



EUROPEAN CHINA DESK

欧洲中国服务小组

2012

► BDO SERVICES AND SOLUTIONS

As China becomes increasingly important in global economic terms and retains huge potential for growth, the region continues to represent a significant opportunity for trade and investment both into and from Europe. To support businesses with their existing or planned China activities, BDO has established a European China Desk to provide the strategic, operational and technical guidance necessary to ensure the successful design and implementation of any China strategy.

BDO's European China Desk, comprising both European and Chinese nationals, has significant experience and knowledge of executing China business strategies over the short, medium and long term. Together with close collaboration with our BDO member firms in the Greater China Region (China, Hong Kong and Taiwan), the team provides co-ordinated expertise and support across our key advisory, planning and compliance services:

- Corporate Finance
 - IPO advisory and reporting accountant work
 - Mergers and acquisitions
 - Financial and operational due diligence
- Taxation
 - Domestic
 - International
 - Expatriate
- Business Outsourcing Advisory
- Audit and Assurance
- Forensic
 - Valuations
 - Forensic investigations
- Business Restructuring.

For businesses considering a move to Greater China, we can help you think through matters such as overall strategy and objectives, supply chain and market perspectives, deciding on the right corporate structure and investment strategy, tax planning matters, choosing the most appropriate location, recruiting senior management, selecting and implementing financial reporting systems and generally providing significant support and assistance to what can be a difficult process. For established companies, our wide range of services noted above are available to support ongoing development and growth.

For China businesses considering a move to Europe we can help with identifying suitable targets, negotiations with management, pricing structures and funding arrangements, financial and operational due diligence, valuations – as well as ongoing compliance support, in particular providing continuity of audit and taxation services for European subsidiaries of BDO China clients.

The Desk and the BDO firms in China, Hong Kong and Taiwan have a network of excellent local connections, and are also available to support companies with aspirations in other South East Asian countries.



► BDO 服务与解决方案

随着中国日渐成为重要的全球经济中心，而且保持着巨大的发展潜力，这一区域仍然提供着英国引进和输出贸易与投资的良好契机。为了支持各大企业现有和未来的中国经贸活动，BDO建立了欧洲中国服务小组，提供必要的战略性、经营性和技术性指导，以确保贵方中国战略的成功设计与实施。

BDO的欧洲中国服务小组包括英籍和中籍人士，拥有执行中、短期和长期中国商业策略的丰富知识和经验。本团队与BDO大中华地区（中国、香港和台湾）的会员所紧密合作，为贵方提供本所的专门知识和协调一致的支持，范围横跨咨询、规划和合规服务：

- 公司理财
 - 首次公开募股咨询和报告会计工作
 - 兼并与收购
 - 财务和经营尽职调查
- 税务
 - 国内税务
 - 国际税务
 - 外派员工税务
- 业务外包咨询
- 审计和认证
- 法务会计
 - 估值
 - 法务调查
- 业务重组

对于考虑进军大中华地区的企业，本所可以帮助客户构思整体战略和目标、供应链和市场前景，选择合适的公司结构、投资策略和税务规划，选择合适的地点，招聘高管，选择和实施财务报告系统以及为整个繁琐的过程提供重要的支撑和协助。对于已经在中国设立的企业，本所上述的诸多服务可以支持贵公司的持续发展和成长。对于考虑进军欧洲的中国企业，本所可以帮助确定合适目标、与管理层谈判、制定价格结构和资金安排、开展财务和经营尽职调查、估值以及长期的合规支持，特别是持续为BDO中国客户的欧洲子公司提供审计和税务服务。

本团队和BDO在中国、香港和台湾的事务所拥有广泛良好的当地关系网络，同时还可以支持东南亚企业。



► BDO SERVICES AND SOLUTIONS

CORPORATE FINANCE

Through our Corporate Finance professionals, BDO provides independent financial advice to shareholders, private and public companies and financial institutions on buying and selling companies, raising finance, IPOs and strategic advice on complex reorganisations.

We routinely carry out cross border transactions and leverage the strength of the BDO International network of firms and 1,000 offices around the world. Many transactions controlled from a European country involve a non-European counterpart. For example, BDO in the UK brought the first Chinese business to AIM, and thereafter completed over 15 floatations of Chinese companies on AIM, and this experience has subsequently widened to cover AIM IPO's of Taiwanese, Korean, Malaysian and Singaporean companies. We have also provided financial (and in several instances operational) due diligence for a number of companies as they acquire subsidiary operations in China.

Dealing with us is different. Our approach is pragmatic and hands on which ensures timely, straightforward advice and our deals are led by

senior personnel who deliver high value for clients through experienced negotiation and quick and effective solutions to issues. BDO's international network and extensive presence in China, together with cross cultural understanding, good command of differences in business environment and practice, and close working relationship between teams of European and Chinese professional advisors are essential and have been core to our service offering to our clients.

As a pioneer we have made it possible for Chinese entities to list in Germany

In close co-operation with the German stock exchange, a number of law firms and investment banks BDO Germany has developed a structure for mid-sized Chinese firms to list in Germany. We were the first audit firm ever to audit during the listing process of a Chinese firm on the German stock market. From 2007 onwards BDO Germany has participated in the majority of prime standard IPOs from China to the Frankfurt stock exchange and has gained a market leader position as advisor and auditor for Chinese entities with the intention to float their shares in Germany. The first three Chinese entities to list in Germany were ZhongDe Waste, Asian Bamboo and Vtion Wireless, all audited by BDO.



