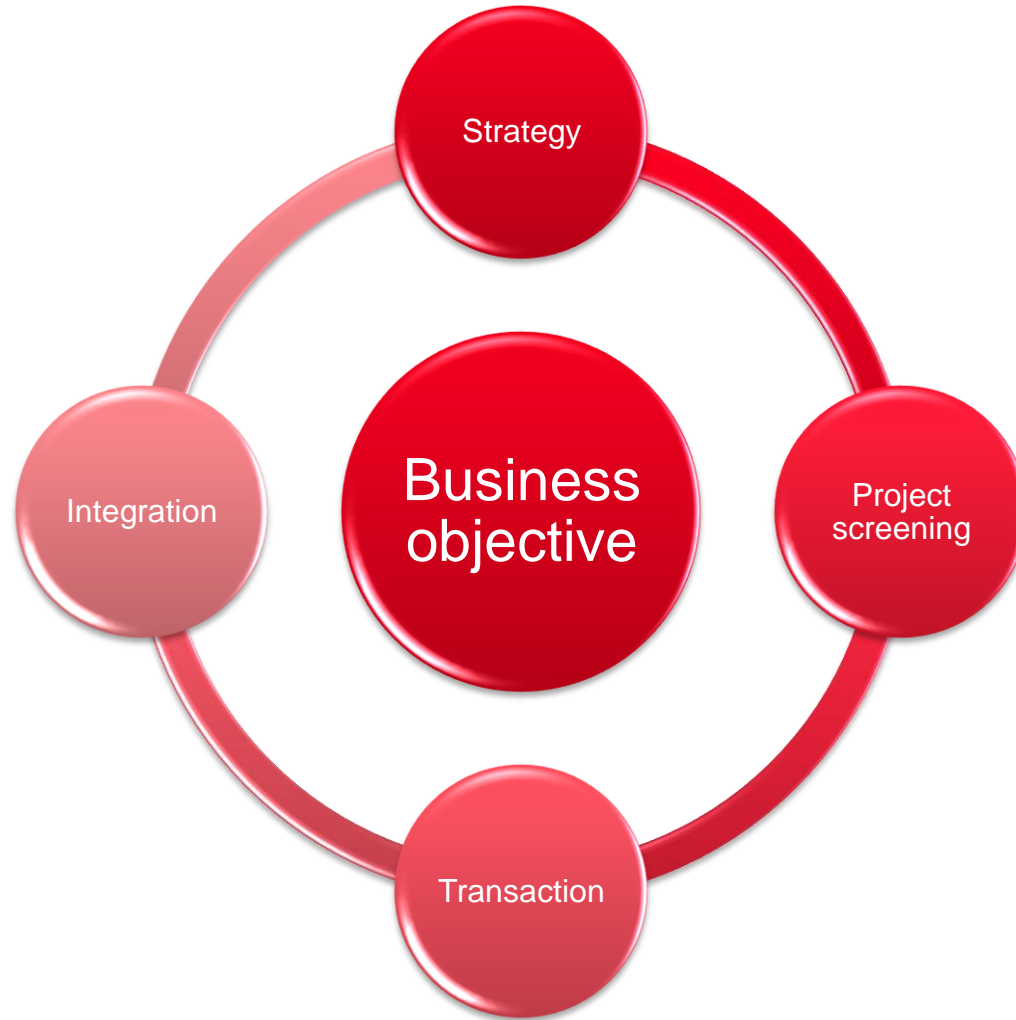


FOREIGN INVESTMENTS: THE DEAL LIFECYCLE

16 July 2010 – Adelaide

DENNIS LIN

THE DEAL LIFECYCLE





FACTORS SPECIFIC TO SINO AUSTRALIAN DEAL

- Cultural differences
- Relationship contracting vs. written contract
- Business objective: shareholder return or another objective?
- Desire to control



QUESTIONS