

Our corporate finance team provides insightful,
proactive and practical solutions to meet your needs
信永中和的企业融资团队以敏锐的洞察力，
提供积极及务实的方案以满足您的需要



Corporate finance

Growing the business, increasing shareholder value and surviving in an uncertain environment are all priorities for anyone who is running a company. SW Corporate Finance can help you achieve these goals.

扩展业务、提升股东价值、在充满变数的营商环境中奋力进取，这一切都是企业要面对的主要任务。信永中和企业融资致力助您实践理想。

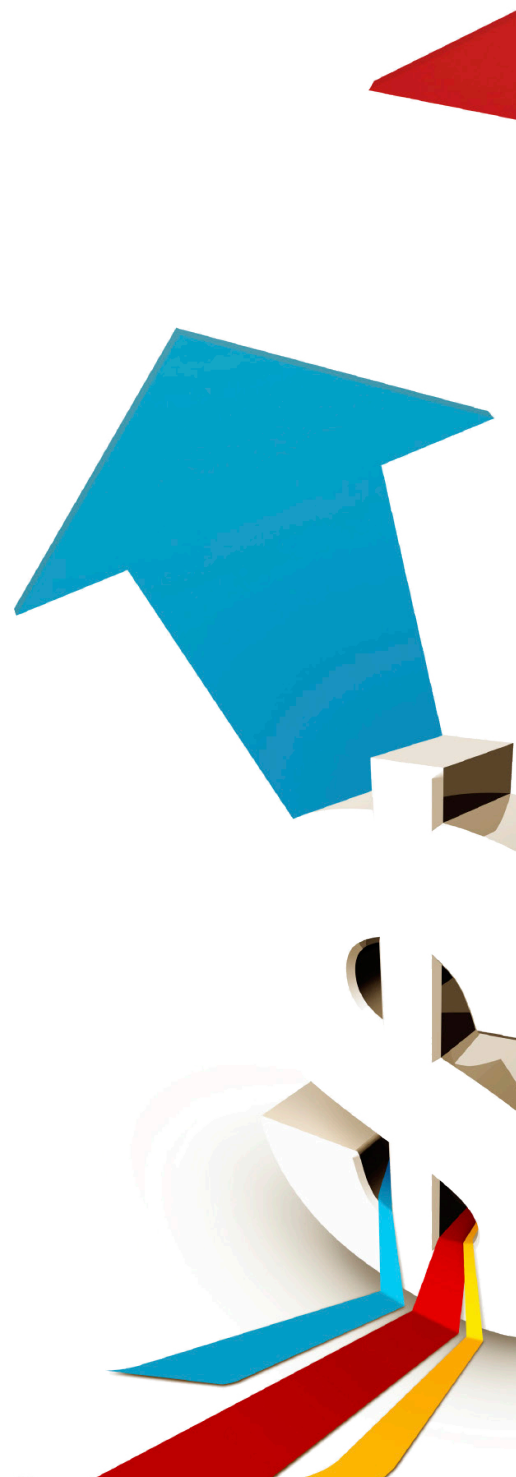
Introduction

SW corporate finance team has extensive experience in identifying, structuring and negotiating deals that involve companies ranging in size from small businesses to large corporations. We provide a unique, professional and highly entrepreneurial service that helps our clients meet their merger, acquisition, divestment, joint-venture or financing objectives in the best-possible manner.

We can:

- assess your specific needs, and advise you on a suitable course of action that will add value to your business;
- conduct in-depth due diligence to identify key risks and provide constructive solutions;
- help you identify and implement opportunities to divest non-core businesses and merge with or acquire other businesses from strategic and operational perspectives;
- help you identify both foreign and domestic targets through our global network and our in depth global knowledge; and
- provide you with a one-stop service, including developing business strategies, choosing the right partners, determining transaction prices, negotiating with buyers and/or sellers, securing financial support, managing the transaction process, closing the deal, providing post-deal services, etc.

