



**Australia Chinese
Services Group**
澳大利亚中国服务组

Contents

内容

Australia Chinese Services Group	澳大利亚中国服务组	1
Our services in Australia	我们在澳大利亚的服务内容	2
Our selected credentials	我们的部份资历	6
Contacting the Australia CSG	与我们澳大利亚的团队联系	8

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Australia Chinese Services Group

澳大利亚中国服务组

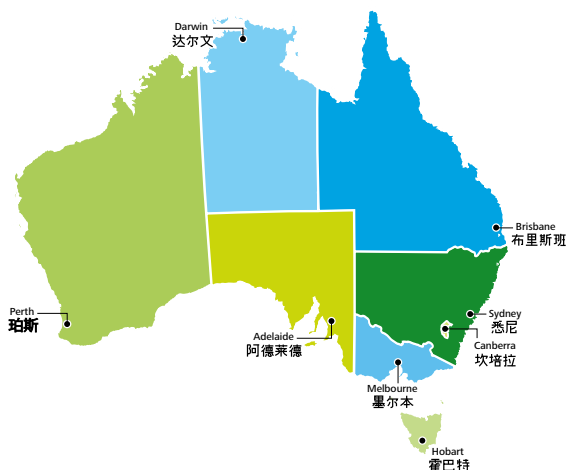
China's phenomenal growth has made it an economic powerhouse and a significant player on the world stage. For Australian companies eyeing Chinese capital and Chinese markets, having the right 'China connection' is critical to future success. For Chinese companies expanding into Australia, developing a right 'Australia strategy' is key to ensuring successful outcomes. Regardless of your unique business propositions, the Australia Chinese Services Group (CSG) is here to help you. We are an integrated team of specialists from both Australia and China that provide bespoke and seamless services to our clients in inbound and outbound activities. We provide Australian outbound companies with seamless interactions with our China office and a suite of borderless advisory services

With your business objectives and shareholder value in mind, our CSG services are comprehensive and targeted to your requirements. For example, our tax professionals can help you to develop the right ownership and transfer pricing structure in inbound and outbound transactions, optimise your operational and investment return. Our corporate finance professionals can help you to find the right investor in China, or the right project in Australia, that satisfies your financing and investment requirements. Leveraging an integrated platform of expertise and network in China and Australia, Australia CSG is positioned to be your partner in achieving your competitive advantages and realising greater success.

持续快速的经济增长已经使中国成为经济大国，更日益成为国际舞台上的主角。对于前往中国引资或开发市场的澳大利亚企业而言，拥有中国的关系网络和当地知识是成功的关键所在，而对于前来澳大利亚投资和发展的中国企业来说，制定强有力的“澳洲战略”将是确保圆满成功的必需。澳大利亚中国服务组是一支由澳中两国专家优化整合组成的团队，该团队精通两国专业知识和商业文化，为客户在澳中双边从事的投资和发展业务提供量身定制的服务组合。对有意在中国开拓市场并投资的澳洲公司，我们通过与德勤在中国各地事务作的紧密合作提供一系列跨境咨询服务。

以您的战略目标和股东利益为基础，澳大利亚中国服务组的服务项目时刻围绕着您的业务需求。举例而言，我们资深的税务专家了解澳中双边的政策和法规，在涉及双边贸易和投资的项目中帮助您设计最合理的交易架构、制定最有效的转让价格体制，从而提高您的营业利润和投资回报。我们负责融资并购的专家可以为您在澳中两国牵线搭桥，寻找最合适的投资机会和战略合作伙伴。一个整合的澳中网络是澳大利亚中国服务组的强大优势，通过这个网络平台，我们希望成为您最信赖的业务伙伴，与您共同开辟成功的篇章。

Location of CSG team in Australia
中国服务组在澳大利亚的地点



Location of Deloitte offices in China
德勤在中国的办事地点



Our services in Australia

我们在澳大利亚的服务内容

For Chinese companies investing in Australian projects or companies

While Australia presents enormous investment opportunities, Chinese companies could face significant challenges when investing in Australia. These challenges could include:

- Obtaining an in-depth understanding on the laws and regulations that govern foreign investments
- Finding the right projects or companies in the region that satisfy investment criteria
- Negotiating with the Australian counterpart to reach a win-win outcome
- Understanding the complexity of Australian tax laws and applying them to the transaction
- Working with Foreign Investment Review Board (FIRB) to secure an approval
- Closing the transaction in a timely fashion
- Incentivising local management post-acquisition.

