

# China: M&A and Corporate Expansion for Swiss SMEs

SECA Breakfast Event  
6 June 2019  
AuPremier, Zurich



**SECA**

Swiss Private Equity & Corporate Finance Association  
Schweizerische Vereinigung für Unternehmensfinanzierung  
Association Suisse des Investisseurs en Capital et de Financement

Thursday, 6 June 2019, 8.00am – 9.00am  
AuPremier, Bahnhofplatz 15, 8001 Zurich

# How can SMEs be sold to Chinese firms or expand into China

## Recent trends & focus of Chinese buyers

**The speakers** will share their experiences of co-investing and advising Chinese Corporates / Private Equity investors in their acquisitions of European companies as well as discuss how Swiss SMEs can partner with private equity investors or Chinese firms to expand or establish a footprint in China. They will present some case studies but also allude to potential pitfalls and challenges inherent to cross-border M&A with Chinese firms and the establishment of a presence in the world second largest economy.

The speakers will also discuss about the recent slowdown of outbound M&A transactions of Chinese firms, provide their outlook and share their views on the appetite and sectorial focus of Chinese Corporates and Private Equity investors.

**Mandarin Capital Partners** is an Italian-German Private Equity fund backed by European and US American LPs that invests in export-oriented European Mid-Market European companies with strong growth perspectives and significant market potential, especially in China. It invests in majority and minority stakes

**A1 Capital** is a cross-border M&A advisor focused on outbound acquisitions of Chinese / Asian Corporates and Private Equity investors of North American and European mid and large size companies with a focus on the DACH region.

### Speakers:

- **Inna Gehrt**, Head of German Office, Mandarin Capital Partners
- **Patrick Steinemann**, CEO, A1 Capital

### Program:

07.30 Registration and welcome  
08.00 Presentations from Inna Gehrt and Patrick Steinemann  
08.45 Q&A  
09.00 Breakfast & Networking

**Registration fee:** Free of charge for SECA-Member, Non-Member CHF 50.00

**Registration:** [www.seca.ch/events](http://www.seca.ch/events) or [info@seca.ch](mailto:info@seca.ch)

**Language:** English

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