As globalisation gathers momentum, companies are seeking ways to expand overseas, usually as a means to strengthen their positions. If you are considering a cross-border transaction, SW will be your perfect partner. Our strong capability in the mainland China and extensive global network gives us the knowledge and experience to understand the extra complications you will encounter when you do business in another country.





引言

信永中和企业融资的专业团队在物色对象、重整公司架构，以至为交易进行磋商等各方面均具备丰富经验，曾协助不同规模的企业进行企业融资交易。我们的服务专业独到，并以满足企业的需要为前提，全力协助客户在合并、收购、撤资、合资或融资计划中顺利达致目标。

服务范围包括：

- 评估您的特别需要，建议既合适又可为业务增值的方案；
- 进行深入的尽职审查，识别主要风险及提供具建设性的解决方案；
- 助您发掘及抓紧机会退出非主营业务，并从策略及营运有效性两方面作出合并或收购的考虑；
- 凭藉我们团队跨越全球的庞大网络及深厚的专业知识，助您物色海外及本地并购对象；及
- 提供一站式服务，包括制定业务策略、挑选合适的合作伙伴、厘订交易价格、与买卖双方进行磋商、确保财务支持、管理交易过程、完成交易程序及提供交易后服务等。

全球一体化已是大势所趋，企业纷纷谋求开拓海外市场的渠道，以进一步巩固在行业内的地位。如果您也正在考虑进行跨境交易的可能性，信永中和将成为您的最佳合作伙伴。我们于中国规模庞大，网络遍布全球，加上丰富的知识及经验，能透彻了解您在海外营商的复杂性和可能遇到的问题。

M&A advisory services

收购合并咨询服务

Leveraging on our local expertise and know-how in Hong Kong and mainland China, our M&A Advisory team focuses on helping midmarket and entrepreneurial businesses at various stages of their business life cycle. We help them explore strategic options, and we can deliver comprehensive corporate finance solutions and advice that are best suited to their specific needs. SW is experienced in both inbound and outbound mergers and acquisitions in Hong Kong and mainland China. Our services extend to every stage of the transaction, from identifying opportunities, evaluating projects and assisting with negotiations to post-deal management.

我们的收购合并咨询团队在香港及国内市场扎根多年，专业知识和实践经验兼备，致力为中型市场和新创企业在业务周期中不同的阶段提供协助。我们能协助这类型的企业发掘策略性机遇，并因应客户的具体需要，提供详细精确的企业融资方案和意见。信永中和对于香港及内地的境内外收购合并项目皆有丰富经验，从发掘机会、评估项目、协助磋商，到交易后管理等每个阶段，均能照顾周到。

We specialise in :

信永中和的专业服务包括：

Mergers and acquisitions 收购合并

- strategy 策略
- identifying targets 物色对象
- evaluation and negotiation 评估及磋商

Disposal 转让

- planning 筹划
- identifying target buyers 物色买家
- assisting with negotiations 协助进行磋商

Private-equity transactions, including management buy-ins and buy-outs 私募基金交易，包括：管理层出售及收购

- negotiations 磋商
- fundraising 筹组资金
- tax structuring 税务策划
- deal execution 执行交易

Raising development capital 筹组发展资金

- identifying and approaching funders
物色及接触融资方
- securing debt and private equity packages
促成债务及私募基金的一篮子计划

Providing strategic advice 提供策略性建议

- understanding the business and identifying the issues
深入了解企业情况，并找出问题所在
- analysing the company's strategic direction and strategic planning
分析企业策略性的方向及计划

Valuation services

估值服务

Valuations are required in a number of different circumstances, including:

- acquisitions
- disposals or mergers of businesses or their assets
- management buy-ins and buy-outs
- business reorganisations
- shareholder disputes

Our team has wide-ranging experience in valuing companies of various sizes and in different industries. We adopt a variety of methodologies and techniques to perform a valuation. Our knowledge and sense of judgment allows us to provide independent valuations and advice.

