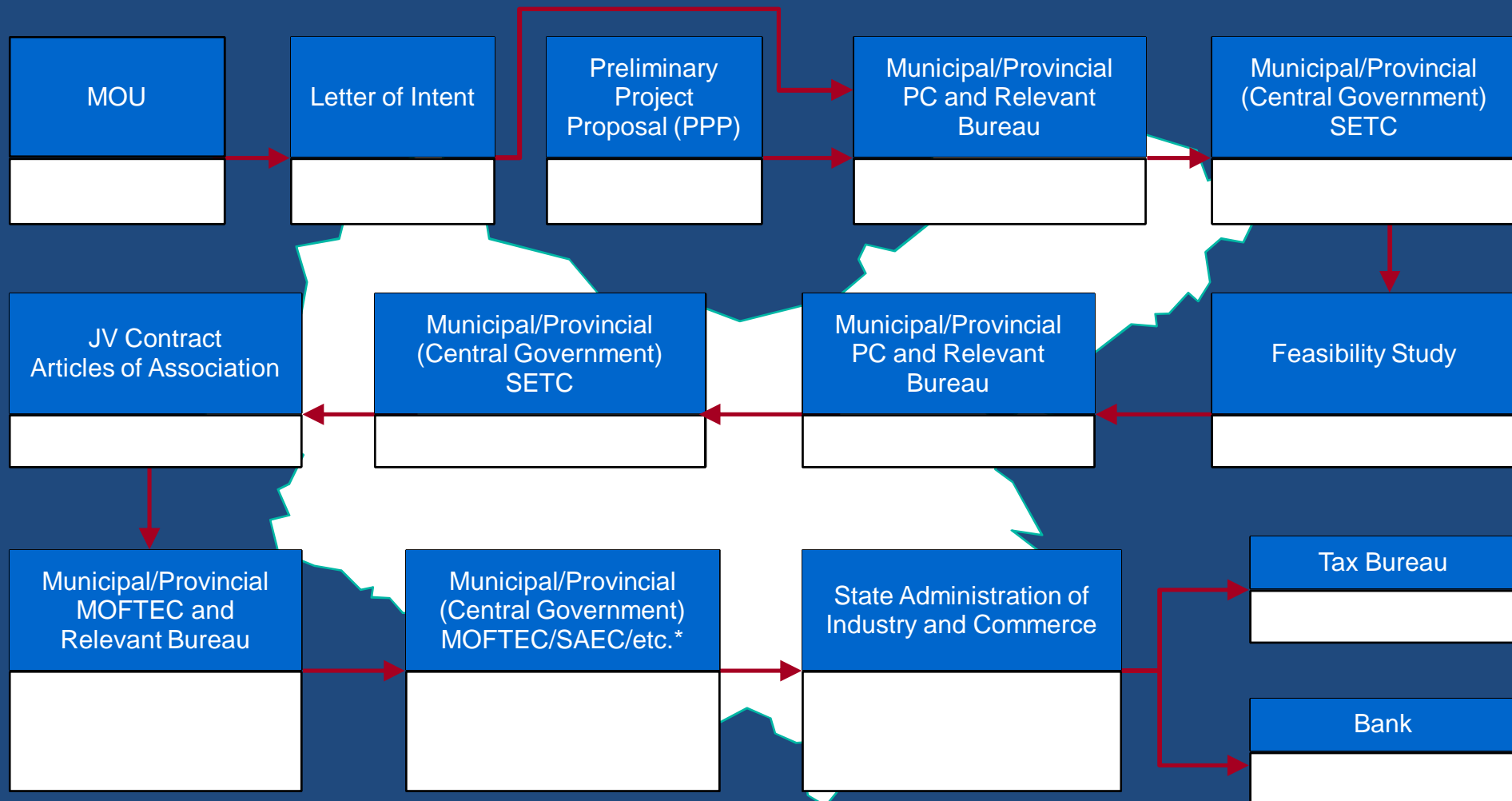


# CHINA

## Joint Ventures

How Can BDI Help?

