Corporate Finance Interest Group



Corporate Finance Interest Group (CFIG) lunch seminar – Strategies for Selling a Business

About the topic

The speaker, Adrian Bradbury, Managing Director – Corporate Finance, M&A and Private Equity at Quam Capital Limited, will provide an overview of some of the strategies adopted to help maximize value for owners when divesting their business. His talk will also cover the following main areas in relation to selling a business, and will be illustrated by a number of real life case examples:

- > Making the decision to sell
- Preparing a business for sale
- Appointing advisors
- Valuation
- Disseminating information
- Identifying and approaching potential purchasers
- The sale and negotiation process
- Due diligence and warranties

About the programme

Date & Time	20 February	²⁰¹² .	Monday
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12:45 p.m. - 2:15 p.m.

Venue HKUST Business School

15/F, Hong Kong Club Building

3A Chater Road, Central

Dress code Smart Casual

Fee HK\$ 250 per person for CFIG members

HK\$ 380 per person for Non-CFIG members

Priority is given to CFIG members. Not a CFIG member? Click <u>HERE</u> to join.

CPD credit 1.5 hours (subject to actual attendance)

CPT credit Please check with your compliance officer or

other relevant personnel of your firm, as this

event may be acceptable for CPT recognition for SFC licensed persons.

Language English

Competency Business Finance*

Rating Intermediate level*

Application 16 February 2012 deadline

* Please refer here for descriptions of the various ratings.

Rundown

12:20pm Registration

(Sandwiches & drinks provided)

12:45pm Introduction

12:50pm Presentation by

speaker

2:00pm Q&A / Discussion

2:15pm Closing remarks

Chairperson

Mr. Richard Winter

Member, Corporate Finance

Committee

CEO of corporate finance business, Quam Group



About the speaker

Mr. Adrian Bradbury
Managing Director – Corporate Finance, M&A and Private Equity
Quam Capital Limited

Mr. Bradbury is a fellow member of the Institute of Chartered Accountants of England and Wales. He heads up the M&A team at Quam Capital Limited, a corporate finance advisory firm in Hong Kong and member of the Quam financial services group listed on the Stock Exchange of Hong Kong. The M&A team at Quam Capital is focused on domestic and cross-border M&A transactions, supported by a recently established China-Europe desk as well as the resources and network of the 47 members of M&A International Inc. around the globe.

Mr. Bradbury has worked in corporate finance in Hong Kong for over 22 years, having previously worked for other Hong Kong listed groups, international finance groups and international accounting firms.

Registration

The number of places is limited (maximum capacity: 100 persons). In the event of over-subscription, places will be allocated on a first-come-first-served basis with priority given to CFIG members. If you are not a CFIG member, click HERE to download a CFIG membership application form.

To register:

- > **Online registration:** For the time being, this facility (<u>click here</u>) is <u>available only to members who are</u> both Institute and CFIG members. If you are not both, please reply by post or fax.
- By post or fax: Complete the attached reply slip and return it to the Institute on or before 16 February 2012, together with a cheque made payable to the "Hong Kong Institute of Certified Public Accountants". Fax registration will be accepted for payment by any Visa/Master credit card. Confirmation of registration will be sent by e-mail. If confirmation has not been received by 17 February 2012, please contact Ms May Hung at 2287 7009 / Ms Canace Leung at 2287 7089.



CFIG lunch seminar – Strategies for Selling a Business

Enrolment Form

*Click here for online enrolment (if you are both HKICPA and CFIG member)

20 February 2012

(Reply on or before 16 February 2012)

MCS-2 Event Code: CFIG120220

Finance & Operations Department Hong Kong Institute of CPAs 37th Floor, Wu Chung House 213 Queen's Road East Wanchai, Hong Kong

Fax no: 2893 9853

FOR OFFICE USE					
Seq. no.:					
Handled by:					

Please allow 4 days to process your application. In order not to delay the process, please DO NOT make any enquiries on your enrolment status. You can check it at "My CPA". Unsuccessful enrolment will be notified before the commencement of the event with full refund.

Please type or print	:-							
Name: (*Mr./ Mrs. /Ms.)			Institute m	embership no.:				
Position held:			Email:					
Telephone no.:								
	arate sheet to list out the nam nt(s) from the same firm/com				applicable) of			
Please "√" as appr	opriate							
Admission Fee:	☐ HK\$250 per person (CFIG members) X person(s) = HKD ☐ HK\$380 per person (Non-CFIG members) X person(s) = HKD							
Payment by:	□ Cheque no.*: (Bank:) □ Visa / Master credit card							
*Cheques should be n	nade payable to "Hong Kong Institu	te of Cert	ified Public Accoun	tants"				
For payment by credit card, please fill in the following:		Card no	o.:					
Cardholder's Name : (Please print)		Card Expiry Date (month/year) :						
Date :			Cardholder's Signature :					
FOR OFFICE USE		Auth. code no.		Handled by	Date			
☐ Please put a "✓" if	you require a receipt and indicate y	our choice	e of delivery: 🗖 by e	email 🔲 by post (to the a	address as shown below)			
Name:			Name:					
Address:			Address:					

Notes:

- Enrolments are accepted on a first-come-first-served basis with priority given to CFIG members. Telephone reservations will not be accepted.
- Full payment must be made before applications will be processed.
- 3. The closing date for enrolment is 16 February 2012.
- Confirmation will be sent by e-mail. If you have not received any confirmation by 17 February 2012, please contact Ms May Hung, on 2287 7009, or Ms Canace Leung, on 2287 7089.
- 5. Unless the event is cancelled due to unforeseen circumstances, no refunds will be given after applications have been processed.
- 6. Bad weather arrangement: The seminar will be cancelled if typhoon signal no. 8 or above / black rainstorm warning is hoisted, as announced by the Hong Kong Observatory, at or after 6:30 a.m. on the date of the event. In the event of cancellation due to bad weather, the admission fee will be refunded.

Personal Data: All information provided in this form will only be used by the Institute or its agent for the purposes of processing the registration and/or organising the event in which you have enrolled. Although you are not obliged to provide the data sought by this form, failing to do so may result in an inability to process your enrolment. Collected data will only be used for this specific event and promotion of any future similar events. By completing the form you agree that the staff of the Institute or its agent may use your personal data for the purposes specified above. The detailed privacy policy of the Institute is available at <www.hkicpa.org.hk>.

Payment & Enrolment Status Enquiry: 2287 7381

e-mail: finance@hkicpa.org.hk

Event Information Enquiry: 2287 7009 / 2287 7089

e-mail: may@hkicpa.org.hk