在很多不同的情况下，企业需要进行估值，当中包括：

- 收购
- 转让或合并业务或资产
- 管理层收购及出售
- 业务重组
- 股东纠纷

我们曾经处理的估值项目范围广泛，客户规模及所属行业不尽相同，而进行估值的方式及技巧亦因事制宜。凭借广博的见识及准确的判断，我们诚意为您提供独立的估值及咨询服务。



Transaction advisory services

交易咨询服务

Our transaction advisory services team identifies key business issues through a rigorous and customised due diligence process. Then, our specialists will work with you to resolve issues, using the reporting method best suited to your needs.

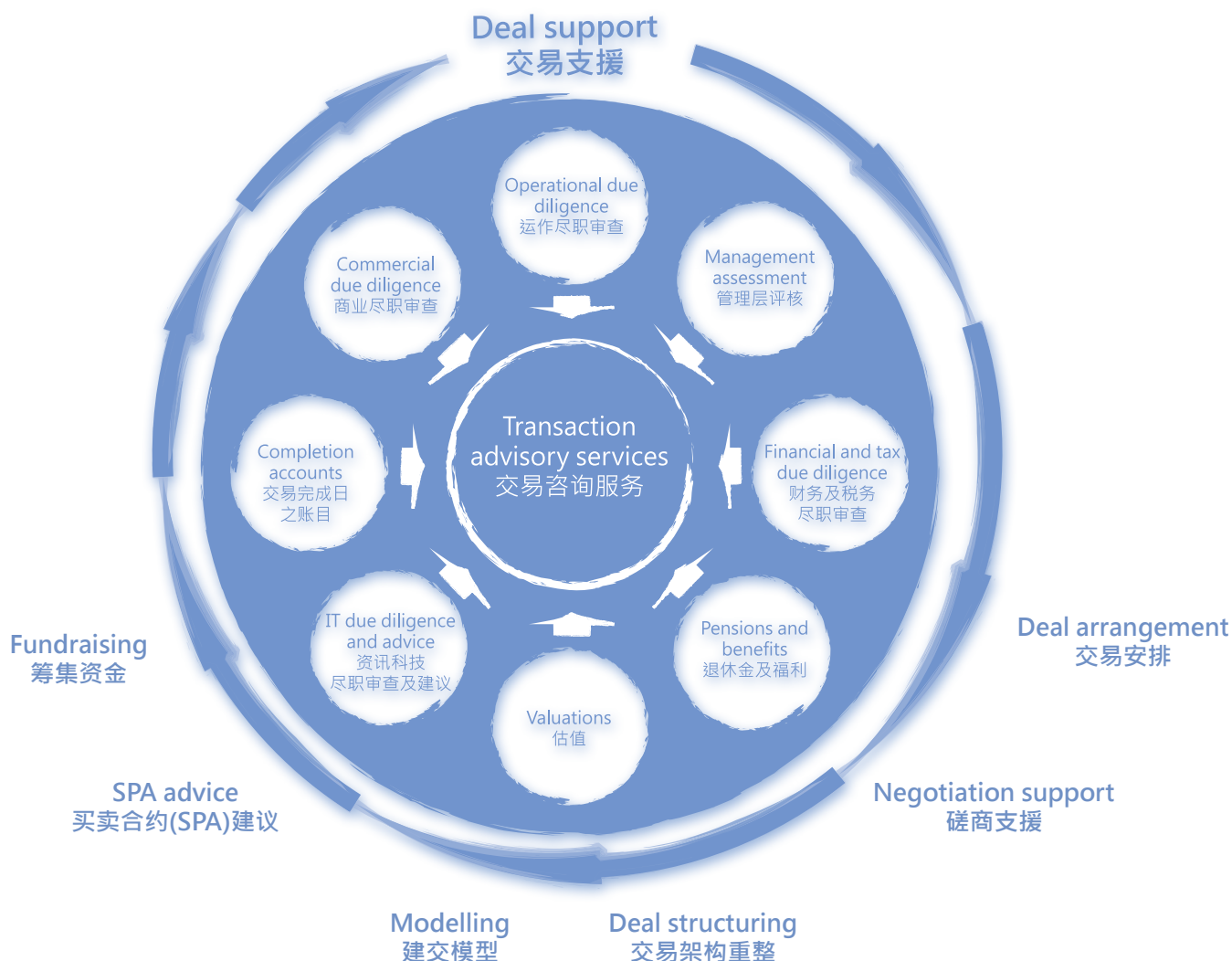
Members of our experienced team combine their considerable expertise and capabilities with a very hands-on approach throughout the due diligence process.