Our targeted CSG services include:

- Workshops and training courses on investment into Australia
- Market assessments and provide entry strategy advice
- Identifying and evaluating strategic partners, projects or acquisition targets
- Approaching strategic partners on your behalf and providing advice on transaction structuring and negotiation
- Conducting due diligence on projects or companies to be acquired
- Providing tax planning advice on transaction structure
- Providing advice on FIRB related issues and file FIRB application on your behalf
- Reviewing transaction documentation to close the transaction
- Register your business in Australia
- Advice on immigration rules to employ foreign workers in Australia and provide assistance with obtaining work visa for your non-Australian workforce.

前往澳大利亚投资的中国企业

澳大利亚提供了许多潜在的投资机会，然而中国企业在前往澳大利亚投资时，往往会面临复杂的挑战，其中包括：

- 彻底的了解外商在澳大利亚投资方面的法规
- 在澳大利亚境内寻求符合投资目标的项目和并购机会
- 与澳方谈判投资细节，从而获取双赢的局面
- 了解澳大利亚复杂的税务法规并且将其合理地运用在投资交易中
- 确保投资及并购意向得到澳大利亚对外投资审核委员会 (FIRB) 的批准
- 在合理的时间内完成投资交易
- 激励管理层在并购后继续合作。

针对以上的挑战，澳大利亚中国服务组能够为您提供以下服务：

- 提供在澳大利亚投资的相关培训和讲座
- 进行市场评估，提供入市策略建议
- 寻找并鉴定战略合作伙伴、投资项目或并购目标
- 为交易架构与澳方协商提供相关的咨询服务，并代表贵公司与澳方谈判
- 针对投资项目或并购资产提供尽职调查服务
- 为交易结构设计合理的税务策略
- 为如何向澳大利亚对外投资审核委员会 (FIRB) 提交投资意向提供咨询服务
- 为贵公司准备并审阅有关的法定文件以便圆满完成收购的程序
- 帮助贵公司在澳大利亚注册其分公司
- 根据《移民法》规定为雇用外籍劳工来澳工作提供咨询，并协助贵公司非澳籍员工办理工作签证。

For Chinese companies operating in Australia

Whether your business has recently established a footprint into Australia, or has been operating in Australia for many years, ongoing changes in the business environment and regulatory landscape require your business to team up with a business advisory partner to continue your success. Our CSG team understands the challenges that your business could face:

- Acquiring the right level of management and operational capabilities in your team
- Setting up an effective transfer pricing scheme to optimise profitability and comply with tax regulations
- Raising capital for additional investments and operational expansion
- Understanding the complexity of Australian labour laws and managing a culturally diverse workforce
- Improving your cost structure and maintaining your competitive advantages
- Finding a third party to provide continuous and consistent services such as annual audit and tax return.

Our targeted CSG services include:

- Identifying Investment Opportunities
- Developing a workforce plan that caters to your workforce diversity and business goals
- Providing expertise secondment program to help your team to develop the right capabilities
- Creating a transfer pricing model that works for your business in Australia and overseas
- Providing advice on legal and regulatory compliance in workforce management, financial reporting, and tax structure
- Advising raising capital via project finance, debt vehicles, and/or IPO (in Australia or overseas)
- Providing indirect tax planning on VAT/GST, property tax, business tax, etc.
- Providing management consulting services such as:
 - Strategic sourcing
 - Supply chain optimisation
 - IT systems review, selection and implementation.
- Providing annual audit and tax compliance services
- Minimise costs that arise in relation to your workforce and develop commercially appropriate and tax-effective compensation packages.

