

# InterChina

## Corporate Finance

### HR Introduction

InterChina



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[www.InterChinaPartners.com](http://www.InterChinaPartners.com)

Exclusive China Partner of



## InterChina Overview

Established in 1994, InterChina is a boutique Corporate Finance and Strategy Consulting advisory firm. During the past 25 years we have become one of the leading alternatives to global investment banks and consulting firms in China, competing by purely focusing on China with on-the-ground resources and a result oriented approach.

We have two distinct business units: InterChina Partners, our Corporate Finance practice (60% of our business), and InterChina Consulting, our Strategy practice (40% of our business).

With 25 advisors, two main China offices (Shanghai and Beijing) and a strong coverage in Europe and the USA (Clearwater International), InterChina Partners is one of the largest mid market M&A advisors in China. 85% of our staff are Chinese professionals (MBA, CPA, CFA, etc). 15% are long term expatriates from various nationalities.

InterChina ranks among China's top cross border advisory firms in the Mid Market arena. We have conducted 144 deals since 2001, and 187 since start up; our clients have invested around 7 billion Usd ; 90% of our projects are cross border, and 70% are Buy Side transactions

# Leadership

A team of Western and Chinese professionals



**Jan Borgonjon**  
President



**Eduardo Morcillo**  
Managing Partner



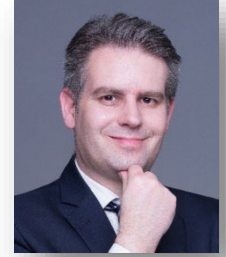
**Barry Chen**  
Partner in Charge  
(Corporate Finance)



**Simon Zhang**  
Partner in Charge  
(Strategy)



**James Sinclair**  
Partner



**Franc Kaiser**  
Partner



**Wu Zhifang**  
Partner



**Huang Qingbo**  
Partner



**Tao Lin**  
Partner



**Bo Luo**  
Director



**Rick Woo**  
Principal



**Jason Zhang**  
Principal



# Our Board of Senior Advisors

Experts in their sectors with years of experience and extensive networks in China

