate at the China Update 2017. Nevertheless, I am interested in the services of APMC:

- Our country focus:**
- China
  - Japan
  - Korea
  - India
  - Southeast Asia
  - \_\_\_\_\_

- Please send me further information about your services.
- I would like to arrange a first informational interview free of charge. Please make contact with us.