

Co-hosts:



# Hong Kong M&A Forum

8 December 2020 | Online

Despite regulatory headwinds and global economic uncertainties in light of COVID-19, the Asia Pacific region continues to attract investor appetite through cross-border dealmaking, investments in innovative technologies, and strategic acquisitions. However, the long-term impacts on deals involving regional players are yet to be felt, and it is therefore essential for practitioners to maintain a competitive edge and discover where the next opportunities for investment can be found.

Co-hosted by Mergermarket and AVCJ, the second Hong Kong M&A Forum returns in 2020 and brings together leading corporate investors, senior advisors, and private equity professionals from across the region for a day of in-depth panel discussions, data presentations, and case studies to provide delegates with the latest insights on topics such as mitigating risks and disruption, due diligence considerations, and finding new opportunities across various sectors.



## HONG KONG M&A FORUM GOES VIRTUAL

The Forum is a virtual experience connecting our attendees from across the globe in one community platform.

The conference will bring together:

**400+**  
Delegates

**150**  
Corporates investors

**30+**  
Speakers

**165**  
Companies represented



Hong Kong M&A Forum is now a CPD certified event  
6.5 CPD points can be claimed after attending the Forum

The Forum is accredited with 5.5 CPD points by the Law Society of Hong Kong.

Co Sponsors



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## Reasons to attend:

- 1 **Discover** the future themes and trends which will dominate Asian M&A in the year ahead
- 2 **Understand** how COVID-19 has affected dealmaking in the region, and how to best prepare for the future
- 3 **Hear** from leading corporates and private equity professionals on their investment strategies for the region
- 4 **Network** with 400+ corporate investors, private equity fund managers, and M&A advisors from across Asia
- 5 **Find out** how to utilise new technologies in M&A to stay ahead of the curve
- 6 **Participate** in practical case studies and data presentations

## Topics will include:

- 1 **What** are the future themes and trends in Asian M&A in the next 12 months, and what new challenges and opportunities are expected to arise?
- 2 **How** will global and local geopolitical and regulatory issues shape regional M&A?
- 3 **How** are multinationals in China being impacted by regulatory changes and COVID-19?
- 4 **What** are the benefits to partnerships between private equity and strategics?
- 5 **Why** is Southeast Asia becoming the preferred investment destination amongst Asian executives?
- 6 **What** are some of the technology sub-sectors gaining traction amongst Asian investors?

## About Us:



**Mergermarket** is the leading provider of forward-looking intelligence, real-time business news, analysis and data on M&A. Our global network of dedicated journalists reports on early stage opportunities ahead of other news sources. Together with specialized analysis and data, Mergermarket offers an indispensable resource for M&A professionals. [www.mergermarket.com](http://www.mergermarket.com)



**AVCJ** is the leading provider of intelligence on Asian private equity and venture capital. AVCJ's suite of products focuses on news and analysis, research and data, as well as, a series of high level conferences and networking events held in the financial centres of Asia. [www.avcj.com](http://www.avcj.com)



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## Be part of your community

All of us in the industry are striving to find the new normal to maximise our business capabilities during the Covid-19 pandemic. The Hong Kong M&A Forum is offering a virtual platform to accommodate your needs. The virtual pass is the ideal solution if you want to access the best content and community in Asian M&A but cannot join this year in-person.

Your virtual pass allows you to access cutting edge interactive panel discussions, briefings, case studies and live Q&A sessions, alongside our extensive networking platform so you can connect with the whole community from the comfort and convenience of your device wherever you are in the world.



## Key features of the immersive virtual pass



### 1. Access the entire event on demand

Watch live, at your convenience or replay all sessions so you need never miss the content and experts that are key to your business.



### 2. Make the most of your time but don't miss out

You don't have to choose between discovering the latest industry developments, whilst making key connections with 150 corporate investors, and being hands-on for your business at this critical time. The virtual pass is the perfect way for you to do both.



### 3. Targeted networking like never before

Our world-class platform enables you to search the full attendees list and drill down into key datapoints to find the people most relevant to you. Make face-to-face connections via video chat and promote your fund and services to the people who matter to you.



