



# Re-inventing China M&A

The Red Synergy

# The "zero" defect

Our client

Client's needs

RS advantage

Our approach

Outcome

## Our client

Cars can be close to being the perfect machine but only when quality components are used. Small and invisible products can make all the difference from this standpoint. Our client is a US listed company supplying **chemical products** for the automotive industry...

# From the beginning

## Client's needs

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Our client's aim was to **acquire a supplier in China** and was seeking assistance to:

- ➔ design a sound legal structure.
- ➔ Control the entire acquisition process.
- ➔ Avoid being based in China, and not willing to travel back and forth throughout the process.

# ...to the end

# Red Synergy's advantage

The client turned to RS for:

- ➔ **Sound legal knowledge** to structure the acquisition.
- ➔ **Project management capability** to guarantee correct flow of information amongst all parties. In fact, though having several units already in China, and plenty of legal advisors, the client was unable to find project management assistance.

+ add a  
**new piece**

# Our approach

This is what we did:

1. **Unbundle** the project into pieces and find the most time effective way to operate.
2. Use an **open architecture** model to select and instruct suitable consultants for legal, financial and environmental due diligence.
3. Repeatedly **involve** the client by developing **empowering solutions**. For example, bringing in their management team from Europe to experience firsthand what it means to purchase a company in China.

1. SOLUTIONS

2. SOLUTIONS

3. SOLUTIONS

# Outcome

This is what happened:

- ➔ RS provided sound **structuring**.
- ➔ RS guaranteed **accountability**, acting as an interim team taking care of the whole project.
- ➔ RS ensured the precious **flow of information** amongst the consultants.

# Jump Start!

This is based on our understanding of relevant PRC Law and practice and our experience in representing foreign companies in their business activities in the PRC. As a foreign company we are not authorised to practice law in the PRC and cannot express a formal legal opinion on PRC law. The application of PRC laws and policies regarding the activities of foreign enterprises in the PRC is constantly evolving.