Hamburg

► BDO 服务和解决方案 公司理财

通过我们的公司理财部，BDO为股东、私人企业、上市公司、金融机构和公共部门提供公司买卖，融资，首次公开募股方面的独立财务建议，也提供关于复杂重组和股东价值的战略建议。

提供跨境交易服务属于本所的日常工作的日常工作，这得益于BDO国际会所网络和全球1000多家办事处的充分优势。很多我们服务的交易都涉及非欧洲对象。自从帮助第一家中国企业上市另类投资市场（AIM）之后，我们已经成功完成了超过15家中国企业的AIM上市。之后，我们的经验也拓宽到覆盖台湾、韩国、马来西亚和新加坡公司的AIM首次公开募股。我们还为多家公司收购中国子公司提供财务（并且包括数次经营）尽职调查。

与BDO共事与众不同。我们务实、亲力亲为的作风，确保贵方可以获得及时、准确的建议。所有交易均由我们高管牵头，通过经验丰富的谈判和迅速有效的问题解决，为客户提供高价值的服务。BDO的国际网络及其在中国的广泛影响力、跨文化的理解力、对商务环境和实践区别的精通、以及中欧专业顾问的合作无间，是我们为贵方服务的核心。

作为先锋，我们已经成功帮助中国企业上市德国

通过与德国证券交易事务所，律师事务所和投资银行的紧密合作，BDO德国已经为中国中型企业上市德国建立了一套完善的模式。BDO德国是第一个对在德国上市的中国企业进行审计的事务所。自2007年开始，BDO德国多次参与了大规模的从中国上市法兰克福的标准上市项目，作为上市咨询方面的顾问和为意图在德国上市浮动股份的中国企业进行审计业务，BDO德国已经成为了市场的领先者。最先在德国上市的三家中国企业是：中德废料处理，亚洲竹业和无线网讯，都由BDO德国主导审计。



► BDO SERVICES AND SOLUTIONS

TAXATION

Complexities are added to our clients' business and personal tax affairs as they increasingly span multiple jurisdictions. We are experts in tax efficient cross-border structures and international tax advice – and can help you wherever you are in the world. We also work on a wide range of transfer pricing arrangements between Europe/China and other jurisdictions.

Working with BDO International's extensive network of overseas offices covering every major worldwide business centre, we offer a comprehensive integrated tax service. You will have one key point of contact within your specific European country for your world-wide tax needs.

We can help with:

- Overseas expansion into new territories
- Tax-efficient cross border finance to maximise tax relief on interest plus consideration of foreign exchange and withholding tax issues
- Tax efficient mergers and acquisitions
- Structuring of acquisitions and disposals
- Transfer pricing matters
- Minimising the overall tax burden on controlled foreign companies and the repatriation of profits to the home countries
- Consideration of VAT and customs duty issues
- Stamp taxes
- Delivering an integrated international employee share scheme
- Managing expatriate tax issues and tax returns.

Our recent tax efficient structuring experience on a corporate acquisition

We work closely with our corporate finance specialists to provide an integrated advisory team before and during the transaction process, and work with our counterparts across the world in the BDO international network in the development of innovative international tax planning ideas.

We provided mainland Chinese and Hong Kong tax advice to a Chinese acquirer on the acquisition of a UK manufacturing group. This included UK tax due diligence as well as corporate governance matters and tax structuring advice on how to structure the acquisition and the financing of the acquisition. The deal value was in excess of £20 million.



Madrid

► BDO 服务和解决方案 税务

随着企业经营不断向其他国家扩展，BDO的客户业务和个人税务也变得越来越大。我们是跨境节税结构和国际税务咨询方面的专家，无论贵公司走向哪个国家，我们都可以提供协助。我们还从事欧洲和中国或其他国家之间的多种转移定价工作。

BDO海外办事处的庞大国际网络覆盖世界所有主要商业中心，与他们联手合作，我们为贵公司提供全方位整合税务服务，任何一位欧洲分所的主要联系人将满足贵方全球的税务需求。

我们可以协助贵方：

- 海外扩展
- 跨境融资节税达到利息税务减免最大化，以及外汇考虑和预扣税问题。
- 兼并与收购节税
- 收购和出售结构化
- 转移定价事务
- 外国受控公司和英国利润汇回整体税务负担最小化
- 考虑增值税和关税问题
- 印花税
- 提供全球整合的雇员认股计划
- 管理外派雇员税务问题和税务申报

本团队近期在企业收购方面的节税结构经验

本团队与公司理财团队的专家们紧密合作，为客户在交易前和交易过程中提供一支整合咨询团队，同时还与BDO国际网络中世界各地的同仁共同致力于国际税务规划的创新。

本团队为一位中国收购者收购一家英国制造集团提供了中国大陆和香港税务咨询，其中包括在组织收购方面所需的英国税务尽职调查、公司治理事务和税务结构化咨询以及收购融资。该交易交易额超过2000万英镑。



► BDO SERVICES AND SOLUTIONS

BUSINESS OUTSOURCING ADVISORY

The aim of our global outsourcing service is to free companies from the burdens and risks of day to day accounting and compliance – so that finance executives can focus on adding value and strategic direction to their businesses.

It doesn't matter whether you are a Chinese firm making your first inward investment into Europe or a complex multi-national with offices across the globe – we can design a service that is coordinated and delivered in whichever country suits you.

