

## CHINA PRACTICE GROUP / 中国业务部

### INTRODUCTION

China is one of Australia's largest trading partners and over recent years Australia has experienced a rapid influx of Chinese businesses and individuals seeking investment opportunities. At RSM, we understand the cultural differences and economic diversity between China and Australia and we value our Chinese clients. This is built on years of being their trusted adviser and helping them to successfully invest and grow in the Australian and international market.

### RSM NETWORK

In this fast-paced environment, you need an adviser who thinks ahead and rapidly responds to your changing needs. At RSM, we build strong relationships based on a deep understanding of what matters most to our clients.

It is our strong, collaborative approach that differentiates us. We will strive to truly understand you, your strategies and your aspirations and endeavour to be considered the adviser of choice to your business. By sharing the ideas and insights of our most senior professionals, we bring our expert local and global knowledge and resources to your environment, so you feel understood and empowered to move forward with confidence.

This is the power of being understood. This is the RSM experience.

- We are the 6th largest global audit, tax and consulting network
- We have firms in 120 countries and are in each of the top 40 major business centres throughout the world
- We have combined staff of over 38,000 in over 760 offices across the Americas, Europe, MENA, Africa and Asia Pacific
- Our clients range from growth-focused entrepreneurial businesses through to leading multinational organisations across many sectors and operating nationally and across borders

### 简介

中国是澳大利亚最大的贸易伙伴之一，近年来进入澳大利亚寻求投资机会的中国企业和个人亦在蓬勃增长。在RSM，我们深知中澳两国之间的文化差异和经济多样性，我们也格外重视我们的中国客户。多年来，我们一直是他们倍加信赖的顾问，帮助他们在澳大利亚和国际市场成功投资并发展壮大。

### RSM 网络

在如今瞬息万变的环境中，您的咨询顾问需要具备超前思维，并能迅速感知您需求的任何变化。在RSM，我们依托自身对客户最关切问题的深入认识，与客户建立起牢固的合作关系。

正是这种随行聚力的做事风格使我们与众不同。我们将真正做到理解客户需求，客户战略以及客户的期望和工作方向，力争成为客户心目中的首选顾问。我们会有最资深的专家与您分享信息与见解，并依托本地以及全球的专业知识与资源，设身处地为您服务，让您在感到被理解的同时，充满自信地迈步向前。

这就是被理解的力量，这就是RSM的经验所在。

- 我们是全球第六大审计，税务和咨询机构
- 我们在全球120个国家设有事务所，遍布全球40个主要商业中心
- 我们在美洲，欧洲，中东和北非，非洲及亚太地区设有760多个办事处，员工合计超过38,000人
- 我们的客户既有注重增长的创业企业，也有领先的跨国公司，涉及各行各业，兼顾寰宇内外



## ASIA PACIFIC CONNECTIONS

RSM's clients benefit by having international expertise in easy reach. The RSM Asia Pacific Regional Office and RSM Australia International Helpdesk are located in RSM's Melbourne office. In addition to our international expertise, the Centres of Excellence for Risk Management, Financial Audit and International Tax services are also led and co-ordinated from Australia and provide our clients with timely and reliable service across our network.

RSM Asia Pacific firms are located in:

- Afghanistan
- Australia
- Bangladesh
- China
- Hong Kong
- India
- Indonesia
- Japan
- South Korea
- Malaysia
- Myanmar
- New Zealand
- Pakistan
- Singapore
- Sri Lanka
- Taiwan
- Tajikistan
- Thailand
- Vietnam

Knowledge of the Asia Pacific region is a particular strength of RSM. Our advisers understand the complexities associated with moving investments or business to Australia and how this may impact your financial circumstances in your home country. RSM member firms are experienced in dealing with these scenarios and can work with you to achieve a successful outcome.

Through the RSM Asia Pacific Regional Office, multinational clients receive centralised access to the RSM network. If you are considering whether to migrate to Australia, RSM can bridge any gaps in financial and management communication to help ensure your success.

## 连接亚太

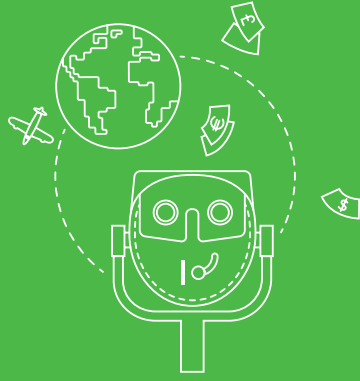
在与RSM的每一次接触中，客户都能受益于RSM卓越的国际专业知识。RSM亚太地区办事处与RSM澳大利亚国际帮助中心均设在RSM墨尔本办事处内。除了拥有丰富的国际专业知识外，我们也在澳大利亚领导和协调风险管理卓越中心，金融审计与国际税务服务部，及时可靠地为客户提供贯穿整个网络的服务。

RSM亚太地区事务所分布于：

- 阿富汗
- 澳大利亚
- 孟加拉国
- 中国大陆
- 香港
- 印度
- 印度尼西亚
- 日本
- 韩国
- 马来西亚
- 缅甸
- 新西兰
- 巴基斯坦
- 新加坡
- 斯里兰卡
- 台湾
- 塔吉克斯坦
- 泰国
- 越南

深厚的亚太地区知识，是RSM尤为显著的优势之一。我们的顾问深知投资澳大利亚或拓展澳洲业务涉及诸多复杂问题，也了解其对您中国财务状况产生的影响。RSM在处理这些问题方面经验丰富，能够与您携手，共同实现既定目标。

通过RSM亚太地区办事处，跨国客户还能集中获得整个RSM网络的一体化服务。若您正在考虑是否移民澳大利亚，RSM可协助您填补财务和管理沟通方面的漏洞，确保您顺利达成心愿。



## BILINGUAL PRACTITIONERS

Our priority is to deliver exceptional service and we achieve this through effective communication. We have key practitioners who are fluent in Mandarin, Cantonese and many other languages. Our bilingual professionals have a wealth of professional knowledge and practical experience and are dedicated to helping you operate effectively and extract maximum value from your investments in Australia.