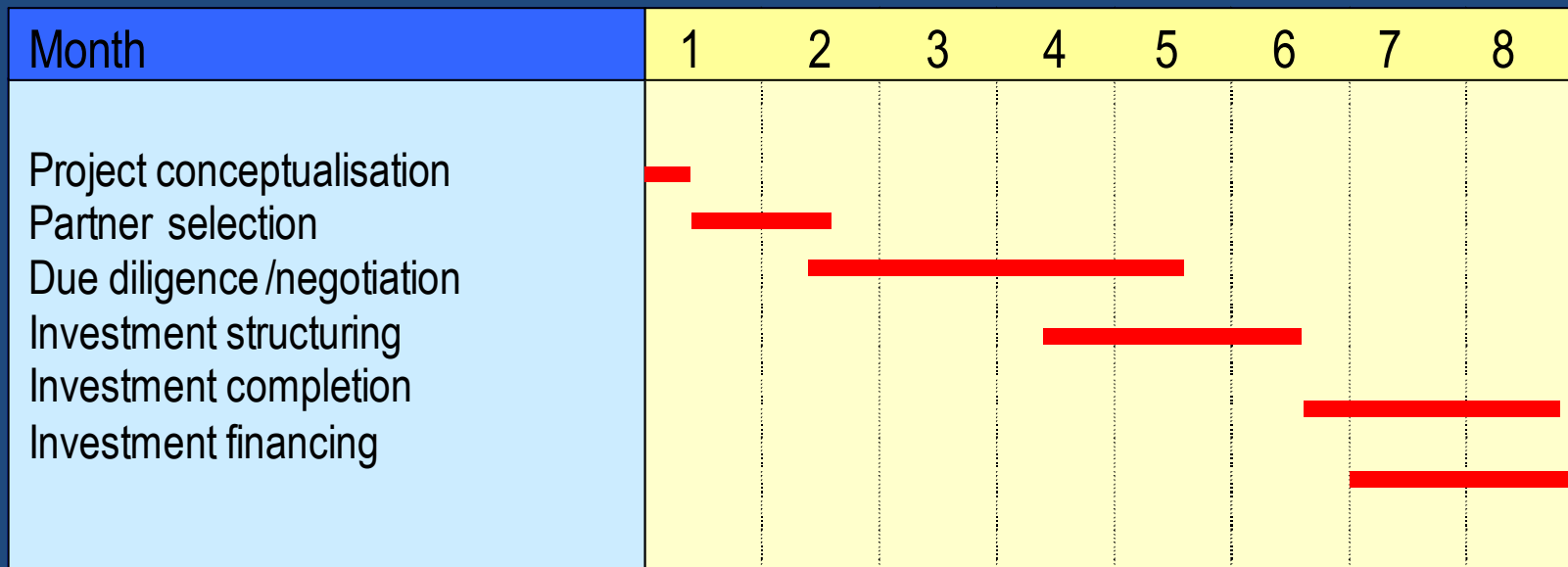
# Typical JV Approval Process



\* If total investment is more than US\$30 m, central government approval is needed

# How Can BDI Help?

## PROJECT TIMETABLE



# How Can BDI Help?

The project timetable is based on a typical investment case and will vary according to:

- Level of sophistication of Chinese partner
- Complexity of transaction
- Support from government authorities
- Financing arrangement required

# How Can BDI Help?

BDI has developed a "Best Practices" approach to the negotiation of joint venture projects in China to enable clients to avoid the many pitfalls they will encounter.

The "Best Practices" approach includes:

- Comprehensive checklists for each stage of the negotiation process;
- Model documentation
- Workshops for both client and partner staff with particular emphasis on managing the Chinese partner and his expectations

# How Can BDI Help?

Where we add value:

- Building trust in the negotiation and approval process
- Understanding of Chinese business culture and practices
- Accelerating the approvals process
- Advising on RMB and foreign currency financing
- Advising on financial structures
- Formulation and implementation of market entry strategy
- Formulation and implementation of negotiation strategy

# How Can BDI Help?

Where we add value:

- Co-ordination of the negotiation and approvals process with partners, regulators and other third parties
- Advice on agreement contents and negotiation of favourable terms
- Conduct and co-ordinate due diligence
- Document preparation
- Continuous feedback to client

How Can BDI Help?

NEXT  
STEPS?