



Let's go China!

LET'S GO CHINA

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## Czech Station Operation Manual



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# Let's Go China

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## Czech Station Operation Manual



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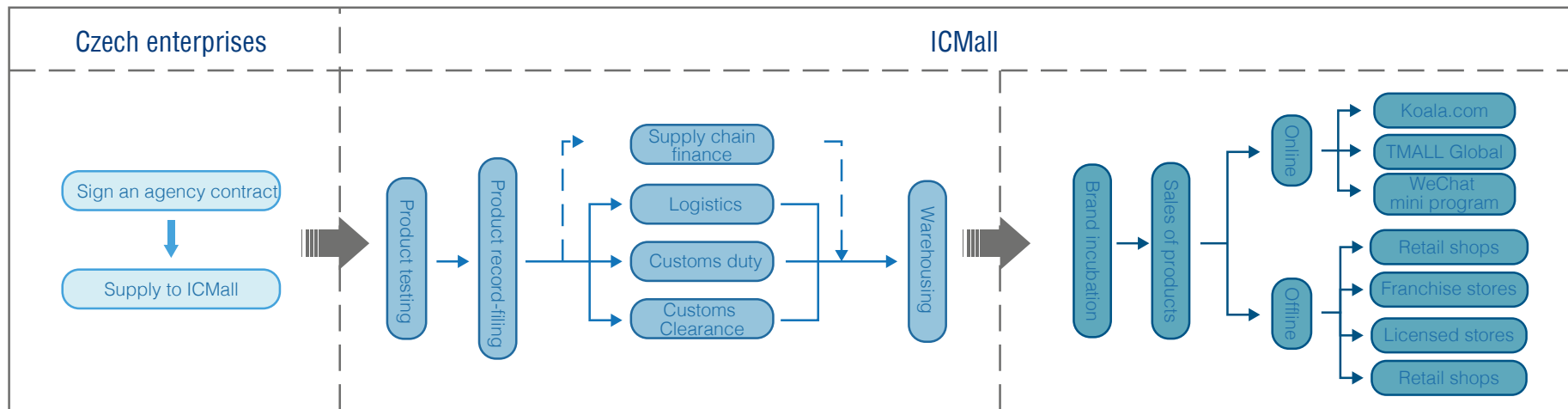


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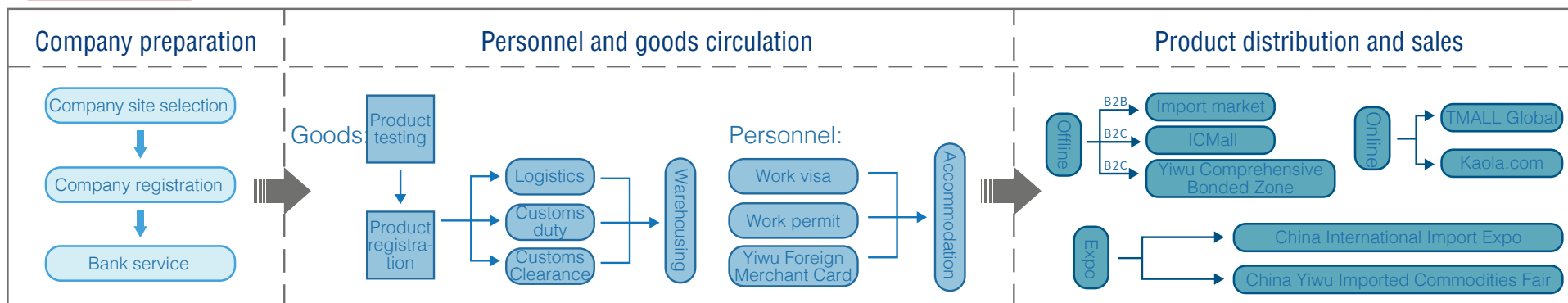