## HOW CAN WE HELP?

We provide our Chinese clients with timely advice in relation to the following:

- Establishing business operations in Australia, including advice on the appropriate structure to undertake your business and investment activities
- Commercial and financial due diligence to assist you with making the right decisions
- Buying businesses, residential, commercial or farming property in Australia
- Taxation structuring and advisory
- Importing goods and services into Australia
- Exporting goods and services from Australia
- Sale of your business or investment assets
- Audit, accounting and other business advisory services
- Capital market support & IPOs
- Mergers & acquisitions
- Transaction support & due diligence
- Valuation & expert reports

We also have a thorough understanding of the Australian income tax law regulations and the importance of complying with the Foreign Investment rules when undertaking investment and business activities.

We believe in working closely together to ensure we provide the best possible service through understanding your businesses and needs. As a result, our relationships are long lasting and you have direct access and quick response times from your key RSM contacts.

## 双语执业人员

我们以卓越服务为工作重心，并通过有效沟通来实现这一工作目标。我们配有能够流利讲普通话，广东话及其他多种语言的主要执业人员。我们的双语专业人士具备丰富的专业知识和实践经验，专注于帮助客户优化经营效率，实现在澳投资项目的利益最大化。

## 我们可提供何种帮助？

我们就以下方面为中国客户提供及时建议：

- 在澳创办经营企业，包括建议客户应采取何种适宜结构来开展商业和投资活动
- 商业与财务尽职调查，协助客户做出正确决策
- 在澳购买企业，住宅，商业或农业地产
- 税收结构筹划与咨询
- 向澳大利亚进口产品与服务
- 从澳大利亚出口产品与服务
- 出售企业或投资资产
- 审计，会计及其他商业咨询服务
- 资本市场支持与IPO
- 合并与收购
- 交易支持与尽职调查
- 估值与专家报告

我们对澳大利亚税务法律法规有着深刻全面的了解，并且深知在开展投资和商业活动过程中遵守外商投资规定的重要意义。

我们坚信，密切合作能够确保我们了解客户的业务和需求，从而尽可能地提供最优质的服务。这样，我们便可与您保持长久稳固的关系，您也可直接询问RSM客户代表，我们将迅速做出回应。

## SERVICE INDUSTRIES

The Australian market is attractive to Chinese investors with significant opportunities for generating wealth and we have extensive experience in the following sectors:

- Mining
- Property investment in residential, commercial and farming land
- Property development
- Construction
- Retail
- Aged care services
- Farming and agriculture
- Financial services
- Importing and exporting

RSM Australia has an established network of trusted relationships with a range of external business advisers that are beneficial to our Chinese clients' requirements.

We have successfully been able to provide our Chinese clients' with access to our experienced network of multilingual speaking lawyers, bankers, architects, town planners and business agents.

## EXPERIENCES

- Providing advice to Chinese investors in relation to the purchase and development of numerous housing projects and building portfolios across the major capital cities of Australia
- Providing ongoing accounting and taxation advice to Chinese investors and families migrating to Australia under the Significant Investor Visa and Premium Investor Visa
- Assisting Chinese investors with the purchase of a large Australian dairy group
- Assisting a Shanghai listed Chinese entity with due diligence and proposed acquisition of an Australian-owned group of entities with over \$200million in gross revenue
- Assisting a Hong Kong listed Chinese entity with the acquisition of an Australian lifestyle retail group
- Providing financial due diligence, advisory and audit services for a Singapore based company in respect of its successful listing on the Australian Securities Exchange
- Providing assurance services to the Australian subsidiary of a Chinese State Owned Enterprise, which is one of the largest in its industry in China

## 服务产业

澳大利亚市场蕴藏着众多财富增长机会，对中国投资者产生了极大的吸引力。我们具备以下产业领域的丰富经验：

- 矿业
- 住宅，商业与农业用地投资
- 房地产开发
- 建筑施工
- 零售
- 养老服务
- 农场与农业
- 金融服务
- 进出口

RSM Australia 与众多外部商业咨询机构建立了相互信赖的合作关系，有利于满足中国客户的不同要求。

长期以来，我们已成功帮助中国客户对接经验丰富的多语律师，银行家，建筑设计师，城镇规划师和商业代理人网络。

## 成功经验

- 为中国投资者提供专业建议，涉及澳大利亚各大首府城市众多住宅和建筑项目的收购与开发业务
- 为有意通过重大投资者签证和至尊投资者签证移民澳大利亚的中国投资者和家庭提供长期的会计与税务建议
- 协助中国投资者收购澳大利亚某大型乳业集团
- 协助中国某沪市上市公司开展尽职调查，以收购澳大利亚某年营业收入超过\$2亿澳元的公司集团
- 协助中国某香港上市公司收购澳大利亚某生活类商品零售集团
- 为某新加坡公司提供财务尽职调查，咨询和审计服务，最终帮助其在澳大利亚证券交易所成功上市
- 为中国某国有企业的澳大利亚子公司提供担保服务，该国有企业是所在产业的中国龙头企业之一