已在澳大利亚运作的中国企业

无论贵公司是刚刚进入澳大利亚市场，或是已在本地运营多年，商业环境和法规的变迁都会给您的企业带来影响，您需要一个长期稳定的专业伙伴助您一臂之力。澳大利亚中国服务组了解您所可能会遇到的挑战：

- 让您的管理营运团队发挥他们的潜在能力
- 设计一个优化利润并且依循税法的转移定价方案
- 为投资计划和业务扩张融资
- 了解澳大利亚劳工相关法律，有效地管理一个多元化的人才队伍
- 改善成本架构，维持公司的核心竞争优势
- 寻找事务所提供持续的年度审计和报税工作

针对以上的挑战，澳大利亚中国服务组能够为您提供以下服务：

- 为贵公司寻找合适的投资机会
- 为贵公司设计一份人力资源规划蓝图，确保公司的目标能够通过一个多元化的人才队伍而实现
- 制定专业人才的派遣计划，帮助您的团队培养全面技能
- 为贵公司国内和海外业务制定合理统一的转让价格体系
- 就劳工管理、财务报表和税务结构等问题提供与法律法规的一致性审核
- 通过项目融资、债务申请与(在澳洲或海外)公司上市等方法来协助贵公司筹集资金
- 就消费税、物业税、营业税等方面设计合理税务规划
- 提供管理咨询服务，例如：
 - 战略性外包方案
 - 优化供应渠道
 - IT系统选项与实施。
- 提供年度审计与税务服务
- 最大化降低劳工成本并设计合理薪酬计划以同时满足商业和税收优化目的。

For Australian companies seeking strategic Chinese investors

Having the right connection in China is important when finding that strategic investor for your project or company. Our CSG team, working together with Deloitte China firm, will provide you with the right access to the community of strategic Chinese investors. We can help you to address the following challenges:

- Getting connected with potential Chinese investors
- Communicating with the real decision makers and expediting the decision making process
- Negotiating with the counter-party to achieve a mutually beneficial outcome.

Our targeted CSG services include:

- Organise investment road shows on your behalf
- Present your investment opportunities to the investors at the right decision making level
- Conduct initial screening on potential Chinese investors
- Provide sell-side advisory services
- Conduct vendor due diligence
- Provide advice on transaction negotiation and structure
- Prepare all necessary documents to execute the transaction.

澳大利亚公司寻求中国战略性投资合作伙伴

拥有一个有效的中国关系网络是您寻找中方战略投资伙伴的关键。我们中国服务组与德勤中国办事处合作为您提供一个关系平台，是您寻找融资的最快途径。我们可以帮助您解决以下几个问题：

- 与潜在合适的中方投资者接触，传达投资机会
- 与真正决策者进行沟通并了解决策过程
- 与中方投资者谈判确保双赢的结果。

针对以上的挑战，澳大利亚中国服务组能够为您提供以下的服务：

- 代表贵公司的融资项目在中国做宣传
- 与投资方的决策层直接沟通，介绍讨论您的融资项目
- 在潜在中方投资者中进行初步筛选
- 提供卖方咨询服务
- 进行卖方尽职调查
- 提供有关交易谈判的咨询
- 为完成交易准备所有的必要文件。

Having the right connections in China is important when finding that strategic investor for your project or company

拥有一个有效的中国关系网络是您寻找中方战略投资伙伴的关键

For Australian companies expanding into China

Chinese markets present exciting opportunities to Australian companies expanding overseas. Access to 20% of world population and an economy growing at 8% to 10% per annum serves as a solid platform to working together with Deloitte China practice evolving future growth in your business. Our CSG team, can help you to overcome these challenges related to going into China:

- Acquiring a sufficient understanding of doing business in China
- Developing a good entry strategy for your target market in China
- Working with your Chinese partners to access customers and capital
- Obtaining an in-depth understanding of laws and regulations that govern foreign entities operating in China, as well as tax incentives available to foreign entities
- Managing a local workforce in accordance to Chinese labour law, and your expat workforce with the right level of remuneration.

Our targeted CSG services include:

- Provide workshops and training courses on doing business in China
- Conduct market assessment and provide entry strategy advice
- Develop organic and M&A growth strategies
- Identify and evaluate strategic partners, alliances or acquisition targets
- Provide international tax and business vehicle planning, and organisational guidance
- Assist with implementation and human capital management
- Perform business registration
- Profits repatriation
- Manage expat work force and integration assignment
- Develop transfer pricing planning execution framework.

