



Asia-Pacific Management Consulting GmbH  
**European SME Summit Beijing 2017**

**Module 1: Legal & HR Update**

**From 8:30 Registration with coffee and tea**

**09:00-10:00 Legal and Risk Update 2017: Risks and Liabilities for European Companies in China**

- Legal requirements for imports, trading, production and typical pitfalls, do's and don'ts
- Risks and liabilities in China for Legal Representative and Board Members and how to limit them
- Practical example: Code of Conduct for China

**10:00-10:15 Coffee Break**

**10:15-11:15 HR Update 2017: Current HR and Labour Issues for Chinese and Expatriates**

- Recent developments of the "war for talents" in China
- Labour costs 2017: Average salaries and minimum wage regulations in different cities; Salary range of common positions for expatriates and Chinese in China
- Optimization of expatriates' packages and contracts for China to reduce tax and/or to prevent paying social insurance in China

**11:15-12:00 HR Management and Chinese Labour Law**

- How to hire, motivate and retain the best talents in China?
- Chinese Labour Law: Summary and surprises
- Labour contracts for China: Do's and Don'ts with Chinese and Expatriates

**12:00-13:00 Lunch**

**Module 2: Best Practices**

**13:00-13:45 IP Rights Update 2017**

- Current experiences with trademarks, invention patents, utility model patents, design patents and copyrights in China
- Latest developments and court decisions
- How to protect your IP rights in China: effective measures; experience with infringement proceedings in China: success rates of European companies against Chinese

**13:45-14:30 Logistics Update 2017**

- New possibility between Europe and China: The railway cargo
- Current comparison of flight, sea and railway cargo transportation between Europe and China
- New logistic centres and favourable production locations in China

**14:30-14:45 Coffee Break**

**14:45-15:45 Efficient Management Structure for China**

- Do I need to adapt my management structure and personnel policy for China?
- Expatriates or Locals? Matrix organization? How to develop Chinese high potentials into middle management?
- Example of an employee handbook

**15:45-16:30 M&A in China**

- When does it make sense to purchase minority or majority shares in Chinese companies?
- Current Best-Practice in M&A: From the search of targets, signing of MoU, Due Diligence, Contract and Price Negotiation until Signing and Closing – Do's and Don'ts
- Experience Report: 2 Years after a > 100 Mio US\$ acquisition in China

**16:30-17:00 Q&A and Discussion**

## Seminar Registration European SME Summit Beijing 2017

### Asia-Pacific Management Consulting GmbH – Beijing Branch

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**Event:** European SME Summit Beijing 2017  
**Date:** 28 February 2017  
**Venue:** DRC German Centre, 11th floor  
**Target Audience:** The seminar is designed for leaders and high-level decision makers

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 „European SME Summit 2017“, Full Day on 28 Feb 2017 with \_\_\_ person(s).
- I would like to register for the „European SME Summit 2017“, Module 1 with \_\_\_ person(s).
- I would like to register for the „European SME Summit 2017“, Module 2 with \_\_\_ person(s).

The participation fee is:

Full Day 800 (plus VAT) regular – Swiss Chamber Members & German Centre Tenants 600 (plus VAT), per person  
Half Day 500 (plus VAT) regular - Swiss Chamber Members & German Centre Tenants 400 (plus VAT), per person.

The fee includes 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.

Please inform us, if you won't be able to attend the seminar despite your registration. A cancellation is free of charge until 21 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 European SME Summit 2017. Nevertheless, I am interested in the services of APMC:

- Our business needs:**
- Executive Search
  - M&A
  - HR Consulting
  - Business reorganization
  - E-commerce
  - \_\_\_\_\_

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