

China Entrepreneur Latin America Delegation (CELAD)

Buenos Aires, REUNION ANUAL 2007 del IESE Alumni Association Argentina – Uruguay, con la Delegación de la China Mergers & Acquisitions Association, organizado por Sapin S.A. Business Consultants – M&A

Objetivo:

La **China Entrepreneur Latin América M&A Delegation (CELAD)** de la China Mergers & Acquisitions Association (CM&AA) de la República Popular China, visitará en diciembre próximo la Argentina - con similar programa previo en Chile y Brasil - a fin de visualizar áreas y oportunidades de inversión en estos países, e intercambiar visiones del **sector M&A e inversiones extranjeras** en ambas direcciones.

China Mergers & Acquisitions Association (CMAA):

Esta delegación de la **China Mergers & Acquisitions Association (CM&AA)**, integra la **China All Federation of Industry & Commerce**, está constituida por líderes de sectores tales como **finanzas, M&A, reestructuraciones e IPOs**, que asisten institucionalmente a las principales empresas Chinas en su expansión en Hong Kong, China y Asia Pacifico. Sus miembros, son a su vez importantes directores de compañías financieras inversoras, que colaboran con organismos de Gobierno en la reforma económica y del marco legal de las inversiones de capital en China, así como de las empresas chinas en el exterior.

Recientemente, la **CM&AA** organizó en Tianjin (tercer Polo de Desarrollo en China) un foro para atraer inversores de USA. Allí concurrieron 70 Fondos de Inversión de la **ACG** (Association for Corporate Growth) - que nuclea Fondos de Inversión Intermedios de entre 15 y 150MM usd - y más de mil empresas chinas que expusieron sus proyectos de inversión, cerrando preacuerdos en el marco de este mega evento.

Organización local del evento:

SAPIN S.A. Consultora en Desarrollo de inversiones- M&A, presidida por **Néstor Farías Bouvier** - quien fuera invitado a exponer en dicho foro - es organizadora del viaje de negocios y coordinación de la agenda de actividades de la delegación, en su calidad de socia de **CM&A Management Holding**, una importante empresa china para el desarrollo de negocios de inversiones de capital recíprocas entre la República Popular China y nuestro país.

La **Asociación de Antiguos Alumnos del IESE para Argentina-Uruguay** ha decidido participar en la organización del bloque académico del programa, previsto como temario de su tradicional Reunión Anual de la Agrupación, que cierra con este evento el ciclo de encuentros empresariales del año.

Contenido del Foro:

El desarrollo del Foro se dividirá en tres módulos:

- **Módulo Gobierno:** Se organizaron visitas-reuniones con un limitado número de personalidades políticas claves del sector financiero. Se ha solicitado la participación del Dr. Martín Redrado, Presidente del BCRA y confirmado la participación de nuestra Cancillería, que recibirá a la Delegación en el Palacio San Martín.
- **Módulo Académico:** Se realizará en el **IAE**, de estrechos vínculos con **IESE Business School de la Universidad de Navarra**, como think-tank y ámbito para una reunión que aporte información de actualidad sobre la evolución de las inversiones y el atractivo de Argentina como país receptor de las mismas. Ésto a su vez permitirá a los asistentes locales, conocer la visión de los empresarios visitantes sobre el interés de las empresas chinas en Latinoamérica, particularmente Argentina, así como el nuevo marco regulatorio para el capital privado en FDI y M&A y oportunidades de inversión en China y Argentina.
- **Módulo Encuentro Empresario:** Se invitó a la **AEA** (Asociación Empresaria Argentina), que agrupa a los principales líderes empresarios locales, y a un selecto grupo de actores del sector de M&A, a participar del encuentro con la misión. La delegación China busca comprender la situación actual del mercado de M&A, sus características, requerimientos y oportunidades para inversiones desde la República Popular China en Latinoamérica, según la visión de los líderes empresariales y los players del sector.

Miembros confirmados de la delegación:

1. **Mr. Wang Wei**, Chairman, China Mergers & Acquisitions Association (CMAA)
2. **Mr. Liu Ji**, Honorary Chairman of CMAA, Honorary President of China Europe International Business School, and Mrs. Liu
3. **Mrs. Sun Yuehuan**, Chairman and CEO, China Enterprise Appraisals Co., Ltd.
4. **Mrs. Xie Jiayang**, Partner, Deloitte Touche Tohmatsu CPA, Ltd., Beijing Branch
5. **Mr Tang Shisheng**, President of Hong Yuan Securities Co.,Ltd
6. **Mr. Xiong Yan**, President, China Beijing Equity Exchange
7. **Mr. Cong Peiguo**, Managing Partner, Jun You Lawyers
8. **Mrs. Susan Li**, Managing director, China International Capital Corporation Limited



1. **Wang Wei** Chairman of China Mergers & Acquisitions Association (CMAA), which he set up in 2004 with 50 companies & institutions, and Founder of China M&A Group. In 2002 he spearheaded the founding of the Chinese Academy of Social Science's Global M&A Research Centre. Before that, he was Executive Vice President of China Southern Securities Co. Ltd. (1992-96) and Chairman of China M&A Management Holding, Inc. (1997-2006).