### 4. Interact with speakers

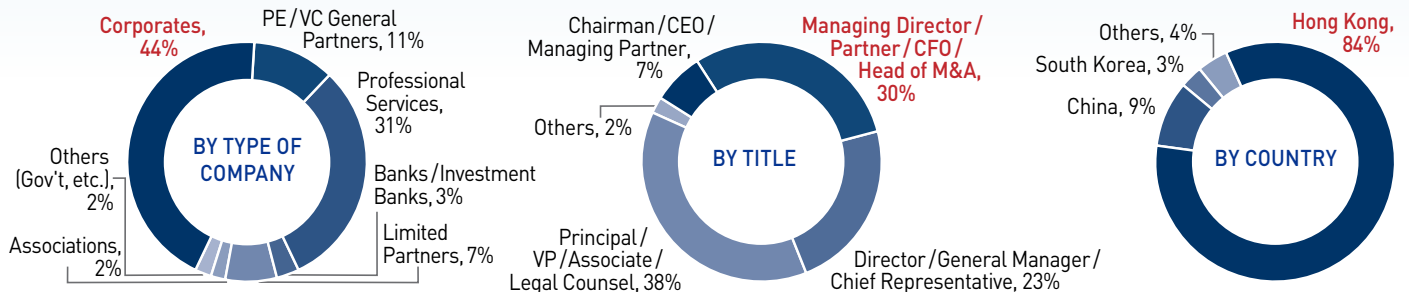
As well as having a front row seat to hear the biggest industry names share their views on an array of topics, our platform enables you to submit questions and take part in live Q&A sessions as well as vote in our interactive polls.

## 2019 Delegate composition

• Attended by **105+** Corporate Investors from Hong Kong and overseas

• **31** speakers

• Over **235** participants from **10** countries and more than **165** companies



## Organisations that attended the 2019 Forum include:

Acer / BYOC	Fox Networks Group	Mason Group Holdings
Alibaba Group	Fresenius Kabi Asia Pacific	Meitu, Inc.
Alipay	Fullshare Holdings	MHK Restaurant
Amtcor	Fung Group	Mason Group Holdings
Anbang Group	HAECO	MHK Restaurant
AXA Next Lab Asia	Hang Lung Properties	Nan Fung Group
Belun Technology	Hang Tai Yue Group Holdings	Nestle Hong Kong
Bureau Veritas Consumer Products Services	Hong Kong Broadband Network	NWS Holdings
CATALO	Hong Kong Science and Technology Parks Corporation	Power Touch
Chevalier Group	Hongkong Land	Samsonite Asia
China Shandong Hi-Speed Financial	Hutchison Telecommunications	SAP
China Telecom Global	iFree Group (HK)	SenseTime
China Travel Service (Holding)	ITC Properties Management	Shanghai Industrial Holdings
Hong Kong	Jardine Pacific	Shangri-La Asia
China Water Affairs Group	JD.com	Siemens Ltd., China
CLP Holdings	K11 Concepts	Society of Art Science Fund
CRRG Hong Kong Capital Management	Ka Shui International Holdings	Sun Hung Kai Properties
Dickson Concepts (International)	Kendall Square Logistics Properties	Telstra
Dow Chemical Pacific	Kering	Tencent
El Dupont	Kerry Logistics	The Dairy Farm Company
EKPAC Holding	KMB	The Kowloon Motor Bus
Euro Capital Land, Inc.	Lei Shing Hong	Walmart China
Fila	Lenovo	WeLab
First Pacific Group	Li & Fung	ZTE (H.K.)
	LyondellBasell	Zuellig Pharma Asia Pacific
	Mainfair Development	... and many others!

## Keynote



**Ronnie C. Chan**  
Chair  
**HANG LUNG PROPERTIES**

## Senior Industry Professionals



**Bagrin Angelov**  
Head of China Cross-border M&A,  
Executive Director  
**CHINA INTERNATIONAL CAPITAL  
CORPORATION LIMITED**