Our global outsourcing services deliver in more than 130 countries, and include:

- Management accounting
- Bookkeeping on your systems or using BDO's on-line 'software as a service'
- Treasury and bank account operation
- Company secretarial
- Statutory accounts preparation
- Subsidiary audits
- Tax compliance
- Payroll
- Fixed asset register creation and maintenance
- iXBRL tagging.

Recent global business outsourcing experiences

ICBC (Industrial and Commercial Bank of China) is one of the state-owned banks in China, and the world's largest public bank based on market value, customer deposit and profit. Since the establishment of the Amsterdam branch of ICBC in 2011, BDO has been engaged for human resource and salary administration services.

China Southern Airlines is Asia's largest airline in terms of both fleet size and passengers carried, and also provides international cargo services. BDO takes care of the salary administration for the Amsterdam office of China Southern, advises on labour law and coordinates with other European BDO offices for local issues.



► BDO 服务和解决方案 业务外包咨询

BDO全球外包服务的目标是将贵公司从日复一日的会计和合规事务解放出来，减少贵方的负担和风险，让财务高管可以集中精力为企业制定战略方向和增加价值。

无论贵公司是一家第一次在欧洲大陆投资的中国企业，还是一家结构复杂的跨国企业，本所均可设计一套匹配服务，无论贵公司走向哪个国家，都能适合贵方的需求。

我们的全球外包服务部在130多个国家提供服务，包括：

- 管理会计
- 使用贵方系统记账或使用BDO网上“软件即服务”系统记账
- 金库和银行账户运作
- 公司秘书
- 法定帐目准备
- 子公司审计
- 税务合规
- 薪资
- 固定资产登记创建和维护
- iXBRL标记

本所目前的全球业务外包工作

中国工商银行 (**Industrial and Commercial Bank of China**) 中国国有银行，按照市值、储蓄存款及利润计算，是全球最大的银行。自阿姆斯特丹分行2011年成立以来，我荷兰事务所一直为其提供薪资及人力资源服务。

中国南方航空公司 (**China Southern Airlines**) 南航是亚洲乘客运输量最大的航空公司，并提供国际货物运输服务。我荷兰事务所为南航阿姆斯特丹办事处提供薪资服务，就劳动法提供咨询建议，并协调欧洲其他BDO事务所为其解决当地问题。



Great Wall of China

► BDO SERVICES AND SOLUTIONS

AUDIT AND ASSURANCE

We are committed to providing clients with both a robust and independent audit and take pride in our consistent shared global audit methodology. We have a thorough understanding of complex accounting; regulatory and legislative issues and we ensure that our clients are informed of any changes that may impact upon their business.

Our audit planning and strategy is “business risk” focused and therefore tailored for each of our clients to reflect the specific operational, regulatory and financial risks they face.

Through our global network, our auditors enjoy access to knowledge of industry developments and international trends and this gives them intrinsic awareness of the global marketplace, as well as required local standards.

The main services offered in this area are:

- Audits of financial statements
- Non-audit assurance services, including
 - systems/controls reviews (ISAE 3402/ SSAE 16)
 - licence and royalty income audits
- Internal controls audits
- Accounting advisory, including IFRS, US GAAP and UK GAAP
- Regulatory filing services.

One of our ongoing audit experiences

We currently provide audit and tax services to a global company with manufacturing plants and offices in eight countries, China, Czech Republic, Dubai, Germany, Hong Kong, Singapore, United Kingdom and the US.

The group manufactures and successfully delivers luxury toiletries, amenities and hospitality products to customers in the hotels, cruise lines and airlines industries in more than 110 countries.



► BDO 服务和解决方案 审计和认证

为客户提供可靠和独立的审计是本所的承诺，本所采用全球一致的审计方法且以此引以为傲。本所对复杂的会计、监管和法规问题有着全面深入的理解，确保客户及时知悉任何影响其业务的变更。

本所的审计规划和策略以“商业风险”为焦点，因此可以为每一位客户量身定制所需服务，反映其所面对的具体经营、监管和财务风险。

得益于本所的全球网络，审计员可以获得行业发展和国际趋势的知识信息，赋予他们对全球市场动向和地方标准要求意识和洞察力。

本领域的主要服务项目包括：

- 财务报表审计
- 非审计认证服务，包括
 - 系统/控制审查（ISAE 3402/SSAE 16）
 - 许可和版权收入审计
- 内部控制审计
- 会计咨询，包括IFRS、美国GAAP和英国GAAP
- 监管文件呈报服务

本所长期审计经验之一

本所目前为一家全球企业提供审计和税务服务。该企业在8个国家拥有工厂和办事处，包括：中国、捷克、迪拜、德国、香港、新加坡、英国和美国。

该集团为110多个国家的酒店、邮轮和航空公司生产和提供高级化妆品、康乐设施和酒店用品。



Beijing

► BDO SERVICES AND SOLUTIONS

FORENSIC SERVICES

BUSINESS RESTRUCTURING

Our clients, ranging from international companies and professional firms to regulators and governments, tell us that we consistently deliver robust opinions and solutions across a full range of forensic accounting and dispute advisory services.

Our forensic and dispute advisory team includes lead practitioners in dispute resolution, valuations, fraud, anti-corruption, professional negligence and expert witness, international arbitration and forensic technology.

