

Insights: Events

Expert Insights into Investing into the U.S. under a New Regime

Wednesday, May 3, 2017 -

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Portman Ritz-Carlton

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In 2017, Chinese companies will continue to look to the U.S. for global investment and acquisition; however, U.S. regulators may increase their scrutiny of foreign entities entering the U.S. market. How these regulatory changes will impact business decisions will be in flux for many months to come. Please join us for our investing in the U.S. seminar as we discuss this ever-changing business landscape and its impact on direct foreign investment.

Wednesday, May 3, 2017

1:00-1:30 p.m. Registration

1:30-5:00 p.m. Program

5:00-6:00 p.m. Reception

Portman Ritz-Carlton

Shanghai Centre

1376 Nanjing Xi Road, Shanghai 200040

West Nanjing Road Station (Shanghai Metro Line 2)

Agenda

Coming to America ([Richard Cicchillo](#)) – Entry into a new market can take the form of greenfield investment, a joint venture or strategic alliance with a local partner, or acquisition of an existing local business. Mr. Cicchillo (Kilpatrick Townsend, Partner) will discuss some of the corporate and transaction considerations Chinese companies will face as they decide how best to enter the U.S. market.

How Myths, Cultures, and Processes Impact Deal Structures ([Steven Nelson](#)) – Mr. Nelson (ChinaVest, Vice President) will present an informative discussion on how 1) myths and truths, 2) transaction culture vs. relationship culture, 3) managing the conversations and expectations of Targets and/or their advisors, and 4) financial analysis and valuation with regards to Western financial models all have impact on the success of the deal outcome. Additionally, he will discuss the art of closing the deal and how to marshal your resources efficiently to maintain deal momentum.



Updates on the Committee on Foreign Investments in the United States ([Gunjan Talati](#) & [John Bergin](#)) – Mr. Talati (Kilpatrick Townsend, Partner) and Mr. Bergin (Kilpatrick Townsend, Counsel), attorneys on the Kilpatrick Townsend Construction & Infrastructure and Government Contracting Teams, will discuss the current climate surrounding the Committee on Foreign Investments in the United States (CFIUS) and how CFIUS will review foreign investments under the Trump Administration. The discussion will examine recent transactions reviewed by CFIUS involving investors from China and other countries in Asia.

Success: How to Enter the U.S. Market ([Gentry Sayad](#), Frank Joseph, [Robert Theleen](#), [Jeffrey Su](#), [Dazong Wang](#)) – This panel led by Gentry Sayad (Kilpatrick Townsend, Co-Chair of the Asia practice) will discuss historic cases of Chinese companies' entries into the U.S. market and the issues these companies faced along with the strategies they employed to create successful outcomes. Panelists include Frank Joseph (Commercial Officer with U.S. Commercial Services), Robert Theleen (ChinaVest, Chairman and CEO), Jeffrey Su (FOSUN Energy Group, President; FOSUN Steel and Intelligent Equipment Group, President; and Nanjing Steel Co., Ltd., Co-President), and Dazong Wang (Ophoenix Capital, Founder and Chairman). Simultaneous translation services will be provided.

Who Should Attend

Senior executives, in-house counsel, business managers, and others tasked with understanding and managing foreign investment in the United States will benefit from this timely analysis of recent and upcoming changes in U.S. law and regulations. Our panel discussion will be followed by a cocktail reception for our clients, special guests and colleagues.

[RSVP by April 28, 2017](#)

For more information, please contact Kitty Miao at kmiao@kilpatricktownsend.com

Event Details

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Shanghai Centre

Related People



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