

Corporate Finance Interest Group (CFIG) lunch seminar – Strategies for Selling a Business

About the topic

The speaker, Adrian Bradbury, Managing Director – Corporate Finance, M&A and Private Equity at Quam Capital Limited, will provide an overview of some of the strategies adopted to help maximize value for owners when divesting their business. His talk will also cover the following main areas in relation to selling a business, and will be illustrated by a number of real life case examples:

- Making the decision to sell
- Preparing a business for sale
- Appointing advisors
- Valuation
- Disseminating information
- Identifying and approaching potential purchasers
- The sale and negotiation process
- Due diligence and warranties

About the programme

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| Date & Time | 20 February 2012, Monday 12:45 p.m. – 2:15 p.m. |
| Venue | HKUST Business School 15/F, Hong Kong Club Building 3A Chater Road, Central |
| Dress code | Smart Casual |
| Fee | HK\$ 250 per person for CFIG members HK\$ 380 per person for Non-CFIG members <i>Priority is given to CFIG members.</i> <i>Not a CFIG member? Click HERE to join.</i> |
| CPD credit | 1.5 hours (subject to actual attendance) |
| CPT credit | Please check with your compliance officer or other relevant personnel of your firm, as this event may be acceptable for CPT recognition for SFC licensed persons. |
| Language | English |
| Competency | Business Finance* |
| Rating | Intermediate level* |
| Application deadline | 16 February 2012 |

Rundown

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| 12:20pm | Registration <i>(Sandwiches & drinks provided)</i> |
| 12:45pm | Introduction |
| 12:50pm | Presentation by speaker |
| 2:00pm | Q&A / Discussion |
| 2:15pm | Closing remarks |

Chairperson

Mr. Richard Winter
Member, Corporate Finance
Committee
CEO of corporate finance
business, Quam Group

* Please refer [here](#) for descriptions of the various ratings.



About the speaker

Mr. Adrian Bradbury
Managing Director – Corporate Finance, M&A and Private Equity
Quam Capital Limited

Mr. Bradbury is a fellow member of the Institute of Chartered Accountants of England and Wales. He heads up the M&A team at Quam Capital Limited, a corporate finance advisory firm in Hong Kong and member of the Quam financial services group listed on the Stock Exchange of Hong Kong. The M&A team at Quam Capital is focused on domestic and cross-border M&A transactions, supported by a recently established China-Europe desk as well as the resources and network of the 47 members of M&A International Inc. around the globe.

Mr. Bradbury has worked in corporate finance in Hong Kong for over 22 years, having previously worked for other Hong Kong listed groups, international finance groups and international accounting firms.

Registration

The number of places is limited (maximum capacity: 100 persons). In the event of over-subscription, **places will be allocated on a first-come-first-served basis with priority given to CFG members.** If you are not a CFG member, click [HERE](#) to download a CFG membership application form.

To register:

- **Online registration:** For the time being, this facility ([click here](#)) is available only to members who are both Institute and CFG members. If you are not both, please reply by post or fax.
- **By post or fax:** Complete the attached reply slip and return it to the Institute **on or before 16 February 2012**, together with a cheque made payable to the “Hong Kong Institute of Certified Public Accountants”. Fax registration will be accepted for payment by any Visa/Master credit card. Confirmation of registration will be sent by e-mail. If confirmation has not been received by 17 February 2012, please contact Ms May Hung at 2287 7009 / Ms Canace Leung at 2287 7089.