Our Dispute Resolution team helps to quantify loss or financial exposure across industry sectors and jurisdictions. We support our clients and their legal advisers in all stages of the dispute process and our advice is geared towards maximising success. A number of our team have experience of giving evidence in international arbitration tribunals, criminal courts and regulatory investigations.

BDO provide pragmatic and commercial restructuring and insolvency advice to a broad range of stakeholders, including companies, creditors and individuals.

We provide pro-active advice on multi-jurisdictional problems across the world. Our solutions are seamless across disciplines, maximise value and minimise ongoing risk.

While globally focussed, we still respect the local perspective.

One of our Chinese valuations experiences

Our team includes published authors in the field and we specialise in share valuation in unquoted companies, intellectual property, unincorporated businesses, associated liabilities and intangible assets.

We were instructed by a Chinese machinery company (listed on the Hong Kong stock exchange) to conduct an IFRS 3 valuation of the intangible assets acquired and value the tangible assets after acquiring six subsidiaries of a European based precision tool manufacturer for cash consideration of £20 million.

Our recent China experience

We were engaged to advise management in respect of a national retailer of menswear incorporating a suit hire business. The company operated from 82 stores around the UK employing 500 staff and had a turnover in excess of £23 million, with significant Chinese shareholdings in the ownership structure. We worked with our BDO Hong Kong colleagues throughout the process to agree strategy with the Chinese shareholder and explain the implications of UK law, including translation of certain key documents into Mandarin to explain the regulatory requirements.

The assignment involved a review of the business to consider the various restructuring options available and as a result, the process enabled management and the shareholders to recapitalise the business and restructure the business outside of a formal insolvency process. Since the recapitalisation of the business, BDO's tax team has been providing ongoing tax advice to the company.



Brussels

► BDO服务和解决方案 法务会计服务

业务重组

本团队的客户包括国际公司、专业事务所、监管机构和政府部门，他们均认为本团队提供一致、可靠的意见和解决方案，覆盖整个法务会计和纠纷咨询服务。

法务和纠纷咨询团队由杰出从业者组成，服务范围包括：纠纷调解，估值、欺诈、反腐、专业疏忽、专家证人、国际仲裁和法务技术。

纠纷调解团队帮助量化各行业和辖区的损失或财务风险，在纠纷过程中的每一个阶段支持客户及其法律顾问。本团队所给出的每一条建议都是为了实现成功最大化。本团队中数位成员都有在民事法庭、国际仲裁庭、刑事法庭和监管调查中作证的经验。

BDO为众多利益相关者提供务实的商业化重组和破产咨询，包括企业、债权人和个人。

本团队为跨辖区问题提供积极建议，制定的跨领域解决方案天衣无缝，实现价值最大化和风险最小化。

聚焦全球，着眼各地。

本团队中国估值经验之一

本团队包括在本领域著书的成员，专长包括：非上市公司的股价估值，知识产权，非公司企业，相关责任和无形资产。

一家香港证券交易所上市的中国机械企业指定本所为其进行IFRS 3估值，该企业以现金代价2000万英镑收购一家欧洲精密工具制造商旗下的6家子公司，本团队对其完成收购后的无形资产和有形资产给予了估值。

本所近期中国经验

本所被聘请为管理层就一家全国性男鞋销售商兼并一家西服租赁企业提供咨询。该企业在全英拥有82家商店，员工500名，年营业额2300多万英镑。在股权结构中，中国股东持有重要股权。本所同BDO香港同事全程合作，为中国股东制定策略，解释英国法规的影响，包括将关键材料译成中文用以解释法规要求。

该项任务涉及业务评估，考虑各类可行的重组选择，整个过程最终让管理层和股东得以资产重组，通过非清算程序进行业务重组。重组之后，BDO税务团队一直为该企业提供长期税务咨询。



▶ EUROPEAN CHINA DESK

CASE STUDIES

CLIENT

European Market Centre c/o Group Bernaerts

This leading group has a portfolio of over €300 million (CBRE valuation) and has acquired the recognition of the FMSA as a real estate investment trust.

Group Bernaerts' latest project is European Market City(EMC), a wholesalers center located in the De Wille business park in Willebroek, which is being developed jointly with the Flemish government. EMC is only accessible to professionals, and in addition to showrooms will also house offices, a temporary exhibition venue, and a wide range of services. Once development is complete, EMC will offer 200,000 (16,000 m² in the primary phase), which will be tailored to Chinese companies.

China Brand Center

Group Bernaerts offers more than simply a 'space'.

- a) The 'Dragon Rising Service Programme';
- b) The 'China Brand Center' and
- c) The 'Bring programme'.

In brief, it is a complete and unique solution for any requirements that a Chinese company may have when wishing to establish themselves in Europe. The combination of these three sections is an essential requirement for Chinese companies in Belgium and in Europe..

WHAT WE DID FOR THEM

We are the exclusive partner of Dragon rising program in the context of the EMC project (European Market Centre) which specifically focuses on Chinese companies investing in Belgium. In this context we render services to a number of China based groups such as Aigo, Yunnan Aidi Technology Co, Qingdao Tiandihui, Changhui Lighting.

Beijing Taide Culture development Co. Ltd c/o Qingdao West coast economic zone

The West Coast Economic New Zone has been planned and constructed and with sound infrastructure, the latest planning and technology, and considerable financial support from the central government, it is expected to grow into a leading economic hub and to be similar to Shanghai's Pudong New Area.

We have assisted this client in setting up its representative office in Belgium and are advising on a recurrent basis with respect to social security and payroll services.

