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Chinas BAIC submits late Opel bid Beijing Automotive Industry Corporation has submitted a late offer for General Motors European operations, formally putting the Chinese carmaker in the race against a front-running Russian-backed bid. BAIC bid 660m (\$920m) for a stake in GMs Opel unit before the deadline on Thursday night, three people close to the sale said yesterday. The non-binding offer is the third received by GM in an unexpectedly tight race. Magna International, the Canadian supplier that signed a memorandum of understanding with GM in May to buy 55 per cent with Russias Sberbank, is still ahead. But a source close to GM described BAICs approach as "credible and well-advised". GM recently ramped up talks with rival suitors after tougher-than-expected talks with Magna, which signed a memorandum of understanding with GM in May to buy 55 per cent of the carmaker together with Russias Sberbank. Karl-Theodor zu Guttenberg, Germanys economics minister, has encouraged rival bids because of his reservations about Magnas offer, which most of his colleagues endorsed in late May. Opels bail-out has become an election-year issue in Germany, where Magna has strong backing. RHJ International, a Brussels-based industrial holding company linked to US buy-out group Ripplewood, has also made a non-binding offer. Fiat is also interested but pledged no cash for the stake. BAIC, which is being advised by Deutsche Bank, made

a last-minute expression of interest in late May. 我要收藏 "There is a huge opportunity for someone else to come in, but Magna still has the lead role," a person briefed on the sale said. GM, Magna and the other bidders are not commenting. Someone who had seen BAIC's offer said it was "comparable with the others" but with the "very significant" difference that it would let GM keep a larger stake. GM, which filed for bankruptcy protection in the US last month but could exit Chapter 11 next week, is selling the stake to raise government financing for its European arm. Its talks with Magna have hit snags over access to GM's global intellectual property by Magna and its Russian partners, and arrangements for markets such as Canada, Russia and China. If its bid succeeds, Magna will make cars with Gaz, Oleg Deripaska's Russian car company. 北京汽车工业控股公司(Beijing Automotive Industry Corporation)在最后时刻向通用汽车(General Motors)的欧洲业务发出收购要约，正式加入竞购。目前得到俄罗斯支持的竞购方占据领先地位。三位知情人士上周五表示，北汽控股在上周四晚截止日期前，出价6.6亿欧元（合9.2亿美元）竞购通用汽车旗下欧宝(Opel)的股权。这份不具约束力的要约是通用汽车收到的第三份，竞购的激烈程度出人意料。加拿大供应商麦格纳国际公司(Magna International)仍占据领先地位，该公司5月份就与通用汽车签署了谅解备忘录，将与俄罗斯的Sberbank联手收购欧宝的55%股权。但一位知情人士形容北汽控股的提议“可靠、考虑周详”。通用汽车与麦格纳之间的谈判出乎意料的艰难，于是在最近加紧了与其他竞购方的谈判。德国经济部长卡尔-特奥多尔·古滕贝格(Karl-Theodor zu Guttenberg)对麦格纳的收

购建议持保留态度，因此他鼓励其他公司参与竞购。5月下旬，他的同僚多数支持麦格纳。欧宝纾困正逢德国的大选年，而麦格纳在德国颇受支持。与美国收购集团Ripplewood有关联的布鲁塞尔工业控股公司RHJ国际(RHJ International)，也发出了不具约束力的要约，菲亚特(Fiat)也有兴趣，但并未承诺拿出现金收购股份。北汽控股在德意志银行(Deutsche Bank)的建议下，在5月下旬赶在最后一刻表示了收购意向。“其他公司有很大的机会加入，但麦格纳仍处于领先地位，”一位听取了售股情况简报的人士表示。通用汽车、麦格纳及其他竞购方没有发表评论。见过北汽控股要约的人士表示，这份要约“与其它要约可比”，但有“一大”不同点，它提出让通用汽车保留较大比例的股份。通用汽车上月在美国申请了破产保护，但可能在本周退出破产保护，出售欧宝股份，意在为其欧洲业务获得政府融资。通用汽车与麦格纳的谈判在以下方面遇到困难：麦格纳与其俄罗斯合作伙伴希望获得通用汽车的全球知识产权，以及在加拿大、俄罗斯和中国等市场的安排。如果竞购成功，麦格纳计划与奥列格·德里帕斯卡(Oleg Deripaska)旗下的俄罗斯汽车公司Gaz合作生产汽车。100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com