

Corporate Finance Interest Group (CFIG) lunch seminar IPO Success Factors

Re-run session

About the topic

Mr. Philippe Espinasse, author of *IPO: A Global Guide* <<http://www.ipo-book.com>>, a recently published practical guide to conducting an initial public offering (IPO), will give his insight into how to drive an IPO process globally, focusing particularly on market practice and transactions across the Asia-Pacific region, including Hong Kong. Philippe will explore the reasons why, and how, private businesses turn into listed companies: the strategies, relevant procedures, timing and documentation, as well as the valuation, process of marketing and pricing of an international IPO. He will also address post-IPO processes, including price stabilization, investor relations, as well as financing and other activities after listing. He will illustrate the principles by reference to cases.

After the seminar, there will be a book sale/signing session.

About the programme

Date & Time	28 November 2011, 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\$ 350 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 / Advanced level*
Application deadline	22 November 2011

Rundown

12:20pm	Registration (Sandwiches & drinks provided)
12:45pm	Introduction
12:50pm	Presentation by speaker
2:00pm	Q&A / Discussion
2:15pm	Closing remarks
2:20pm	Book sale/signing

Chairperson

Ms. Connie Ho
Member
Corporate Finance Committee

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



About the speaker

Mr. Philippe Espinasse Author & Consultant



Philippe Espinasse spent more than 19 years working as a senior investment banker, including for S.G.Warburg (now UBS Investment Bank), Macquarie and Nomura as a Managing Director, Head of Equity Corporate Finance and Head of Equity Capital Markets. Throughout his career, he has successfully completed more than 140 corporate finance transactions, including many billion-dollar privatisation and private sector IPOs, equity and equity-linked fund raisings, real estate investment trusts, infrastructure funds, principal and pre-IPO investments, M&A and advisory transactions, euro- and domestic bond issues and debt private placements. He has marketed to issuers, and/or executed, capital markets offerings across some 30 jurisdictions.

Philippe lives in Hong Kong, where he writes and works as an independent consultant. He contributes regular columns to the Dow Jones Investment Banker global news platform and his articles have also been published on WSJ.com, in The Wall Street Journal, in the South China Morning Post, and on the website of BBC News. He has also appeared on Bloomberg Television, on Reuters Television and on Hong Kong's RTHK radio.

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 CFGI members**. If you are not a CFGI member, click [HERE](#) to download a CFGI 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 CFGI 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 22 November 2011**, 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 24 November 2011, please contact Ms May Hung at 2287 7009 / Ms Canace Leung at 2287 7089.