Chongqing Machinery & Electric Co. Limited

Through its subsidiaries, the company engages in the manufacture and sale of commercial vehicle parts and components, general machinery, machinery tools, and power equipment primarily in China.

We supported them in their £20 million acquisition of a group company in the UK by offering operational due diligence, tax due diligence and structuring, and deal negotiation support.

► 中国咨询服务 案例研究

客户

European Market Centre c/o Group Bernaerts

比利时贝纳兹房地产集团隶属下的欧洲市场城项目。

经世界首位的房地产服务商CBRE鉴定，贝纳兹集团作为领先的房地产公司具有超过三千万欧元的投资组合的总价值，已经取得FMSA作为房地产投资信托的资格。

贝纳兹集团的最新项目为欧洲市场城项目，简称(EMC)，位于威勒布鲁克的De Wille商业景区，这区域是和法兰德斯大区政府联合创建发展的。欧洲市场城仅限于专属人员进入。市场城除了展示厅外还有住房办公室，临时展厅等设施服务。当欧洲市场城市竣工完毕后，方可容纳 200000平米的面积给中国公司和客户(第一期 为 16,000 平米)。

中国品牌城

贝纳兹集团给客户提供的不仅仅是简单的‘空间’。他有如下3项项目。中国品牌城为其中一项，

- a) 龙腾计划；
- b) 中国品牌城，和
- c) ‘Bring 项目’

简而言之，针对中国客户自己在欧洲创业的时候可能会有要求，如上是客户呈上完整的、唯一的解决方案。三个项目的结合为了满足在比利时和欧洲的中国企业的所需。

Beijing Taide Culture development Co. Ltd c/o Qingdao West coast economic zone

青岛西海岸经济区隶属下的北京泰德文化有限公司。

青岛西海岸经济区已经计划建成较好的硬件设施，具有最先进的科技技术和中央政府的大力资金支持，这片区域预计将为继上海的浦东新区之后的重要经济中心。

重庆机电 (Chongqing Machinery & Electric Co. Limited)

重庆机电通过其子公司主要参与在中国的商用车零部件、通用机械、机械工具和动力设备的制造以及销售业务。

服务内容

贝纳兹集团的欧洲市场城项目是专门为来比利时进行投资的中国企业而设立的项目，作为其龙腾计划的特别合作伙伴之一，我们为其客户提供公司注册，会计记帐，和后续的社会保障注册和薪资管理咨询。我们已经和正在为一些中资民营企业提供服务，它们包括，爱国者集团，云南爱迪科技有限公司，青岛天地荟宠物食品有限公司，昌辉照明科技有限公司等。

我们已经帮助此客户在比利时设立其代表处，并且定期为客户提供社会保障注册和薪资管理的咨询信息

本所协助重庆机电完成其对英国一家集团公司耗资2千万英镑的收购项目。本所为其提供的支持包括：经营尽职调查、税务尽职调查和结构化以及交易谈判支持。

► EUROPEAN CHINA DESK

CASE STUDIES

CLIENT	WHAT WE DID FOR THEM
<p>ZhongDe Waste Technology AG</p> <p>ZhongDe Group designs, finances, constructs and operates energy-from-waste plants generating electricity from the disposal of solid municipal, medical and industrial waste. Since 1996, ZhongDe Group has completed approximately 200 waste disposal projects in 13 provinces.</p>	<p>We have led the way in facilitating Chinese entities to list on the German stock market. BDO Germany was the first German audit firm to be part of such a transaction and has been involved in the majority of Prime Standard listings in Germany. ZhongDe was the first Chinese entity listed on the German stock exchange.</p>
<p>Manitowoc</p> <p>The Manitowoc Inc group is a global leader in the cranes and foodservice equipment industries and its operations are located in 26 countries around the world.</p>	<p>We have been engaged by Manitowoc to perform statutory audit and tax compliance service in over 20 countries across Americas, EMEA and the Asia Pacific region including China since 2009. Manitowoc (up to August 2011 a S&P 500 company) has turnover of over US\$3 billion and operates in two main markets which are cranes and food services. PWC have remained as the group auditors and BDO performs the statutory audits around the world.</p> <p>BDO's engagement has not only made the statutory compliance process in every country very transparent for Manitowoc in the US by providing the finance team with the necessary assurance that Manitowoc is complying with all local regulations, but has also identified areas for improvement and efficiencies throughout.</p>
<p>Asian Bamboo AG</p> <p>Asian Bamboo is a bamboo trading and processing company.</p>	<p>Asian Bamboo was listed on the German stock exchange in 2007 as the second Chinese company to be listed on the German stock market. BDO Germany was the first audit firm to audit during the listing process of a Chinese company on the German stock market.</p>
<p>ZTE</p> <p>ZTE is a Chinese multinational telecommunications equipment and systems company headquartered in Shenzhen, China. It is the world's fourth-largest mobile phone manufacturer measured by 2011 unit sales and the world's fifth-largest telecoms equipment maker measured by 2011 revenues (after Ericsson, Huawei, Alcatel-Lucent and Nokia Siemens Networks). Its core products are wireless, exchange, access, optical transmission and data telecommunications gear; mobile phones; and telecommunications software. It also offers products that provide value-added services, such as video on demand and streaming media. In 2010, ZTE established subsidiary in Belgium.</p>	<p>ZTE is a leading global provider of telecommunications equipment and network solutions. ZTE's systems and equipment are applied by top operators in high-end markets around the world. We have provided payroll services and consulted on employment matters (employee contracts, work permit, etc) in Belgium and Spain. BDO Japan also acts as auditor to ZTE in Japan.</p>
<p>Green Dragon Gas</p> <p>Green Dragon, along with its subsidiaries is engaged in the exploration, development and production of coal bed methane in China together with distribution and sales of gas.</p>	<p>As reporting accountant, BDO was involved in the AIM IPO of Green Dragon Gas in 2006. The Company is principally engaged in the exploration and production of coal bed methane ("CBM") and has profit sharing agreements with Chinese authorities to develop CBM provinces in Henan, Shanxi, Jiangxi, Anhui and Guizhou provinces. The Company raised US\$25 million on admission, with a market capitalisation of US\$525 million on admission. Post IPO, the Company has become a fully vertically integrated energy group through organic growth and acquisitions with a market capitalisation of US\$1,271 million in December 2011. BDO has also acted as auditors to Green Dragon gas since admission during 2006.</p>