2. **Mr. Liu Ji**, Honorary Chairman of CMAA, Honorary President of China Europe International Business School.
He is the President of council of Global M&A Research Center, Honorary President of China Europe international Business School, Researcher, Academic Member, PhD Supervisor of CASS, Chairman of China Mobile Communications Association, Vice Board Chairman of China Soft Science, Executive Director of CASTP and Vice President of CASS. He is now

specialized in the research of the development of Chinese economy, system reform and the macro-economy, culture and politics. He is the writer of Socialist Reform and other five books, and published "Essence and Strategic Response to Economic Globalization" and other 100 paper.



3. **Mrs. Sun Yuehuan**, Chairman and CEO, China Enterprise Appraisals Co., Ltd.

Ms Sun Yuehuan is currently Chairperson and CEO of the company, who is among the first group of certified public valuers in China, has been engaged in assets appraisal operations for nearly ten years, has organized and undertaken national assets appraisal training for many times and conducted international exchange activities in the domain of assets appraisal, and therefore possesses abundant hands-on appraisal and management experience. She has explored in depth the theories and practices for the improvement of China's assets appraisal industry and has played an active role in driving that improvement. She was selected one of China's one hundred preeminent woman entrepreneurs of year 2003, a deputy of the 13th National People's Congress of Beijing's Dongcheng District in 2004, one of the outstanding woman enterprisers of 2004 as entitled by Chinese Association of Woman Entrepreneurs, a cover figure of 21st Century, etc.



4. **Ms. Xie Jiayang**, partner of Pan- China CPAs. After her graduation from Zhongnan University of Economics in 1984, she worked as intern in Price Water House Coopers, PMG, Deloitte&Touche, Ernst & Young and Arthur Andersen overseas for many times. From 1984 to May 1999, she worked in Zhonghua Certified Public Accountant of

Ministry of Finance and was responsible of audit and management consultation. She organized and participated in re-organization of share holding system and listing of dozens of companies. She is among the first group of CPA who has the qualification in the securities business in China and now Ms Xie is the part-time supervisor of Galaxy Securities of China Securities Regulatory Commission.



5. **Mr Tang Shisheng**, President of Hong Yuan Securities Co.,Ltd

After graduating from the graduate department of People's Bank of China, he was President of Yangpu Bank of Construction Bank of China, the first vice president of China International Capital Corporation Ltd., Office Manager of Chinese Agriculture Affiance Trusteeship Office of Construction Bank of China, Vice President of China Cinda Trust and Investment Company and President of Xinjiang Hongyuan Trust and Investment Company. He is now the president of Hong Yuan Securities Co.,Ltd.



6. **Mr. Xiong Yan**, President, China Beijing Equity Exchange

He graduated from College of Management of Harbin Institute of Technology as an on- the- job master programme student of economics and became the associate professor of this university. He was the chief manager of Hi-tech Economic and Trade Corporation of Harbin Institute of Technology, Director of Development Department of Industry Department of Communist Youth League, Vice Executive Director, Director of High-tech Industry Center of Communist Youth League, in charge of the foundation of China Youth Scitech, Chairman of Wanyuan High-tech Cooperation, Chairman of Langfang Seastar Fine Chemicals Cooperation, Vice Chairman of Beijing Juneng Industry Cooperation, President of Zhongguancun China Universities Intelligence Base Inc. Mr.Xiong Yan was appointed as the President of Beijing Equity Exchange after it's merged by Zhongguancun Technology Equity Exchange and Beijing Equity Exchange Center on February 2004.



7. **Mr. Cong Peiguo**, LL.B., 1982 (Peking University); LL.M., 1984 (Peking University).

Managing Partner of the firm. Certified First Class Lawyer; Certified Securities Law Practitioner; Arbitrator, Beijing Arbitration Commission. Member of the Banking and Securities Committee, the All China Lawyers' Association. Mr. Cong was Associate Professor of Law at Peking University and Visiting Professor of Law to the University of California at Los Angeles.



8. **Mrs. Susan Li**, Managing director, China International Capital Corporation Limited.

Managing director with China International Capital Corporation (CICC). Before joining CICC in 1998, worked with Morgan Stanley Asia, HSBC Investment Bank, Wells Fargo Bank, and the People's Bank of China. Current responsibilities include coordination of the firm's strategic planning process, management of the Investment Banking Department, and project execution. She has been a lead banker in a number of important transactions in recent years. Was a visiting scholar at Harvard University during the late 1980's, and also holds an MBA from Northeastern University in Boston, and an MA from the Graduate School of the People's Bank of China.

Links:

- **Sapin S.A.** Desarrollo de Inversiones y M&A: www.sapincons.com
- **CM&AA** (China Mergers & Acquisitions Association): www.ma-china.com/index1.asp
- **CM&A** (China Mergers & Acquisitions Management Holding): cma.mergers-china.com
- **IESE Business School – Univ. de Navarra** (Asociación Alumni Junta Territorial Argentina Uruguay):
www.iese.edu/es/Alumni/AgrupacionesTerritoriales/Mundo/ArgentinaUruguay/Home.asp