**Jessica Lam**  
Head of Strategy  
**WELAB**



**Jeff Chen**  
Group Chief Innovation Officer  
**FULLERTON HEALTH**



**Chris Pu**  
Partner, Head of Greater China  
**TELSTRA VENTURES**



**Max Chen**  
Partner  
**PRIMAVERA CAPITAL**



**Hong Qiu**  
Managing Director and Chief Operating  
Officer, Greater China  
**LAZARD**



**Charles Ching**  
Partner  
**WEIL, GOTSHAL & MANGES**



**Ee-Ching Tay**  
Managing Director, Head of Southeast  
Asia M&A  
**J.P. MORGAN**



**Ernest Fung**  
Senior Vice President  
**TOKOPEDIA**



**Esther Wong**  
Managing Director  
**SENSETIME**



**Raymond Goh**  
Group General Counsel, International  
**CHINA TRAVEL SERVICE (HOLDINGS)  
HONG KONG LIMITED**



**Wendy Wysong**  
Managing Partner  
**STEPTOE & JOHNSON**



**Frank Jin**  
Executive Director, Asia-Pacific Mergers  
& Acquisitions  
**MORGAN STANLEY**



**Stanley Yang**  
Executive Vice President, Group  
Corporate Development  
**FIRST PACIFIC**



**Donald Lacey**  
Chief Operating Officer and Managing  
Director  
**PING AN GLOBAL VOYAGER**



**Xiaolin Zheng**  
Strategic Investment Director  
**JD.COM**

## PROGRAMME

### TUESDAY, 8 December

08.50	Opening remarks
09:00	Keynote address
09:30	<p><b>Regional M&amp;A outlook: Finding opportunity in uncertainty</b></p> <p>In 2019, amidst heightened macroeconomic risks and regulatory headwinds, Asian M&amp;A activity recorded USD565.3 billion across 3,735 deals. The global COVID-19 outbreak has also brought unprecedented implications for businesses, and the long-term effects on M&amp;A dealmaking are still to be determined. Dealmakers in the region will therefore feel the pressure to identify and capture growth opportunities through intra-regional deals, invest in technology innovations, and make strategic investments that will strengthen their position in the uncertain global climate. Our panel of leading advisors share their views on the region and discuss how to <i>future-proof</i> businesses against risks in regional M&amp;A in the year ahead.</p> <ul style="list-style-type: none"> <li>• How is the COVID-19 outbreak, as well as global and regional economic and regulatory issues shaping regional M&amp;A?</li> <li>• Which sectors and regions have been less impacted by regional headwinds, and how can corporates and investors take advantage of them?</li> <li>• What can businesses do to ensure that they are risk-ready?</li> <li>• What are the future themes and trends in Asian M&amp;A in the next 12 months, and what are some new opportunities on the horizon?</li> </ul>
10.00	Live Q&A
10:15	Networking Break
10:30	<p><b>Cross-border focus: Investing in Southeast Asia</b></p> <p>Southeast Asia is quickly becoming the preferred investment destination amongst Asian executives. M&amp;A activity in the region increased in value by nearly one-third in 2019 compared to the previous year, while the rising levels of dealmaking in the region bucked the downward trend seen elsewhere in Asia Pacific. With countries such as China, Korea, and Japan investing in Southeast Asia, regional consolidation continues to fuel M&amp;A activity as corporates and financial investors look to expand into new markets to acquire new technologies and new production capabilities. Our panel of industry experts discuss the current trends and deal flow activity of cross-border transactions in Southeast Asia.</p> <ul style="list-style-type: none"> <li>• What are the factors fuelling intra-regional dealmaking?</li> <li>• What are the top sectors that are attracting investor interest, such as consumer tech and healthcare, particularly in light of the COVID-19 outbreak?</li> <li>• How can overseas investors build up regional platforms by identifying suitable partners to work with?</li> <li>• What are the challenges that Chinese companies might face when expanding into new markets in Southeast Asia?</li> </ul>

11.00	Live Q&A
11.15	Networking Break
11:30	<p><b>Regulatory trends: A primer for corporates in the region</b></p> <p>Globally, the increasing trend of protectionist policies by international governments, as well as rising trade tensions and political uncertainties, especially in the aftermath of the COVID-19 virus, are likely to be challenges for cross-border transactions and will result in extended deal timetables. However, against this backdrop the Chinese government has recently made accelerated steps to open up to the rest of the world, introducing pro-business regulatory changes such as shortening a negative list to increase market access for foreign investors. Our panellists discuss what these regulatory changes mean for Hong Kong-based companies, as well as multinationals with operations in China.</p> <ul style="list-style-type: none"> <li>• Which sectors have seen the most regulatory pushback, and what is the outlook for 2020/21?</li> <li>• How will the updated CFIUS regulations impact foreign investments in China?</li> <li>• How are multinationals looking at China and re-evaluating their strategies in light of regulatory changes?</li> <li>• As the gateway to China, how will Hong Kong be affected by these regulatory changes?</li> </ul>
12.00	Live Q&A
12.15	Lunch/Intermission

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Namit Arora, Managing Partner, Indgrowth Capital.



