CHINA CROSSROADS

Monday, November 9th, 2026, 19:30 – 21:00

The China Exit Playbook: Lessons in How to Decide, Structure, and Negotiate a China Divestment

Berry Schrijen

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Alliance Nutrition Group

WhiteSpace | Zhongcai Center 6F | 658 Niuzhuang Lu

200rmb admission with drink | FREE for members

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Selling a foreign asset to a Chinese listed company is not a standard M&A process. It is a complex choreography that requires understanding how China's regulatory system, governance expectations and deal culture shape every step. Our speaker will share first-hand experience, having recently led a successful exit to a Chinese listed buyer. He will share practical insights from that journey and provide context on the current state of China's M&A market, where deal structures and decision pathways continue to evolve. A key part of the session will focus on the unique sequencing of Chinese transactions. Participants will learn about how SAMR registration, escrow arrangements, cross-border fund transfers, and closing must be coordinated with precision. Our speaker will explain how earnouts, governance and accounting need to be engineered so that both sides see the same financial reality, and how tools such as supervisors, reserved matters and third-party financial reviews help maintain transparency when the buyer controls the company. The lecture also explores how Western contract detail and Chinese relationship-based pragmatism can complement each other when understood correctly. This session offers a candid, experience-based look at how cross-border deals in China actually work and how executives can navigate them with clarity and confidence.

Berry Schrijen is Group CFO at Alliance Nutrition Group. He a Guest Lecturer at Fudan University and Duke Kunshan University. He is also an EMBA graduate of INSEAD, and his professional qualifications in include CFA, CMA, and FMVA.

China Crossroads hosts talks on all topics related to China, including business, foreign policy, and other areas as they relate to China, the idea being that China is both already a "crossroads" of the world and itself at a "crossroads" in terms of its future global influence. For more information, contact Frank Tsai at editor@shanghai-review.org.