The specific services we provide include:

我们的交易咨询服务团队根据客户的背景及情况，制定合适的尽职审查方案，并透过严谨的审查程序，识别业务运作中的主要问题。信永中和的专业人员会就此与您并肩合作，共同解决问题，并以最能切合您需要的方式进行汇报。

在尽职审查的过程中，每位经验丰富的专业人员均会善用其知识技能，以最有效的方式完成审查工作。

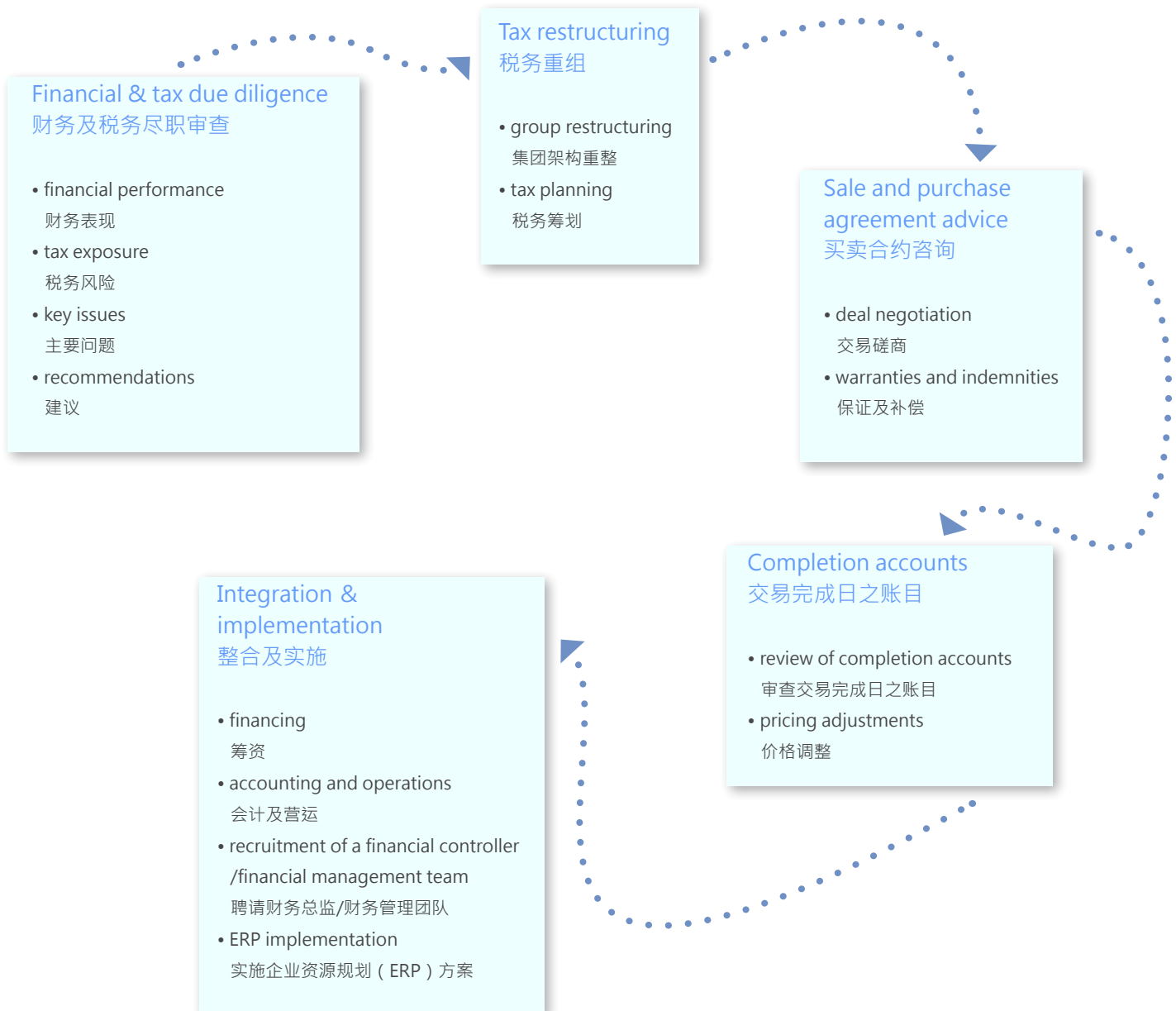
服务包括：



Transaction advisory services 交易咨询服务

Our transaction advisory services include traditional financial and tax due diligence. We also support the bid process throughout the transaction life cycle by means of a wider range of other services, such as sales and purchase agreement advice, completion accounts and integration and implementation:

除了传统的财务及税务尽职审查外，信永中和交易咨询服务团队还会在整个交易过程中提供多元化的支援服务，服务范围可扩大至买卖合约咨询，审查交易完成日之账目、协助交易后整合及实施等：



We will agree on the scope of services for each assignment with you in advance. We will also adopt a responsive, flexible approach that may include suggesting changes to the scope of work in response to the circumstances of your deal.

為有效提供服務，我們必先與您商討服務範圍及細節，再開展每個項目。我們亦會因應交易過程的發展而提出更改服務內容的建議，以貫徹我們「積極反應，靈活變通」的作風。

About SW

信永中和简介

SW is a network of professional firms specialising in audit, tax and advisory services. With our extensive network in over 80 cities and around 10,000 professionals, SW is able to leverage fellow members' expertise and geographical presence and enhance our ability to serve the dynamic needs of transnational clients.

信永中和是专业服务机构，主要提供审计、税务及咨询等服务。我们的办事处遍布超过80个城市，专业人员约10,000名。凭借我们的庞大网络，信永中和可运用各成员所的专长及地理优势，进一步提升我们服务国际客户的能力。