## PROGRAMME

13:30	<b>Case study: closing a deal during COVID-19</b> <p>In this session, a dealmaker will talk through the steps taken to successfully acquire a target during the COVID-19 outbreak, and how they took into account key considerations such as valuation and governance issues. Gain insights into how the acquirer navigated the dealmaking process to mitigate any potential disruptions, including measures relating to increased due diligence, deal terms in acquisition agreements and more. The acquirer will also talk about challenges of executing a deal whilst working remotely, as well as technologies employed that could be used to enhance future processes.</p>	15:15	<b>Sector focus: Technology and disruption</b> <p>Technology deals dominated M&amp;A activity in Asia in 2019, accounting for USD111.2 billion in transactions. As the demand for technology continues to grow, Asian executives are increasingly building capabilities through strategic investments and corporate venture capital funds, as well as establishing external funds to invest in a range of new technologies. Our panel of experts and corporate executives discuss dealmaking in this sector and how companies can future-proof their positions by tapping into relevant opportunities.</p> <ul style="list-style-type: none"> <li>• What are the challenges associated with investing in new technologies?</li> <li>• What are some of the technology sub-sectors that are gaining traction in Asia, such as consumer tech and fintech?</li> <li>• How are corporates doing M&amp;A differently with new technologies, and what tools can they adopt to stay ahead of the curve?</li> <li>• How is corporate venture capital activity shaping up in the region?</li> </ul>
13:50	<b>Live Q&amp;A</b>	15:45	<b>Live Q&amp;A</b>
14:00	<b>Networking Break</b>	16:00	<b>End of conference</b>
14:15	<b>Private equity and strategics – partnering to win the deal</b> <p>With an estimated USD1.5 trillion in undeployed capital, private equity is expected to continue to be a key driver of M&amp;A activity in Asia. According to an industry report, Asia Pacific executives expect heavy competition between GPs and corporates for assets as a result, with an increase in hostile and competitive bidding in the year ahead, particularly in light of the COVID-19 outbreak as strategic investors find the need to seek opportunities to stabilize their businesses. However, there are various reasons for strategics to partner with private equity firms to acquire businesses. From identifying potential synergies to post-closing value creation, both types of buyers have their own advantages to bring to the table. Our panel explore the opportunities and challenges facing these investors.</p> <ul style="list-style-type: none"> <li>• How have uncertainties related to COVID-19 affected buyer sentiment in the region?</li> <li>• What are the different strategies deployed by private equity firms vs strategics in Asia?</li> <li>• What are the benefits and challenges associated with collaboration between private equity and strategic investors?</li> <li>• HKEX privatisations in 2020- will this be a growing trend?</li> </ul>		
14:45	<b>Live Q&amp;A</b>		
15:00	<b>Networking Break</b>		

“Enlivens the community. Makes us all more informed.”

Paul Shaw, Head of Distribution, FC Capital



## BOOKING DETAILS

Email this form to [book@avcj.com](mailto:book@avcj.com)

	Standard Rate (after 23 Oct 2020)
Virtual Pass for entire conference	<input type="checkbox"/> US\$399

## REGISTRATION DETAILS

Please complete your details below in BLOCK CAPITALS or attach your business card.

Mr/Mrs/Ms  First name  Last name

Job title

Company

Address

City  Country  Post/zip code

Telephone  Fax  E-mail

I would like to receive a **CPD certificate** with confirmation of attendance Yes  No

## PAYMENT DETAILS

Credit card: (US\$)  Visa  MasterCard  American Express

Card no.  Credit card country issue

Expiry date  Security code

Credit card billing address

Name on card  Signature

**Payment:** We will include registrants' names on the official delegate list if we have received your registration fees on or before **1 December 2020**. All payments MUST be made immediately from your invoice date. Regrettably, no entrance will be permitted for payments not received before the events takes place.

**Cancellation / substitution policy:** A cancellation charge of US\$100 is applicable to written cancellations received on or before **24 November 2020**. No refund will be made for cancellations after the date due to our advance guaranty obligations and administration costs. A substitute delegate is welcome but the organiser MUST be notified in advance of the meeting to avoid incurring a charge. Substitutions may NOT be made at the meeting.

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