

From 8:30 Registration with Coffee and Tea

09:00 – 10:00 New Developments, Opportunities and Risks for European Companies in China

- Current Growth and Branch/Industry Perspectives in China
- Important new laws/regulations and their impacts on European companies in China
- Shanghai Free Trade Pilot Zone (FTPZ) and the opening up of service industries; Opportunities for Banks, Insurance and Leasing companies to establish foothold in China
- International and domestic cash pooling at Shanghai FTPZ
- Business risks of recent developments (labour costs; fighting against corruption; restrictions on pollution and energy intensive industries; declining real estate prices; pressure to reduce over-capacity; fast increasing bad debts, bankruptcies and fraud cases from customers, etc).
- Major concerns of European companies in doing business in China and their development

10:00 – 11:00 Select the correct Legal Form and Entity in China

- Why and when do you need your own legal entity in China (legal reason, tax reason...)?
- Representative Office vs Service Company vs Trading Company; Trading vs Production Company; WFOE vs Joint-Venture; Ltd vs Co. Ltd
- Founding and changing procedures, official and unofficial limitations (based on experience)

11:00 – 11:15 Coffee Break

11:15 – 12:15 Win the “war for talents” in China

- Recent developments of the “war for talents” in China
- How to hire, motivate and retain the best talents in China?
- Do’s and Don’ts with Chinese and Expatriates; Optimization of expatriates packages for China to reduce tax and/or to prevent social insurances in China

12:15 – 13:15 Lunch

13:15 – 13:45 Recent Developments in the protection of IP rights in China

- Current statistics and experience with Trade Marks, Invention Patents, Utility Model Patents (Gebrauchsmuster), Design Patents (Geschmacksmuster) 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 – 15:15 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

15:15 – 15:30 Coffee Break

15:30 – 16:30 Accounting/Reporting, Internal Audit and Fraud Prevention in China

(Guest speaker: Jürgen Bächle, Steuerberater, artax Fachberater für Internationales Steuerrecht, Steuerberatungsgesellschaft mbH)

- Chinese Accounting and Taxation Laws and Practices: An overview
- Typical fraud cases by employees and customers in China and how to prevent them
- Example of monthly reporting to European HQ and Internal Audit
- VAT deduction in case of exports

16:30 – 17:00 Q&A and Discussion

We offer individual appointments with our China experts before, during and after the seminars. Please use the enclosed Fax Answer Sheet for scheduling an appointment with us.

