

InterChina

Corporate Finance

HR Introduction

InterChina



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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



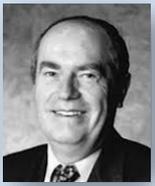
George Zhang
Fmr CEO, Huaxia Dairy



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



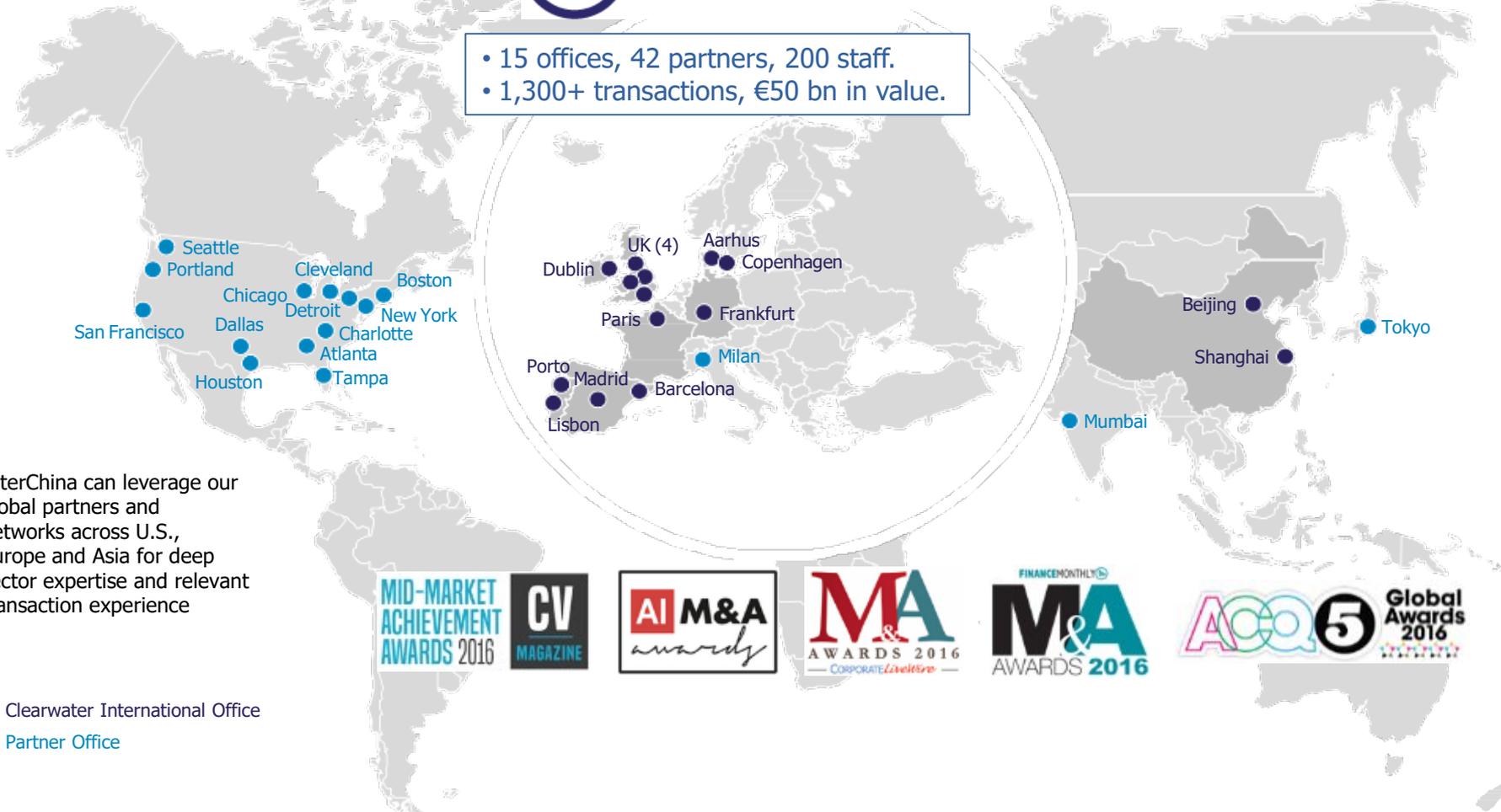
Richard Wottrich
CEO and Founder DSI

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