# The service flow chart of "Let's Go China" Czech Station

### Sales Agency



### Self-management

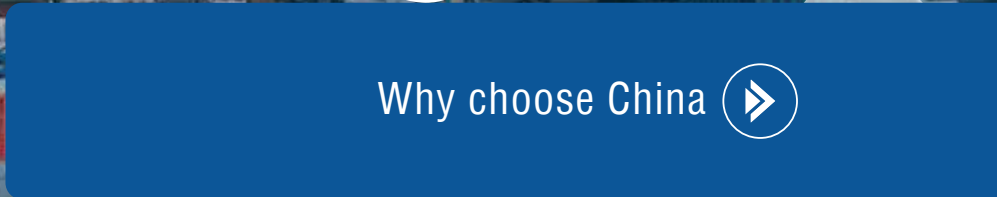


### Our Services

- ⊙ Company registration
- ⊙ Open a bank account
- ⊙ Office leasing
- ⊙ Inspection and Quarantine
- ⊙ Product record-filing
- ⊙ Custom clearance
- ⊙ Logistics service
- ⊙ Warehousing services
- ⊙ Visa, work permit
- ⊙ Foreign merchant card application consultation
- ⊙ Hotel reservation
- ⊙ Accountant & law firms recommendation
- ⊙ Market entry
- ⊙ Supply chain finance
- ⊙ Tmall Global.com entry
- ⊙ Comprehensive bonded zone entry
- ⊙ China International Import Expo registration
- ⊙ China Yiwu Imported Commodities Fair registration
- ⊙ Brand incubation
- ⊙ Other services

# Why choose China

# ONE



Why choose China 

# 1 Trade situation between China and Europe

China is the world's largest developing country, with a population of about 1.4 billion, accounting for around 20% of the world's total population. The EU is the world's largest regional trading bloc, with a population of about 740 million, accounting for about 10% of the world's total population. Both are indispensable and important forces on the world stage today. In 2019, the EU and China are each other's first and second largest trading partners, and the total volume of bilateral trade has maintained a continuous growth and the bilateral trade relations have made substantial progress.

According to EU statistics, in 2019 the bilateral trade volume was 559.6 billion euros between the 27 EU countries and China, increased of 5.6%. Exports to China were 19.83 billion euros, and imports from China were 361.3 billion euros, up 5.5% and 5.7% respectively. China and the EU enjoys a very close bilateral trade relationship. In 2019, the EU remains China's largest trading partner, while China is the EU's second largest trading partner. And currently China's main trading partners in Europe include Germany, the Netherlands, Russia, the United Kingdom, France, Italy, Switzerland, Spain, Belgium, Poland, the Czech Republic, Sweden, Denmark, Ukraine, Ireland, Hungary, Finland.

China's exports to the EU are mainly: photovoltaic products, ceramics, glass, rubber, etc.; the EU's exports to China are mainly: luxury goods, precious metal products, meat and dairy products, etc. It can be seen that both sides export special local products, but at the same time there are also significant differences in the trade structure. China mainly relies on the advantage of cheap labor and exports basic products to expand the EU market; the EU, on the other hand, relies on high-tech products to stimulate China's consumption potential through deep and refined processing of basic products.





# 2

## Popularity of Czech products in China



In 2017, the Czech Republic's exports to China reached 56 billion czech crowns, a year-on-year increase of 20%, which is a record high for the Czech republic's exports to China. In 2018, Czech exports to China almost reached 56.137 billion crowns in the previous year. Czech exporters have been steadily opening the Chinese market. In 2018, China's total imports from the Czech Republic were 568 billion CZK. China is the second largest trading partner of the Czech Republic, the second largest importing country and the 17th largest export market. Machinery and transportation equipment account for more than 60% of the direct exports, and Czech exports to China have always been in lead. In addition, industrial and consumer products are also exported to China, especially automotive parts, pumps, switchboards, telephones, circuits, toys, strollers or tires.

Czech exports to China have a long-term upward trend. The fastest growth was in 2007 (an increase of nearly 60%) and 2010 (an increase of 53%). The increase in 2011 was also very high, exceeding 30%. From 2012 to 2018, the growth rate remained between 8-11%.