► 中国咨询服务 案例研究

客户

中德废料处理 (ZhongDe Waste Technology AG)

中德集团设计, 融资, 建造并运营废料发电厂, 使用固体废料, 医废以及工业废料发电。自1996年以来, 中德集团已经在13个省完成了约200个废料处理项目。

服务内容

我们为集团的中国企业在德国完成了上市服务。BDO德国是为中国企业提供此类服务的第一家德国会计师事务所, 并在该集团在德国主体板块的成功上市起到了很大作用。中德集团是在德国上市的第一家中国企业。

马尼托瓦 (Manitowoc)

马尼托瓦是起重机和餐饮服务设备行业的全球领军企业, 其经营地点横跨全球26个国家。

自2009年以来, 本所为马尼托瓦提供法定审计和税务合规服务, 范围超过20多个国家, 横跨美洲、欧洲, 中东、非洲和亚太地区, 包括中国。马尼托瓦(直到2011年8月, 一直是一家标普500强企业), 总营业额超30亿美金, 并且跨起重机和餐饮服务两大市场运作。普华永道为其集团审计员, 本所为其在全球提供法定审计。

本所为马尼托瓦在各个国家设计的法定合规过程清晰透明, 让其在美国的财务团队有充分的把握, 坚信马尼托瓦完全遵守世界各地的地方法规。本所的服务不止如此, BDO还为马尼托瓦指出可以改进和提高的地方。

亚洲竹业 (Asian Bamboo AG)

亚洲竹业是一家从事竹业加工和经营的公司。

亚洲竹业于2007年在德国成功上市, 成为第二家在德国的中国上市企业。BDO德国是为中国企业提供德国上市审计服务的第一家德国会计师事务所。

ZTE Corporation

中兴通讯集团欧洲公司。

中兴通讯集团是一家跨国的电讯设备系统公司, 总部位于中国深圳。以2011年的全球单位销售为准, 它是世界第四大移动电话制造商, 以2011年全球利润为准, 它是继爱立信, 华为, 阿尔卡特, 诺基亚, 西门子网络后, 排名第五的电讯设备提供商。它的核心产品为无线设备, 设备转换、进接, 光传输和数据电信设备, 移动电话, 电讯软件。它也提供增值服务, 比如视频电播和流媒体。2010年中兴通讯集团在比利时设立子公司。

中兴通讯集团是全球领先的通讯设备和网络服务商, 其系统和设备已经列入全球性的高端市场。比利时和西班牙成员所为其薪资管理服务和雇佣合规事宜提供服务帮助, 服务包括, 制定员工合同, 申请员工工作卡等。德豪日本为中兴日本公司提供审计服务。

绿龙煤气 (Green Dragon Gas)

绿龙及其子公司在中国从事煤层气的勘查, 开发和生产业务, 同时也参与天然气的分配和销售。

作为绿龙煤气的申报会计师, 本所参与了其在2006年另类投资市场(AIM)市场的首次公开募股。绿龙主要从事煤层气的勘查生产业务, 并且与中国政府签有利润共享协议, 授权其开发河南、山西、江西、安徽、贵州省份的煤层气。绿龙上市集资2500万美元, 上市时市场总值为5.25亿美元。首次公开募股后, 绿龙通过有机增长和收购, 成为一家十足的垂直整合能源集团, 在2011年12月市值达到12.71亿美元。自2006年上市以来, 本所还为绿龙煤气担当审计员。

► EUROPEAN CHINA DESK

CASE STUDIES

CLIENT

WHAT WE DID FOR THEM

China visa application service center Brussels

The demand for Chinese visas has grown rapidly in recent years. To provide a better service for visa applicants, the Chinese Embassy in Belgium, following the success of the visa centers of other countries, decides to introduce the Chinese Visa Application Service Center (CVASC). CVASC is responsible for receiving visa applications of ordinary passport holders for visiting mainland China, collecting visa fees on behalf of the Embassy and returning processed visa applications

We provided China visa application centre legal support during its subsidiary incorporation in Belgium.

S Lyles Sons & Co. Limited

Established in 1912, a manufacturer of woollen spun yarns primarily for use in carpets and floor coverings.

We were appointed as Administrators and we carried out an Independent Business Review focused on cash flow, trading forecast review and contingency planning. The company supplied to UK and European customers and had a turnover of circa £19 million and had 270 employees. We traded the company profitably following our appointment, with the aim of selling the business and assets on a going concern basis. Subsequently, all assets were disposed of on a break up basis with the majority of plant and machinery sold to a single Chinese purchaser. We managed a very successful debtor collection process.