CHINA-TAG 2015 – IN GERMAN
– 26. Juni 2015 in Düsseldorf –

- Ab 9:00 Begrüßungskaffee**
- 9:15-10:30 Neueste Entwicklungen für deutsche/europäische Unternehmen in China**
- Aktuelle Wachstums- und Branchenprognosen für China
 - Wichtigste neue Gesetze und Regularien inkl. Handlungsempfehlungen
 - Neue internationale Cash-Pooling-Möglichkeit sowie Öffnung der Dienstleistungsbranche in der Shanghai Free Trade Pilot Zone (FTPZ).
 - Risiko-Management sowie empfohlene (Gegen-)Maßnahmen in dem aktuellen Geschäftsumfeld: Steigende Löhne, sinkende Immobilienpreise, Korruptionsbekämpfung, Zwangsabbau von Überkapazitäten, staatlich verordnete Kredit-Stops für 30 Branchen, zunehmende Konkurs- und Betrugsfälle.
 - Wichtigste Sorgen/Probleme deutscher Unternehmen in China und wie man sie löst
- 10:30-11:00 Herausforderung Personal**
- Aktuelle Entwicklung der Löhne und Gehälter an diversen Standorten in China
 - Best Practice bei der Suche und Auswahl von Mitarbeitern in China
 - Gängige Mitarbeiterbindungsprogramme in China
- 11:00-11:15 Kaffee-Pause**
- 11:15-12:30 Investition, Finanzierung und Besteuerung in China**
- Representative Office vs. Service- und Handelsgesellschaft vs. Fabriken
 - Investitionsvorschriften für die Gesamtinvestitionssumme und das Stammkapital
 - Finanzierungsmöglichkeiten (u.a. Gesellschafterdarlehen, lokale Darlehen, Tunnel-Finanzierung, Leasing, Unternehmensanleihen) sowie Erfahrungswerte
 - Chinesisches Steuersystem im Überblick: Die Besonderheiten
 - Steuerliche Aspekte der Mitarbeiterentsendung nach China
- 12:30-13:30 Mittagsbuffet**
- 13:30-14:30 Legal Compliance: Management von Haftung und Risiken im China-Geschäft**
- Häufigste Stolperfallen, Probleme und Risiken für deutsche Unternehmen in China
 - Ihre Pflichten und Haftung als Handelspartner, Anteilseigner/Muttergesellschaft, Board-Member oder Geschäftsführer einer chinesischen Organisation
 - Bestechung und Bestechlichkeit: Rechtliche Konsequenzen in China
 - Betrug durch eigene Mitarbeiter und Geschäftspartner: Gängige Methoden und Tricks sowie deren Prävention und Bekämpfung
 - Praxisbeispiele: Code of Conduct for China, Internes Audit
- 14:30-15:00 Aktuelle Entwicklung und Best-Practice zum Schutz Ihres Know-how und geistigen Eigentums in China**
- Wie schützen Sie Ihr Know-how und die IP-Rights in China? Do's and Don'ts, Tipps und Tricks (Marken, Erfindungspatente, Gebrauchsmuster, Geschmacksmuster, Urheberrecht)
 - Aktuelle Entwicklungen, Gerichtsurteile und Erfolgsstatistik
 - Effektive Maßnahmen gegen den Verlust von Daten, Know-how und Betriebsgeheimnissen, Produktpiraterie und Wirtschaftsspionage
- 15:00-15:15 Kaffee-Pause**
- 15:15-16:45 M&A in China**
- Wann sind Unternehmenskauf bzw. -beteiligung in China sinnvoll?
 - Von der Identifizierung der Targets, über MoU, Due Diligence, Vertrags- und Preisverhandlung bis zum Signing und Closing: Worauf Sie besonders achten müssen
 - Praxis-Beispiele und Erfahrungsbericht
- 16:45-17:00 Q&A und Diskussion**

Nach der Veranstaltung besteht die Möglichkeit, einen Termin mit uns zu vereinbaren. Nutzen Sie hierzu bitte das Fax-Antwort-Formular.


Asia-Pacific Management Consulting GmbH
Seminar Registration

Asia-Pacific Management Consulting GmbH

Sandra Kuhls
 Königsallee 28
 D-40212 Düsseldorf
 Tel.: +49 (0) 2 11 / 82 89 42 – 20
 Fax: +49 (0) 2 11 / 82 89 42 – 15
 E-Mail: apmc@asia-pacific.de
 Website: http://www.asia-pacific.de

Seminar:	China Day (in German!)	Swiss China Day (in English!)
Venue:	Nikko Hotel Immermannstraße 41 40210 Dusseldorf / Germany	The Central Plaza Hotel Central 1 8001 Zürich / Switzerland
Date:	26 June 2015	12 Juni 2015

Target Audience: The seminar is designed for leaders and high-level decision makers in companies with subsidiaries 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. We reserve the right to decline registrations (especially from consultants, tax advisors, lawyers, etc.) in our sole discretion.

- I / We would like to register for the **China Day in Düsseldorf on 26 June 2015** with ____ person(s).
- I / We would like to register for the **Swiss China Day in Zurich on 12 June 2015** with ____ person(s).
- Please send me the agenda for the seminar in Shanghai on 15 May 2015.
- I would like to request an appointment with APMC after the event.

The participation fee is CHF 550,- or EURO 490,- per person, including lunch, soft drinks and seminar documents. 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 8 June 2015 (Swiss China Day) respectively 22 June.2015 (China Day); afterwards the full fee will be payable.

Name: _____ Position: _____	Name: _____ Position: _____	Name: _____ Position: _____
--	--	--

Company: _____

Street: _____

City, Zip code: _____

Telephone: _____

Fax: _____

E-mail: _____

Date: _____ **Signature:** _____

* * * * *

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

- Our country focus:**
- | | |
|-----------------------------|--------------------------------------|
| <input type="radio"/> China | <input type="radio"/> India |
| <input type="radio"/> Japan | <input type="radio"/> Southeast Asia |
| <input type="radio"/> Korea | <input type="radio"/> _____ |

- 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.