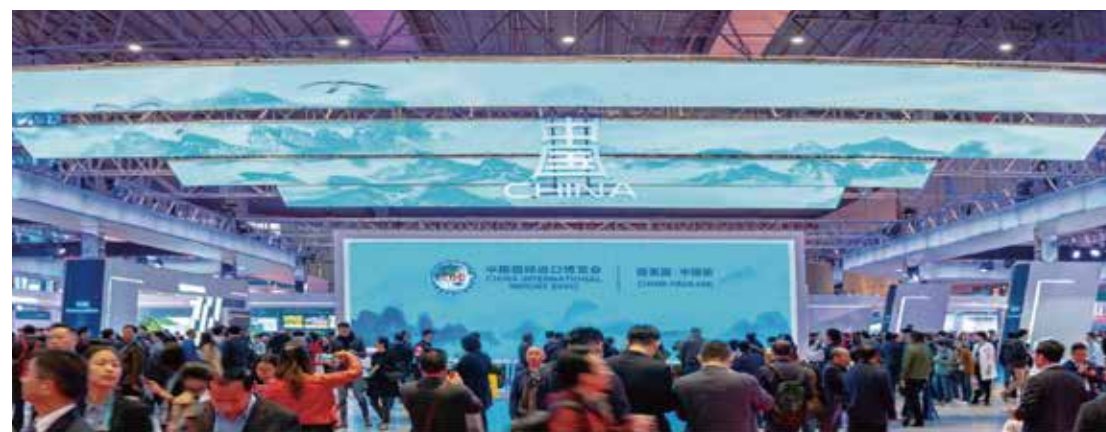
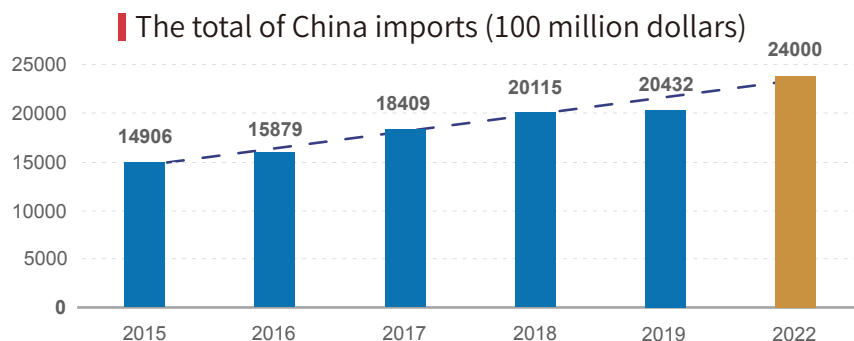
Czech exports to China (billion euros)	
2019	2,189
2018	2,189
2017	2,137
2016	1,734
2015	1,669
2014	1,537





# 3 The convenience for China to expand import trade policy

In recent years, China has continued to pursue a mutually beneficial and win-win opening strategy to develop its import. From 2015 to 2019, the total value of imported commodities continued to rise, and is expected to reach 2.4 trillion US dollars by 2022, which is benefited by a series of trade facilitation policies launched by the government.



# 4 China International Import Fair


In order to support trade liberalization and economic globalization and to open the market to the world, China has held the only national exposition with the theme of imports - China International Import Expo (CIIE) every year since 2018, which includes two parts: exhibitions and forums. The exhibition includes the National Trade and Investment Comprehensive Exhibition (referred to as the National Exhibition) and the Enterprise Commercial Exhibition (referred to as the Enterprise Exhibition), and the forum refers to the Hongqiao International Economic and Trade Forum.

From November 5 to 10, 2019, the second CIIE was held in Shanghai. Xi Jinping attended the opening ceremony of the second China International Import Expo and delivered a keynote speech. By the year, the second Expo has a total turnover of 71.13 billion US Dollars, an increase of 23% over the first one.



# Why choose Yiwu

# TWO

Why choose Yiwu 

## Yiwu Business Environment **1**

Located in central Zhejiang Province, Yiwu is an important part of the city cluster of "Yangtze River Delta". Adhering to the development strategy of "developing the city by prospering commerce", Yiwu has become one of the 18 typical regions in China's reform and opening up. In March 2011, Yiwu was authorized as the pilot reform city of China's comprehensive international trade. President Xi Jinping visited Yiwu 12 times while working in Zhejiang and Shanghai. He pointed out that the rise of Yiwu is "amazing", "creating something out of nothing" and "turning a stone into gold", and Yiwu is the veritable "capital of small commodities" in the world.





### ➤ Yiwu is a commercial city with unlimited business opportunities

Yiwu market has an operating area of more than 6.4 million square meters, with 75,000 dealers, and a collection of 26 categories and more than 2.1 million commodities on sale. It has been awarded the title of the world's largest small commodity wholesale market by the United Nations, the world bank and other authoritative institutions.

### ➤ Yiwu is an open city that integrated to the world

Each year, more than 500,000 overseas merchants make purchase in Yiwu and more than 13,000 foreign businessmen from more than 100 countries and regions reside here. Commodities from Yiwu are exported to more than 210 countries and regions in the world, which makes over 65% of the market foreign-oriented. There are more than 7,200 foreign-funded entities in the city, among which more than 2,300 are foreign-invested partnerships, accounting for about 70% of the national total.



### ➤ Yiwu is a city with vibrant entrepreneurship

Yiwu boasts of 13 national level industrial base, 1 national Economic and Technical Development Zone, 1 provincial level industry cluster district, 1 provincial level high-tech zone, 26,700 industrial enterprises. Yiwu hosts over 130 specialty exhibition every year. Yiwu's logistics network covers 321 prefecture-level cities across the country, connecting the country and the world. It is listed as an international inland port city by the UNESCAP.