**Christoph Hoene**  
Fmr APAC Director, EMAG

**Antonio Farese**  
Fmr President, BLM Group

**Dadong Zhao**  
Fmr President, Emerson China

**Mei Tong**  
CIO, Jahwa

**George Zhang**  
Fmr CEO, Huaxia Dairy

**Frank Gibson**  
Fmr Strategist, Fonterra and Lion Nathan

**Lan Ma**  
Fmr Global Marketing Director, Dupont

**Michel Ybert**  
Fmr AP President, Solvay

**John Sun**  
Fmr GM, Chemtura; VP, Novacap

**Michael Wenderoth**  
Fmr Managing Director, Invisalign

**William Keller**  
Fmr GM, Roche China

**Khai Meng Ang**  
Fmr VP Asia Hospira

**Pierre Cohade**  
Fmr President, Goodyear APAC, CEO Triangle Tyre

**Ling Wu**  
Fmr Head of Outbound M&A, KPMG

**John Mack**  
Fmr President, CIE Automotive; Fiat Thailand

**Michael Thurov**  
Fmr EVP, Sanitec  
Fmr CEO, Marsh

**Francisco Minoves**  
Fmr Atlantic Bank, International Financial Mgmt

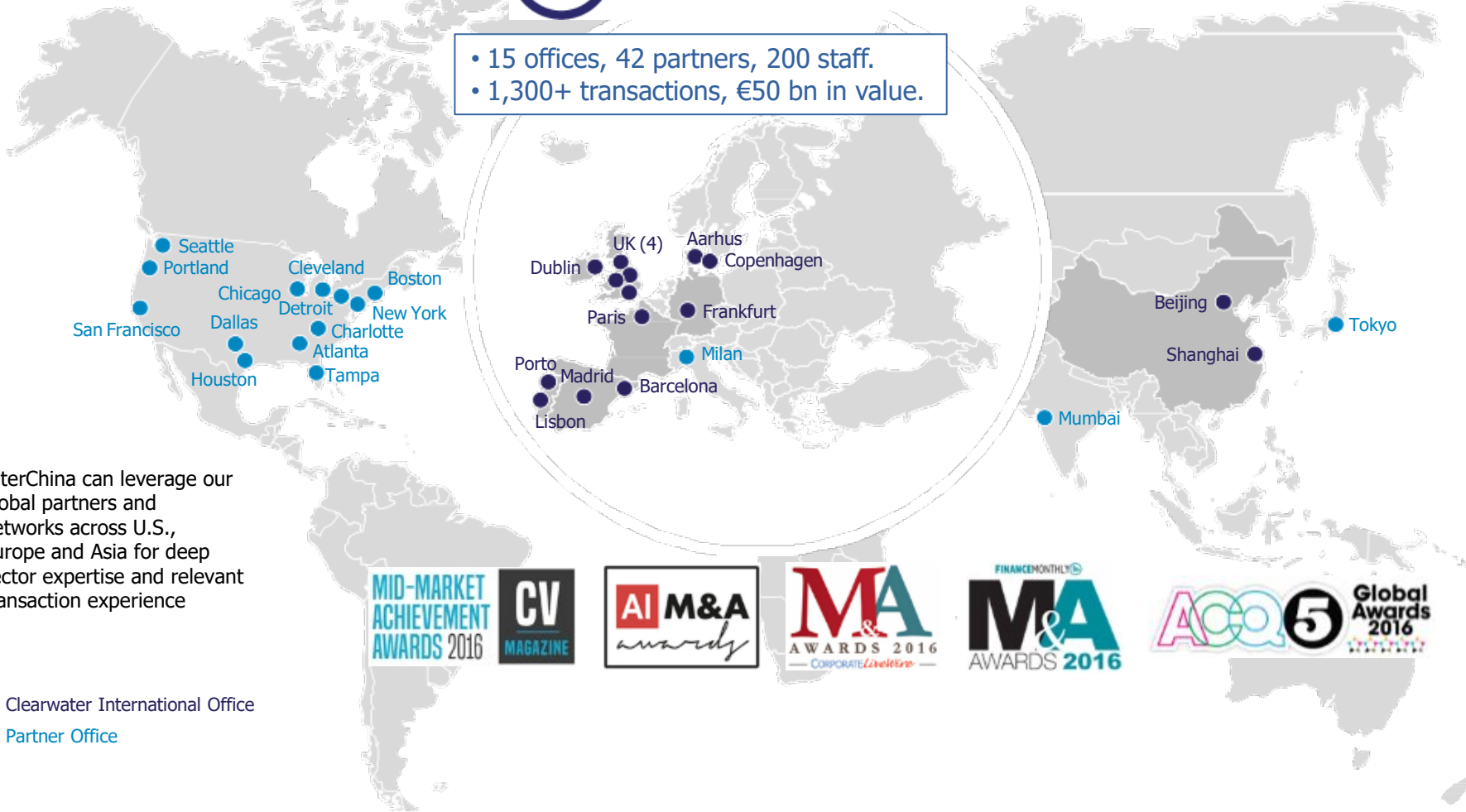
**Richard Wottrich**  
CEO and Founder DSI

# Global Reach & Support

Exclusive China Partner For ClearWater International (CWI), an award-winning Pan-European advisory firm



- 15 offices, 42 partners, 200 staff.
- 1,300+ transactions, €50 bn in value.



InterChina can leverage our global partners and networks across U.S., Europe and Asia for deep sector expertise and relevant transaction experience



- Clearwater International Office
- Partner Office

## Our Service Mix & Market Segment

The combination of strategy and corporate finance lend the firm strength in sector knowledge and wider touch points. There are clear synergies between these two practices (a) Internal: Steady Cash flow generation; Business stability; Cross client referrals; Build up of sector expertise, (b) External: our clients see this as a differentiation factor; our knowledge base and access is a key factor to win bids against bigger firms;

Interchina Partners has conducted an estimated of 187 transactions since 1994. We keep formal track record since 2001, leading to 144 deals closed. We are a mid market player: Around 45% of our historical projects are transactions between 10 and 300 million. In the last 3 years, our average transaction value has been 40-60 million Usd. 70% of our projects come from foreign players acquiring or selling companies in China. 30% are involved in engagement with Chinese clients (either OutBound or divestment business).