前往中国市场扩展经营规模的澳大利亚企业

中国占有全世界20%的人口，并且享有每年8%–10%的经济成长，中国市场提供了许多商机予前进中国发展的澳大利亚公司。我们中国服务组可以协助您克服许多关于中国投资方面的难题与挑战：

- 充分了解如何在中国从事商业活动
- 发展一套在中国市场发展的优良策略
- 与中国企业合作而获取顾客和资金
- 了解中国复杂的法规的并且将其运用贵公司的中国业务
- 依据中国劳工法例管理当地的人力资源并且为您的外部经理人决定合乎标准的薪资水平。

针对以上的挑战，澳大利亚中国服务组能够为您提供以下的服务：

- 提供企业在中国进行商业活动的相关训练和课程
- 进行市场评估、提供入市策略建议
- 扩展有机与合并重组发展策略
- 识别并评估战略合作伙伴、联盟或收购目标
- 提供国际税务及投资工具的筹划以及组织机构指南
- 协助实施投资方案并进行人力资本管理
- 执行企业注册
- 利润汇回
- 管理外籍员工工作团队以及国际事务
- 筹划转让定价规划执行框架。

Our selected credentials

我们的部分资历

- Provided tax advice on investment structure options to a Chinese steel company in relation to its investment activities in Australia
- Acted as the lead financial advisor to assist COFCO successfully finish its acquisition on Tully Sugar, the group's first overseas transaction on sugar mills
- Performed due diligence, transaction structuring and valuation work for a Chinese mining company in Australia. Also performed GST and consolidation work for their local operations
- Assisted a Chinese metallurgical company with a GST private binding ruling request in relation to the asset movement of their Australian operations. Also acted as the tax advisers to its Australian holding company
- Ranging financial, commercial, tax and human resources based advice to Bright Food in relation to its proposed acquisition of Manassen Foods
- Provided tax compliance and consulting services to a Chinese steel company's Australian operations since 2005; provided a review of the transfer pricing documentation and other transfer pricing consulting services since 2007
- Prepared an independent expert's report in relation to the placement of a company's shares to a steel company, whether the placement was fair and reasonable to non-associated shareholders
- Prepared an independent expert's report in relation to a Chinese coal company takeover of a resource company
- Provided Australian taxation planning advice for potential inbound opportunities for a Chinese infrastructure company
- Provided transfer pricing services to a Chinese company in Australia
- Prepared an independent expert's report in connection with the placement of 114 million shares in a Australian company to three Chinese investors
- Advised a Chinese SOE in relation to its acquisition of an Australian-based chemicals manufacturer
- Provided due diligence support to a Chinese fertiliser manufacturer in relation to its potential acquisition of an Australian fertiliser distribution business
- Advised Cheung Kong Holdings/Hong Kong Electronic in relation to their A\$0.9bn acquisition of the Wellington based distribution business
- 为一家中国钢铁公司在澳大利亚的投资提供相关税务以及投资架构选项等咨询服务
- 作为首席财务咨询顾问成功地协助了中粮集团完成其第一笔海外糖业并购交易
- 为一家中国矿业公司提供尽职调查、并购结构设计以及估值咨询服务。同时为其在澳大利亚本地的分公司提供消费税和税务合并等咨询服务
- 协助一家中国冶金公司就澳大利亚资产转移事项提交消费税的裁决，得到满意的结果。同时被其位于澳大利亚控股公司聘请为特定税务顾问
- 为光明食品成功收购澳大利亚玛纳森股权提供财务、商业、税务和人力资源管理咨询
- 自2005年以来为一家中国钢铁公司在澳大利亚的分公司提供税务咨询服务，并自2007年起提供转移定价报告以及其他转移定价咨询服务
- 就一项投资交易为一家公司的非关联股东撰写独立专家报告
- 就一家中国煤矿公司收购资源公司的股份撰写独立专家报告书
- 为一家中国国有企业的澳大利亚投资意向提供税务筹划咨询
- 为一家在澳大利亚营业的中国矿业公司提供转移定价咨询服务
- 就三家中资企业购买一家澳大利亚上市公司的1.14亿股份撰写独立专家报告
- 为一家中国国有企业就其收购一家澳大利亚化学品制造商提供了咨询服务
- 为一家中国化肥制造商就收购一家澳大利亚分销公司的投资意向提供尽职调查服务
- 为长江实业/港灯就其9亿澳元收购位于惠灵顿的一家分销业务提供了咨询服务

