

Beachheads Programme

You are cordially invited to

Challenging China **Opportunities and Challenges for New Zealand Companies in China**

A presentation from David Mahon and Andrew Browne

WELLINGTON

Monday, October 20th, 2008, 3:00 – 5:00pm
NZTE, Level 15, The Majestic Centre, 100 Willis Street

AUCKLAND

Wednesday, October 22nd 2008, 3.00 -5:00 PM
Stamford Plaza, 22 Albert St

CHRISTCHURCH

Friday, October 24th 2008, 9:00 – 11:00am
NZTE, Level 8, PWC Centre, 119 Armagh Street

The session will cover opportunities, barriers to success and common mistakes companies make in China. The presentation will also include an overview of how NZTE's China Beachhead Programme, a unique public private sector partnership, can assist New Zealand companies succeed in one of the world's most challenging and complex economies.



David Mahon, Chair China Beachhead Board.

Expatriate New Zealander David Mahon has worked in Beijing for more than two decades, his private equity firm Mahon China Investment Management Limited operating through China's emergence as an economic power. The company represents the China investments and interests of a variety of international financial and industrial groups. David himself has direct responsibility for the management of 19 Chinese companies. He also advises a range of companies across a variety of sectors on all aspects of their China operations, from strategy development to facility establishment and partner negotiations.



Andrew Browne, Advisor China Beachhead Board

Has worked in the news and financial information business in Asia for 25 years before joining Brunswick, a corporate communications advisory company. Andrew advises many of China's leading domestic companies and multinationals on their business development and acquisition and listing strategies in China. Prior to Brunswick, Browne spent 20 years with Reuters, including three years as Chief Representative for China, responsible for both news and the company's business relations with the government and clients, including major Chinese banks. Browne won a Pulitzer Prize in 2007 for his international reporting. Browne was raised in Hong Kong and speaks Cantonese and Mandarin Chinese.

RSVP by October 15th Please indicate if attending WGTN/AKL/CHCH session

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