# Our Services

We are among the preferred advisors for mid-market cross-border deals in China

Advisory is all we do on a daily basis

## Mergers & Acquisitions

- Buy-side advisory
- Sell-side advisory
- Joint ventures / Strategic alliances
- Roll-up strategies

## Divestments & Restructurings

- Asset sales & disposals
- Bankruptcy sales
- Minority / Majority recapitalizations
- Management buy-outs / buy-ins

## Financial Sponsors & Capital Raising

- Portfolio acquisitions / bolt-ons
- Private placements
- Debt financings
- Project financings

Relationships and independence are the foundation of our business

High-level of trust and total discretion

Clients always come first; your success is our backbone

## High-level of Professionalism & Integrity Forging Long-term Relationships

### Extensive knowledge and relationship of potential buyers and partners

InterChina leverages its significant expertise and deep relationships it has built through continuous dialogues over the years to meet client objectives

### Industry experience through numerous transactions in the relevant sectors

Unrestricted access to InterChina advisors with relevant deal and project experience

### Search for potential buyers and partners worldwide

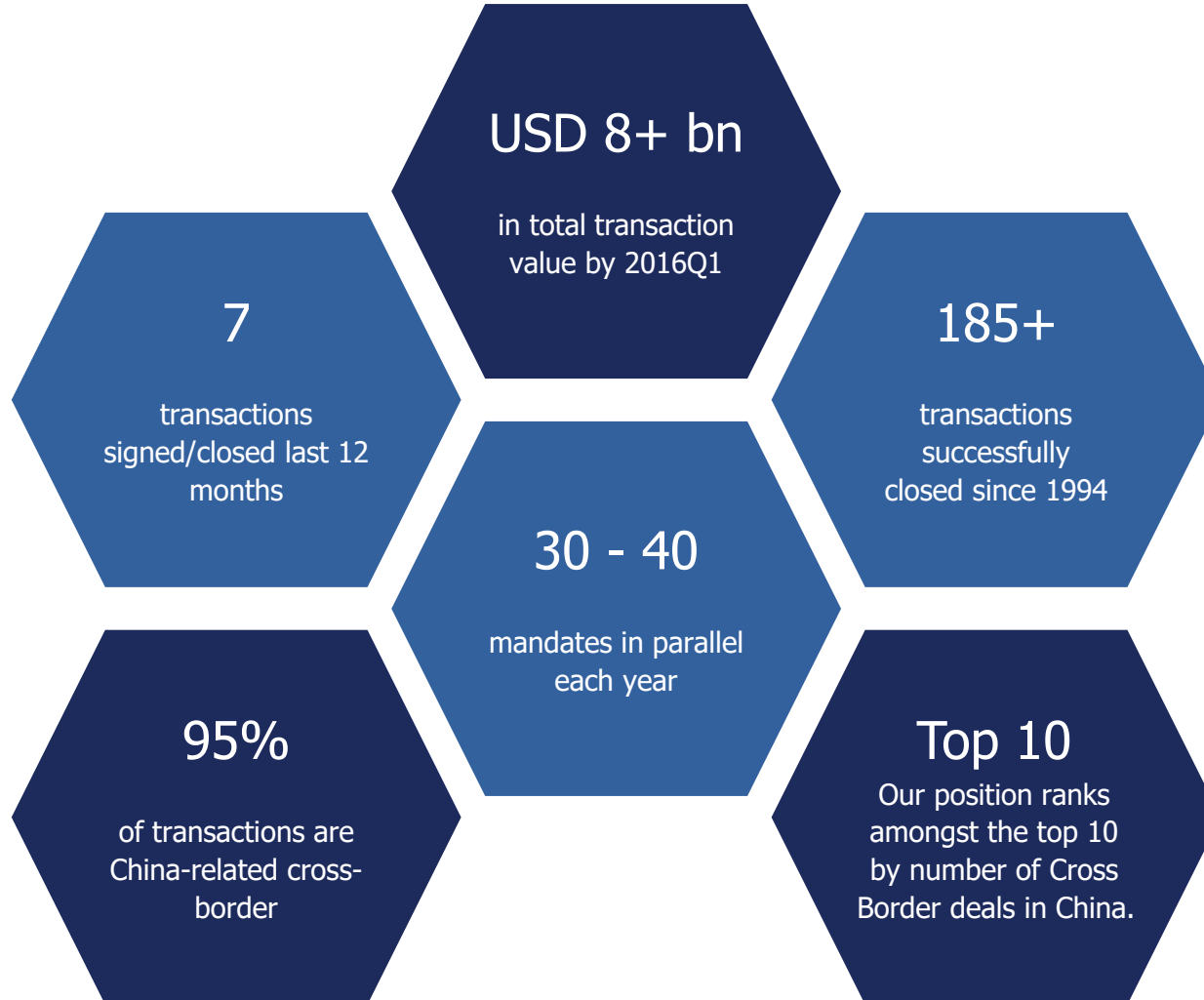
Contacts and relationships from professionals in 40+ countries are available at short notice through CWI and InterChina's existing network