JOC International Technical Engineering Nantong Co., Ltd (JOC)

JOC is a state stock-holding foreign trade enterprise, and is authorized by China's Ministry of Foreign Trade and Economic Cooperation (MOFTEC) in 1995. It is also a large group engaged in manufacturing and foreign trade, modern service and other business. Located in the middle of Yangtze delta, they take advantage of the large numbers of manufacturers in this place, called "Global Factory Base", to provide the best quality and the best prices to our overseas buyers. They established a subsidiary in Belgium to further fulfill the increasing market demand.

Apart from assistance with the company registration, we provide accounting services on a recurring basis. JOC is a leading export and import enterprise based in Jiangsu Province. JOC trades in chemicals, electrical and mechanical equipment, metals, building materials, consumer goods, textiles, pet products, etc. with partners worldwide.

China and Taiwan Ports' LME Application

We have been working with two ports located in China and Taiwan that wish to apply to the London Metal Exchange ("LME") to become an approved delivery location for the metal traded on the LME. This work has required us to review the current VAT, direct tax and bankruptcy law in the location to determine if there is any legislation that would cause an issue for the LME members who were trading the metal stored in the warehouses in the location. We prepared a report setting out the compliant areas and the areas that would cause concern for the LME. A copy of this report is sent by the location when it submits its application to become a delivery location. We also suggest any amendments that would be required to the legislation in order to meet the LME's requirements.

Punch Graphix

Punch Graphix was an innovator in digital-printing technology. It has changed the name to Xeikon NV. The company entered into an executive sales agreement with a company in Shanghai..

We assisted this Belgian based group when investing in China with respect to international tax matters.

► 中国咨询服务 案例研究

客户	服务内容
<p>China visa application service center Brussels</p> <p>中国签证申请服务中心布鲁塞尔分部。</p> <p>应对近年来日益增长的中国签证申请需求，为了给中国签证申请者带来更好的服务，以其他国家申办签证服务中心的成功案例为鉴，中国驻比利时大使馆决定在比利时开设签证申请服务中心。它是负责收取普通护照申请人访问中国大陆，代大使馆收取签证费用，和返还审理完毕的签证申请单。</p>	<p>我们已经为此客户提供公司注册上的法律咨询服务。</p>
<p>S Lyles Sons & Co. Limited</p> <p>1912年成立，粗纺毛纱的制造商，主要用于地毯和楼面材料。</p>	<p>本所被指定为该企业的管理人，对其展开了独立的业务评估，主要包括：现金流、交易预测、应急计划和巴克莱银行的抵押估算。该企业为英国和欧洲客户供货，营业额为1900万英镑，拥有员工270名。该企业在本所被指定为管理人后盈利经营，目标是将其以持续经营企业卖出。后来，所有资产以破产企业变卖，大部分工厂和设备卖给一位中国买家。本所成功管理讨债程序，将巴克莱银行的债务全数追回。</p>
<p>JOC International Technical Engineering Nantong Co., Ltd</p> <p>江苏海外工程技术集团</p> <p>江苏海外工程技术集团是一家国际性的工程技术公司。它是一家国有控股的对外贸易公司，已经在一九九五年得到国家对外经济和贸易合作部的批准，同时，它也是一家大型制造和贸易集团，提供现代服务和其他商业活动。公司总部坐落于长江三角洲，良好的地理位置赢得很多厂商的进驻，并称之为“全球工厂基地”，以为海外客户提供最好的质量和价格。该公司以在比利时设立子公司以满足市场需求。</p>	<p>江苏海外工程技术集团比利时公司。除了为此客户在比利时注册公司外，我们还为其提供定期的会计记帐服务。江苏海外工程技术集团公司是江苏省领先的进出口公司，从事贸易 化学类，机械仪器类，金属类，建筑材料类，宠物食品类等产品，在全球多处有合作伙伴。</p>
<p>中国和台湾港口 (China and Taiwan Ports' LME Application)</p>	<p>本所还为位处于中国和台湾的两大港口提供服务，这两大港口都在申请成为伦敦金属交易所（LME）认可的金属交易交货地点。此项工作要求本所评估申请地点的现行增值税、直接税和破产法，确定是否有任何法规会给LME成员交易在该地点仓库存放的金属带来问题。本所准备了一份报告指出合规领域和LME可能担忧的领域，申请地点在提交申请时需将该报告的副本同时递交。本所同时还对为达到LME要求所需要做出的相应法规修改给出建议。</p>
<p>Punch Graphix (Punch Graphix)</p> <p>Punch Graphix数码印刷公司是数码印刷业的改良先锋。现名为Xeikon 股份有限公司。该公司和上海的印刷公司签订过执行销售合约。</p>	<p>我们帮助这家比利时公司赴中国投资提供国际税务咨询服务。</p>

