



BEVERLY HILLS BEIJING HONG KONG SHANGHAI CENTURY CITY

### BRIDGING CHINA AND THE WEST



Hoi Tak Millennium was established to become a leading specialist in cross-border mergers & acquisitions, strategy, privatization and western partnership - in China. Our founders and managing partners have organized many landbreaking transactions in this sector, including the first public listing of a Chinese company on the New York Stock Exchange as well as several major Chinese acquisition and investment projects.

New specialties are needed to bridge the many differences that divide the Western and Chinese systems. Western methods of marketing, distribution, supply, negotiation, acquisition, transaction structure, regulations, approval procedure - find few similarities in China. As most Fortune 100 companies have found, success in China requires an understanding of the Chinese system and its methods.

Hoi Tak Millennium has developed a substantial China research and consulting ability to provide client companies with critical background data on industry sectors, acquisition candidates, factory development, and market penetration. Business research in China is a unique skill, often more art than science. Databased information is limited and is frequently not publicly available in the Western sense. Even multinational consulting firms experience difficulty. Our unique complement of resources and substantial Chinese affiliations enable us to succeed where others fail.

Generating depthful information creates the basis to develop successful China strategies. Equally important, Hoi Tak Millennium can assist western companies to execute their strategies. Our U.S. and China offices are staffed with professionals with expertise in China finance, mergers & acquisitions, privatization, transaction structure, and regulatory approvals. Whether setting up new operations, acquiring a business, or expanding existing operations in China - Hoi Tak Millennium can add value.





# THE CHINA EXPERTS

## Finding a joint venture partner or acquisition candidate in China

Hoi Tak Millennium has a key advantage with a network of 38 offices throughout China and a staff of over 700.

## Structure, execution and approvals

Finding opportunities and executing them are separate challenges requiring different skills and areas of expertise. Approvals often seem a never ending process. Our experts have an understanding of the Chinese system and how to expedite transactions.

#### **Seeking Western partners**

Hoi Tak Millennium assists many of the largest and most exciting Chinese companies with their US and international business strategies. The firm's engagements include seeking western corporate relationships in joint ventures, business acquisitions, technology transfer, equipment supply, product distrbution and import-export.

#### Target due diligence

How does a Western company start to peel away the layers of a 30-year-old Chinese business? Determining who controls a Chinese company can be confusing to even the most sophisticated suitor. Hoi Tak Millennium produces detailed background studies on acquisition targets, providing key information that may otherwise be unavailable.

#### **Consulting and Strategy**

What are the ways your company can penetrate the China market? Are you having any problems in your existing China operations? Hoi Tak Millennium can provide inexpensive consulting along with risk-adverse strategies.

#### Obtaining the best price

Our innovative "Trojan Horse" and "Top Down" strategies can save significant time and money.

#### **Industry studies**

Our research and consulting staff provides cost-effective studies for vital management information - at a fraction of the cost of multinational consultants.

For more information call Hoi Tak Millennium at 310.550.1995

#### **Beverly Hills**

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### **YOUR CHINA EXPERTS**

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