### Total discretion and objective advice free from conflicts

Total commitment, discretion and dedication from start to finish, and after; we continue the dialogue to build a long-lasting relationship

# Our Performance

A leading player in China on cross-border transactions







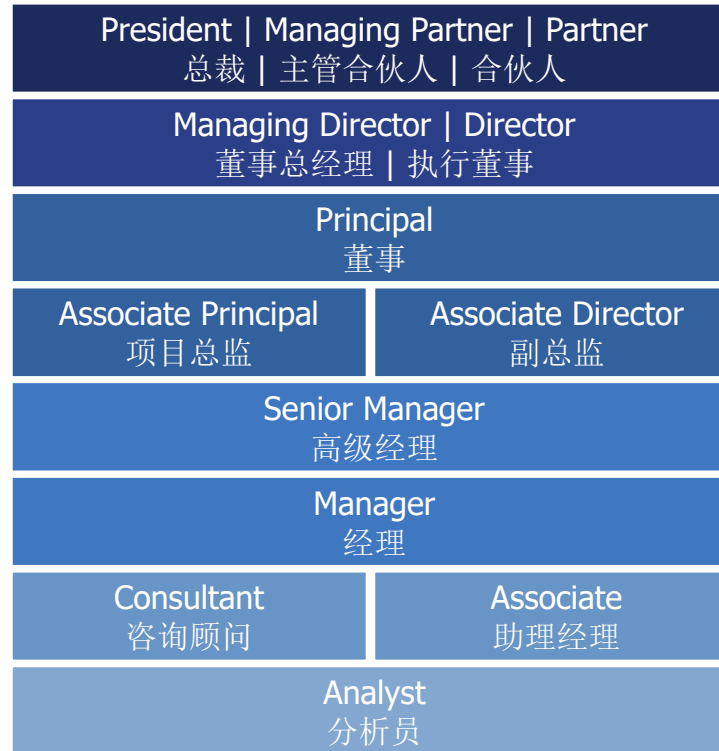
## Our People and Career Differentiation

The combination of strategy and corporate finance lend the firm strength in sector knowledge and wider touch points. There are clear synergies between these two practices (a) Internal: Steady Cash flow generation; Business stability; Cross client referrals; Build up of sector expertise, (b) External: our clients see this as a differentiation factor; our knowledge base and access is a key factor to win bids against bigger firms;

InterChina is a company that has managed to recruit and retain staff based on a simple but difficult to implement formulae:

- **Company:** Our firm is a safe choice to work at compared with other boutiques (We have a sound cash flow and successful business model). Compared with larger competitors, we have a flexible, dynamic and apolitical work environment. We also have an exciting and realistic growth plan, where the right employees can have a direct impact.
- **Exciting projects:** We have good clients and relevant projects that have a direct impact in their local industries. We are proud to see how our work influences in the day to day competitive landscape in China.
- **Exposure:** we expose our staff to all the project cycle, from lead/commercial to client delivery and follow up. This is a unique asset for people that want to learn and growth. We are happy to help our colleagues to develop their careers outside our firm (within our clients or other venues.)
- **Economic Upside:** besides a competitive salary package, we have built a model where people that contribute commercially and eventually they can be promoted to real partnership or roles where they can influence the firm, having a clear upside on our development.