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

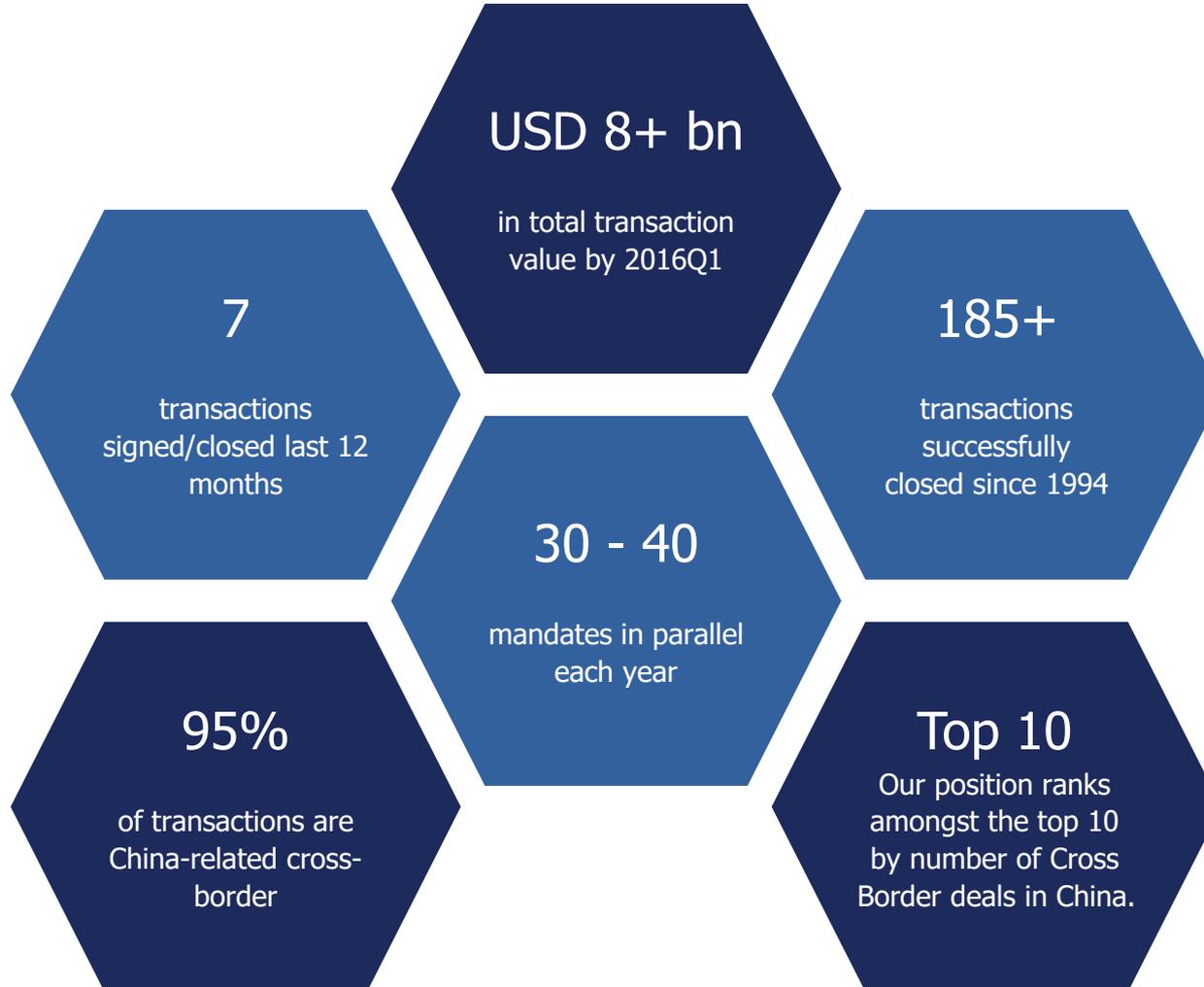
Contacts and relationships from professionals in 40+ countries are available at short notice through CWI and InterChina's existing network

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

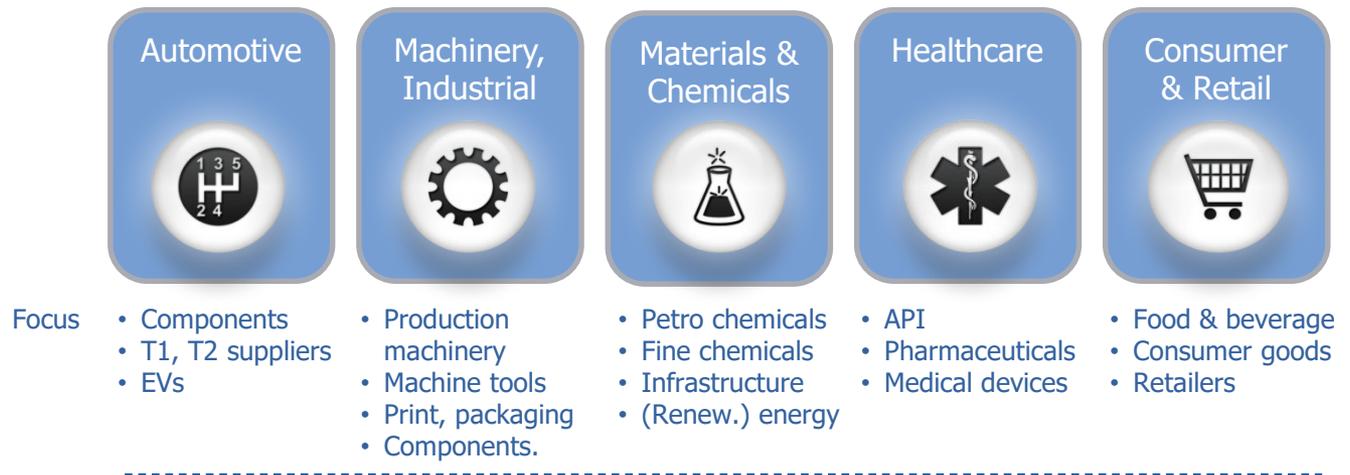
Managing Partners



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

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