Corporate finance

Contact us

联络我们

HONG KONG 香港

Website 网址: www.shinewing.hk
Email 电邮: info@shinewing.hk

SW is an international network of independent accounting and consulting firms, each of which is a member of ShineWing International Limited, a Hong Kong company limited by guarantee. ShineWing International Limited is a central coordinating entity and does not provide any professional services to clients. For more information about our network, please visit sw.international.

This publication is intended to provide general information and guidance on the subject concerned. No one should act upon such information without consulting a qualified professional adviser. SW takes no responsibility for any errors or omission in, or for the loss incurred by individuals and companies due to the use of the information of this publication. No claims, action or legal proceedings in connection with this publication brought by any individuals or companies having reference to the information of this publication will be entertained by SW.

信永中和是由独立的会计师事务所或咨询机构组成的国际会计网络，每个独立的会计师事务所或咨询机构也是信永中和国际有限公司(香港一家担保有限公司)的成员。信永中和国际有限公司是为成员所提供管理、协调服务的机构，并不向客户提供任何专业服务。欲了解更多信永中和的信息，请浏览 sw.international。

本刊物旨在就有关内容提供一般资料及指引。任何人士不应在没有获取合格专业人士的意见下依据本刊物所载资料行事。信永中和不会就本刊物所载数据的任何错误、遗漏，或任何因使用本刊物所载数据而导致的个人及公司的损失负责。信永中和不接受任何个人或公司就本刊物所载资料提出的索偿或法律诉讼。

© 2021 SW Hong Kong. All rights reserved. 信永中和香港。版权所有。