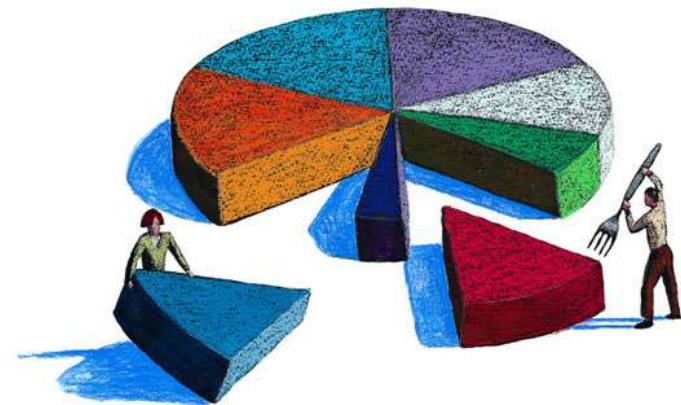


Presented by : Wiley O'Yang

Venue: Ballroom, JW Marriott Hotel, Hong Kong

Date: 17 June 2011

# Why comes to Hong Kong for listing?



Hong Kong Institute of  
Certified Public Accountants  
香港會計師公會

# Why comes to Hong Kong for listing?

## For Chinese issuers

### Considerations between A share market and red chip listing in Hong Kong

	<u>A Share</u>	<u>Red Chip</u>
1. Strategic development	enhance recognition in home market	recognition in the global market
2. Valuation basis	more limited and rigid	flexible
3. employee incentive scheme	more restrictive	less restrictive
4. regulatory approval process	relatively lengthy and less certainty	relatively simple
5. remittance of proceeds into China	N/A	approvals required
6. follow on issue	less flexible	more flexible



# Why comes to Hong Kong for listing?

## For multinational companies

- brand building
- fund raising
- strategic consideration



# Why comes to Hong Kong for listing?

## Possible development

- Issuers
  - Structure: like contractual arrangement (VIE), business trust, RMB Reit, HDR etc.
- corporate governance
- sustainable growth
- new products: like RMB IPO