- Conducted financial and tax due diligence, valuation, transactions structuring services to a leading Chinese Coal and energy producer in China for its potential acquisition of an early stage mining exploration company
- Appointed as the advisor by a multinational networking and telecommunication company headquartered in China to assist its immigration request
- Provided due diligence support to a Chinese-based investment bank in relation to its acquisition of an Australian automotive components manufacturer
- Provided financial modelling services to a global investment bank and a Chinese property developer since 2007
- Provided due diligence support to an Australian technology company in relation to the acquisition of a China based data interrogation business
- Assisted a beverage company on the disposal of their China based brewing assets
- Provided due diligence support to a global investment bank in relation to the proposed acquisition of a China based manufacturer of cardboard packaging
- Provided due diligence support to a global investment bank in relation to the proposed acquisition of multiple China based travel agencies
- Provided ongoing internal audit services to three Australian manufacturing companies with their China operations
- Provided tax services to a packaging company in relation to the restructure of their China investments and structuring for future acquisitions in China
- Provided transfer pricing services to a US labelling company for its Hong Kong and China operations since 2007
- Assisted a major Chinese based manufacturer with vendor due diligence in Australia
- Advised many Australian financial and trade related enterprises in relation to their due diligence on Chinese targets across a broad spectrum of industries
- Provided modelling services to an Australian owned energy, technology and project development company in seeking debt investments from a Chinese bank
- Provided initial structuring, taxation due diligence and management remuneration advice to a Chinese SOE in relation to its acquisition of an Australian-based scientific and mining equipment supplier.
- 为中国一家大型煤炭能源公司在其并购一家早期矿业勘探公司潜在交易提供财务和税务尽职调查、交易结构规划、交易价值评估等服务
- 被一家总部位于中国的大型电讯公司聘为其移民咨询专职顾问，为其提供来澳企业移民服务
- 为一家中国投资银行就其收购澳大利亚汽车零部件制造商提供了尽职调查服务
- 自2007年起不断地为一家全球性投资银行以及一家中国房地产开发商在澳大利亚投资业务提供财务模型服务
- 为一家澳大利亚技术公司就收购一家中国的数据分析公司提供了尽职调查服务
- 协助一家澳大利亚饮料有限公司处置在中国的啤酒酿造资产
- 为一家全球性投资银行就收购一家中国的纸板包装生产商的投资意向提供了尽职调查服务
- 为一家全球性投资银行就收购多家中国的旅行社提供了尽职调查服务
- 为三家澳洲生产商以及他们在中国的业务提供多年内部审计服务
- 为澳洲一家容器制造有限公司就其目前在中国的投资以及未来在中国的收购提供重组税务服务
- 自2007年为一家美商标签制造公司就其在香港以及中国的业务提供转让定价服务
- 协助一家中国的重要生产商提供其澳大利亚供应商的尽职调查服务
- 为多个澳洲金融与贸易有关的企业就收购各行业的相关企业提供尽职调查服务
- 为一家澳洲能源、技术与项目开发公司为从中国银行寻求债券融资而提供财务模型的服务
- 为一家大型国有企业成功收购一家澳大利亚矿产机械设备公司，提供最初构架规划、税务尽职调查、管理人员薪酬制定咨询服务。

Contacting the Australia CSG

与我们澳大利亚的团队联系

CSG general enquiries

有关中国服务组的一般询问，请致函以下邮箱。

email: csgaustralia@deloitte.com.au

Perth 珀斯

Keith Jones 蒋思凯
**Australia CSG Leader
Energy and Resources,
Australian Leader
Managing Partner,
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