► BDO IN GREATER CHINA

A MAJOR FIRM DELIVERING A LOCAL SERVICE

提供本地服务的大型事务所

7,000+

7000+ PARTNERS AND STAFF

7000多位合伙人和员工

38

38 OFFICES ACROSS THE REGION

本地区内拥有38家办事处

5th

5TH LARGEST ACCOUNTANCY
FIRM IN GREATER CHINA

大中华地区的第五大会计师事
务所

€200m+

€200 MILLION+ IN FEES

营业额超2亿欧元



► BDO INTERNATIONAL

A MAJOR NETWORK DELIVERING EXCEPTIONAL SERVICE

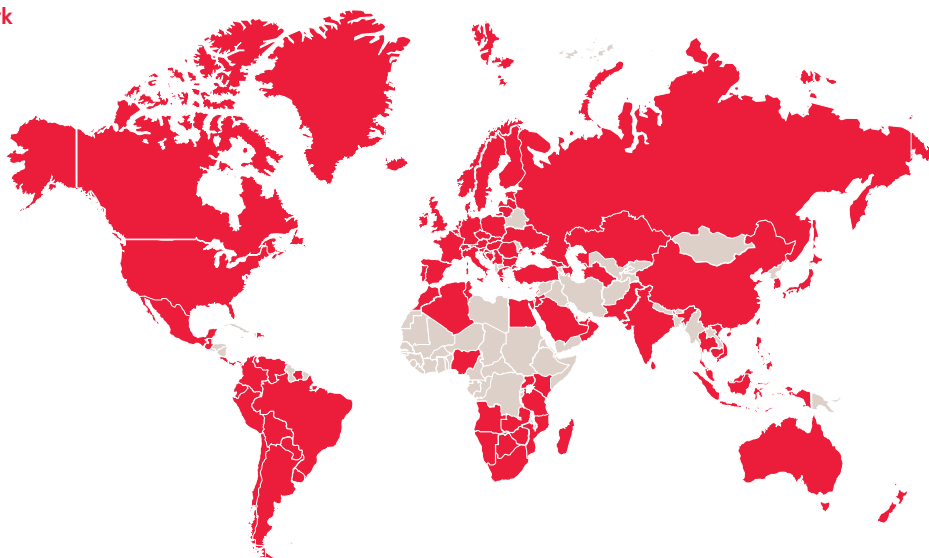
提供卓越服务的国际网络

BDO European Member Firms - BDO's European region comprises 59 countries. **BDO欧洲分所：** BDO在欧洲59个国家拥有分所。

• Albania	阿尔巴尼亚	• Greece	希腊	• Montenegro	黑山
• Algeria	阿尔及利亚	• Greenland	格陵兰	• Morocco	摩洛哥
• Armenia	亚美尼亚	• Guernsey	格恩西	• Netherlands	荷兰
• Austria	奥地利	• Hungary	匈牙利	• Norway	挪威
• Azerbaijan	阿塞拜疆	• Iceland	冰岛	• Portugal	葡萄牙
• Belarus	白俄罗斯	• Ireland	爱尔兰	• Romania	罗马尼亚
• Belgium	比利时	• Isle of Man	马恩岛	• Russia	俄罗斯
• Bulgaria	保加利亚	• Israel	以色列	• San Marino	圣马力诺
• Cape Verde	佛得角	• Italy	意大利	• Serbia	塞尔维亚
• Croatia	克罗地亚	• Jersey	泽西	• Slovak Republic	斯洛伐克共和国
• Cyprus	塞浦路斯	• Kazakhstan	哈萨克斯坦	• Slovenia	斯洛文尼亚
• Czech Republic	捷克共和国	• Kosovo	科索沃	• Spain	西班牙
• Denmark and Faroe Islands	丹麦和法罗群岛	• Kyrgyzstan	吉尔吉斯斯坦	• Sweden	瑞典
• Estonia	爱沙尼亚	• Latvia	拉脱维亚	• Switzerland	瑞士
• Finland	芬兰	• Liechtenstein	列支敦士登	• Tajikistan	塔吉克斯坦
• France	法国	• Lithuania	立陶宛	• Tunisia	突尼斯
• Georgia	格鲁吉亚	• Luxembourg	卢森堡	• Turkey	土耳其
• Germany	德国	• Macedonia	马其顿	• Turkmenistan	土库曼斯坦
• Gibraltar	直布罗陀	• Malta	马耳他	• Ukraine	乌克兰
		• Moldova	摩尔多瓦	• United Kingdom	英国

International BDO network

BDO国际网络



5th

BDO INTERNATIONAL IS THE WORLD'S FIFTH LARGEST ACCOUNTANCY NETWORK

BDO国际是全球第五大会计师网络

1,200+

1,118 OFFICES PRESENT IN 138 COUNTRIES

在138个国家拥有1,118家办事处

55,000

55,000 PARTNERS AND STAFF WORLD WIDE

全球拥有5万5千名合伙人与员工

\$6.0bn

TOTAL COMBINED FEE INCOME OF US\$6.015BN/€4.630BN (2011)

总营业额：60.15亿美元/46.30亿欧元（2011）

► EUROPEAN CHINA DESK

MEMBERS OF OUR EUROPEAN CHINA TEAM

欧洲中国小组成员



BERT KEGELS

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► NOTES

笔记

笔记

[illegible]

BDO International Limited is a UK company limited by guarantee. It is the governing entity of the international BDO network of independent member firms ('the BDO network'). Service provision within the BDO network is coordinated by Brussels Worldwide Services BVBA, a limited liability company incorporated in Belgium with its statutory seat in Brussels.

Each of BDO International Limited, Brussels Worldwide Services BVBA and the member firms is a separate legal entity and has no liability for another such entity's acts or omissions. Nothing in the arrangements or rules of the BDO network shall constitute or imply an agency relationship or a partnership between BDO International Limited, Brussels Worldwide Services BVBA and/or the member firms of the BDO network.

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