# Career path titles and promotion line



Strategy  
Career Path  
Titles

M&A  
Career Path  
Titles

# Sector Group... and exposure to our staff to networks and clients

## Project execution

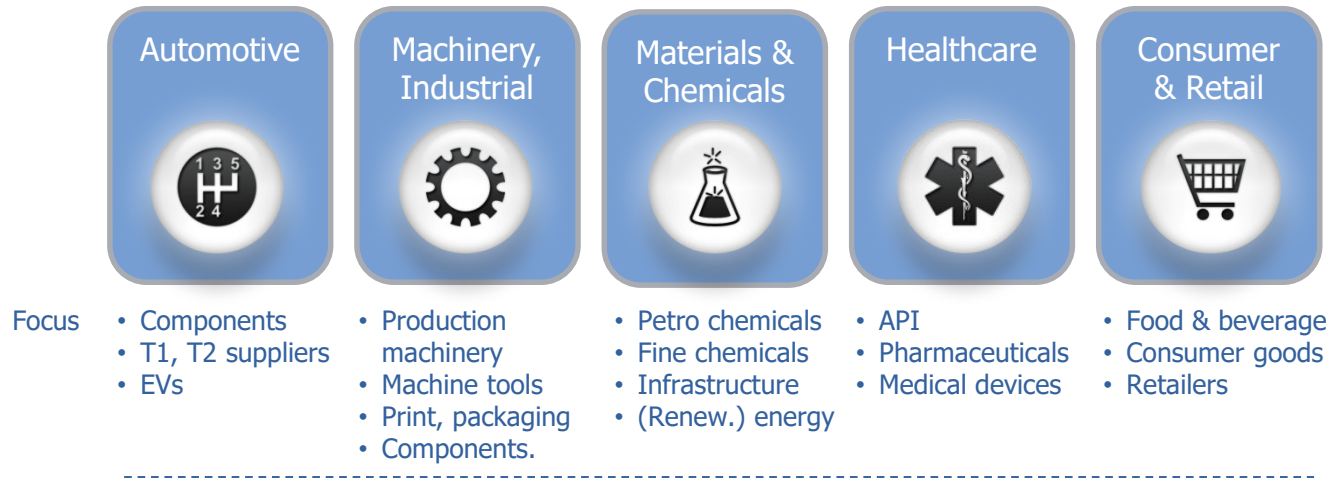
Managing Partners



Virtual teams

## Knowledge creation, networking, business development

Business development team, sector specialists, execution teams



InterChina



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GRUPO  
**FerroAtlántica**

Grupo FerroAtlántica  
Raw Materials & Chemicals  
Manufacturer

# *Investment Banking: Why Join InterChina?*

Brose Inter  
Automotive Com  
Germ  
established

 东风汽车零部件 (DONGFENG MOTOR PARTS AND COMPONENTS)

Dongfeng Motor  
Component  
Auto Component Pro  
Chi

Various Counterparties  
Kangding, Ganzhi, and Sichuan  
Governments, State-Owned Enterprise  
China

*Seller advised by*

# 1- Long Term, credible, stable platform for growth



- ✓ **Sustainability**
- ✓ **25 years, track record**  
**+ 185 transactions**
- ✓ **No debt/good Cash flow**
- ✓ **Stable Partnership**
- ✓ **Friendly and cooperate environment**
- ✓ **Flat, unpolitic, straightforward environment**



## 2- Good Quality Projects

- ✓ **Very good client** (Fortune 2000)
- ✓ **Complete M&A Cycle**
  - ✓ Buy Side, Sale Side
  - ✓ Capital Raising
  - ✓ Restructuring
  - ✓ Inbound/ OutBound
- ✓ **Meaningful**
  - impact on the market



## 3- Personal Development

- ✓ **Exposure to the complete business cycle** (interaction, project management, client, sales)
- ✓ **Interaction with client**
- ✓ **Quicker promotion** (exposed to more responsibility, boutique environment-standout)
- ✓ **Networking – Open minded to expose career to client** (Client, Event, etc.)



# InterChina

## Contact Us

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