



## A Road Map to Chinese Supply Chain Opportunities

Clyde & Co, UKTI and Mandarin Consultant are pleased to invite you to a seminar on "A Road Map to Chinese Supply Chain Opportunities".

This seminar will help you understand how the massive stimulus package introduced by the Chinese government is being applied in China. It will also cover how you can take advantage of this opportunity through careful positioning in the Chinese supply chain, whilst also protecting the intangible assets of your business.

**Date** Tuesday 17 November 2009

### Agenda

- |               |   |
|---------------|---|
| 16:15 - 16:30 | <b>Registration</b>   |
| 16:30 - 16:35 | <b>Philip Rogers, Clyde &amp; Co</b><br>Welcome remarks   |
| 16:35 - 16:55 | <b>Jeremy Gordon, UKTI</b><br>China's fiscal stimulus and supply chain opportunities                                |
| 16:55 - 17:15 | <b>Carrie Waley, Mandarin Consultant</b><br>How to develop a business relationship in China; a cultural perspective |
| 17:15 - 17:35 | <b>Alan Meneghetti, Clyde &amp; Co</b><br>Protecting your intangible assets in China: prevention and cure           |
| 17:35 - 18:00 | <b>Panel discussion</b>   |
| 18:00 - 20:00 | <b>Networking drinks</b>  |

**Venue** Clyde & Co  
51 Eastcheap  
EC3M 1JP  
(see link for map below)  
<http://www.clydeco.com/offices/en/europe/london/location.cfm>

### RSVP

To confirm your attendance, please email [events@clydeco.com](mailto:events@clydeco.com)

If you are unable to attend but would like to be kept updated on the latest developments in the emerging markets sector, please email [publications@clydeco.com](mailto:publications@clydeco.com)



**Jeremy Gordon**, *Business Specialist, Fiscal Stimulus Initiative, UK Trade & Investment*  
jeremy.gordon@pera.com, Tel: +44 (0)77 1858 8713

Jeremy has focused on China business issues for the past 15 years, half of them based in the region. In addition to holding directorships with companies operating in the UK and China, he has developed and managed highly regarded China-focused consulting firms in Hong Kong and the UK, and has acted as an advisor and resource for some of the leading international industrial and service firms in the market. He has worked as a contractor with UKTI since 2007, originally providing strategic advice to UK mid corporate companies. He is currently a UKTI Business Specialist, working on the Fiscal Stimulus Initiative in mainland China and Hong Kong. In addition to his business interests, Jeremy has been a Committee Member of a leading China-focused business networking organisation in the UK, and a Trustee of a China-focused charity that supports Chinese children. He has worked closely with UKTI and the China-Britain Business Council on China-related business issues.



**Carrie Kwan Waley**, *Chief Executive, Mandarin Consultant*  
cw@mandarinconsultant.com, Tel: +44 (0) 207 795 6878

Carrie is the Chief Executive of Mandarin Consultant and has widespread Sino-British business experience. She has worked very closely with Chinese companies and businesses outside China as their China consultant. She has successfully brought international businesses into China and has helped many Chinese businesses realise their international goals from establishing their international offices in the UK to seeking strategic partners or investors.



**Alan Meneghetti**, *Legal Director, Clyde & Co*  
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Alan is a legal director in Clyde & Co's Commercial/IT/IP Group. He is admitted as a solicitor in England and Wales, as an attorney of the High Court of the Republic of South Africa and is registered as a European lawyer and a member of the Nederlandse Orde van Advocaten. Alan is frequently involved in commercial transactions and outsourcings in the IT and financial services sectors, both on a cross-border and national basis, and has a particular interest in so-called "emerging markets". He advises his clients regularly on IP (including the protection and exploitation of IP), IT and general commercial agreements ranging from franchising and the provision of financial services to the implementation of IT solutions and the hosting of IT equipment in data centres. Alan is the author of two chapters in the Kluwer publication International Outsourcing Law & Practice and sub-editor of the publication. He has had numerous articles on his practice specialisms published in various magazines in the UK.



**Philip Rogers**, *Partner, Clyde & Co*  
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Philip is a partner and head of the corporate team in London. He is a corporate transactions lawyer with over 20 years' experience specialising in complex cross-border transactions including IPOs, M&A and joint ventures. He has experience of compliance, risk management and corporate governance and has particular expertise in emerging markets and transportation and infrastructure transactions. His clients range from governments and large multinationals through to family owned businesses. Philip regularly lectures and has contributed a chapter on Legal Risk Management to a book on Business Risk Management published by Tolleys in 2004.

### Further information

To confirm your attendance, please email:

[events@clydeco.com](mailto:events@clydeco.com)

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