### ➤ Yiwu is a pioneering and innovative city determined for self-improvement

Yiwu has been approved as the national pilot city of modern logistics innovation and development and E-commerce big data application statistics; In 2020, "China Goods", an e-commerce platform integrating small commodities in Yiwu, was officially launched, which symbolized a new journey of E-commerce. Yiwu is the first county-level city in China with the authority to invite foreigners, the first pilot city in China to carry out cross-border RMB business for individuals, and the first county in the province with the authority to file and register foreign trade managers.

# 2 Yiwu Trade Facilitation Policy

In September 2018, the city of Yiwu formulated Opinions on Promoting the High-quality Development of the Commercial and Trade Industry (Trial), and introduced 57 specific measures to support the development of import trade, e-commerce and other fields.



## ➤ Support the development of imported consumer goods

For imported consumer goods (including food), a reward of 0.15 yuan will be given for each \$1 of imported goods. For products of key categories, such as maternal and infant supplies, household goods, pre-packaged food, frozen aquatic products, 0.2 yuan will be awarded for each \$1 imported.

## ➤ Support the development of entrepot trade

Those who rely on Yiwu bonded logistics center and designated ports to carry out entrepot trade will be given a reward of 0.05 yuan for each \$1 of goods re-exported.

## ➤ Support enterprises to obtain the agency of imported goods

For the enterprises that have obtained the agency or distribution right of the overseas registered brand in Zhejiang province or in mainland China, and the actual import value of a single brand within one year from the date of introduction is more than \$20,000, each brand shall be given a one-time reward of RMB 20,000 and RMB 50,000, respectively.

## ➤ Provide innovative financial services

The government import credit enhancement fund shall be set up with an initial scale of 100 million yuan to support the development of import enterprises.

## ➤ Implement advance compensation

The government carries out the advance compensation system and would reward 500,000 yuan to the organizer who organizes more than 50 (including) enterprises to participate in the advance compensation alliance and able to operate it well.



# Yiwu Comprehensive Free Trade Zone

# 3



Yiwu Comprehensive Bonded Zone is an import and transit trade platform marked by a new type of inland bonded port. The comprehensive bonded area is located in the west of Yiwu city center, with a total land area of around 1.34 square kilometers.

The Comprehensive Bonded Zone mainly focuses on the functions of bonded exhibition, trade and logistics, supplemented by the functions of bonded processing, other R&D services. It is an important measure for Yiwu to expand the import business, incubate the transit market, accelerate the transformation and upgrading the small commodities market, and integrate the eWTP business.

两主三辅一平台



1. Bonded exhibition and trade function



2. Bonded logistics function



3. Bonded service function



4. Bonded processing function



5. Bonded R&D function

# Yiwu Bonded Logistics Center

Yiwu Bonded Logistics Center is the third bonded logistics center in Zhejiang province after the ones in Hangzhou and Ningbo. The approved construction area is 0.13 square kilometers. At present, the project has constructed comprehensive business buildings, a bayonet intelligent logistics information system, a constant temperature and humidity warehouse, etc. The total construction area is 50,000 square meters, among which the warehouse area is 47,000 square meters. The second phase of the project plans to build a warehouse of 53,000 square meters. If the overseas goods enter the bonded logistics center, the customs will grant them as bonded goods. If the export goods enter the center, it will be regarded as the export tax refund in advance. Foreign trade enterprises can carry out bonded storage and simple processing in the bonded logistics center, as well as global procurement and international distribution, transit trade and other related business. So far, more than 30 enterprises have entered the center.



# 4

## China Yiwu Imported Commodities Fair

China Yiwu Import Commodities Fair (hereinafter referred to as "the Fair") was founded in 2012 and upgraded in 2015. It was hosted by China Chamber of International Commerce and China General Chamber of Commerce, aiming to boost the import industry of Yiwu and promote the development of its import trade.



In recent years, the Fair attracts more than 1,000 enterprises from nearly 100 countries and regions to participate in the exhibition every year. The achievements of the exhibition have been highly recognized by the majority of participating enterprises, buyers and importers. The brand effect has become increasingly prominent, and it has become one of the preferred exhibition and trade platforms for foreign consumer goods to enter the Chinese market.



# THREE

Business Strategy in China  
(Self-employed) 

If you want your products to enter the Chinese market, you can set up a company to manage your products independently, or you can find agents in China to sell products for you. If you prefer self-management, you may refer to the following process.


# 1

## Company Preparation

### 1 Company site selection and fit-out work

The rental cost of office space in Yiwu is relatively low. The average annual rent is about 800 yuan/m<sup>2</sup>, property fee is about 75 yuan/m<sup>2</sup> and water and electricity bills are calculated separately. Each lease period is usually 3-5 years. The rent is prepaid on an annual basis. Property fee and utilities are paid monthly.

We recommend the following office spaces for you:

Recommended place	Site photos	Address	Charge (average)
International Business Association Building		Yiwu Financial Business District	Rent: 900 yuan/m <sup>2</sup> /year Property fee: 100 yuan/m <sup>2</sup> /year
International Business Service Center		Yiwu International Trade City District 4	Rent: 700 yuan/m <sup>2</sup> /year Property fee: 72 yuan/m <sup>2</sup> /year
Ocean Business Building		Yiwu International Trade City District 2	Rent: 830 yuan/m <sup>2</sup> /year Property fee: 60 yuan/m <sup>2</sup> /year

Note: The above prices are for reference only. The specific prices vary depending on the floor, orientation, location, etc.

The rented offices are mainly roughcast space. According to business needs, you can carry out the renovations and fit-out work on the condition of not destroying the main structure of the building. If fit-out work is needed, initiatives such as a rent-free period can be negotiated with the landlord, and agreed by the contract.

There are many renovation, decoration and construction companies in Yiwu. The average office fit-out work cost is about 1500 yuan/m<sup>2</sup> and the work efficiency is relatively high. The work usually can be completed within 1-2 months after signing the contract.





## 2 Company Registration

In China, the government encourages "mass entrepreneurship and mass innovation" and provides great convenience to registered companies. In addition, Chinese government encourages the introduction of foreign capital, so it is more convenient for foreign-invested registered trading companies. As long as you prepare the materials required for the company registration (see Chapter 5), you can get a business licence within 1 month.

### Concrete Process

Materials preparation--Name approval--Administration of Commerce approval--Administration for Market Regulation approval--Register and put on record--Engraving company stamp--State Taxation Administration registration--Administration of Foreign Exchange approval--Open a capital account according to the bank approved by the Administration of Foreign Exchange--Inject the registered capital according to the regulations--Record-filing by the Finance Bureau--Record-filing by the Bureau of Statistics--Qualified accountant firm issues capital verification report--Administration for Market regulation issues a formal business licence.



## 3 Bank account

You may need a bank account, if you are doing business in China.

Enterprise accounts include basic accounts and general accounts. The general account refers to the bank settlement account that the depositor deals with in the bank institution other than the bank where the basic account is opened for loan or other settlement purposes. The account can handle loan transfer deposit, loan return and cash deposit, but cannot handle cash withdrawal.

# 2 Goods and Personnel Circulation

## 1 Product testing and certification

To export your products to China, you need to understand China's quality standards for such products.

The main testing and certification items are as follows:

Serial number	Product category	Test items	Main content
1	Consumer goods and retail industry	China Compulsory Certification (CCC)	In the Chinese market, there are 22 categories of products within the scope of the CCC catalog that require mandatory CCC certification. Imported products within the scope of the catalog also need to meet the CCC.
2		CQC mark certification	The product certification business is carried out by the China Quality Certification Center on products outside the mandatory product certification catalog. The scope of certification covers more than 500 products including mechanical equipment, electrical equipment, electrical appliances, electronic products, textiles and building materials. After the enterprise voluntarily applies for the certification and affixes the logo, it can show the society its comparative advantages in safety, electromagnetic compatibility and performance.

Serial Number	Product category	Test items	Main content
3	Customer goods and retail industry	Toys and stroller testing	Chemical, physical and mechanical performance tests, combustion performance tests, electrical safety tests etc. for toys and strollers for children under 14 years old.
4		Textile and clothes testing	Basic safety technical indicators, color fastness, fiber composition, quality, dimensional change, etc. of various types of fibers, yarns, fabrics, clothing and household and industrial textiles.
5		Electronics and electrical appliances testing	According to CE, CB, FCC, VCCI, PSE, UL, VDE, SASO, FDA, etc. certification standards, testing scope covers audio and video, information technology equipment, telecommunications terminal equipment, automotive electronics, household appliances, lighting fixtures, telecommunication cables and other products.
6		Agricultural food products inspection	Weight and quality identification, sample preparation, loss identification, load inspection, supervision of loading and unloading, fumigation, etc.
7	Food and agricultural products	Agricultural food products testing	Detection of microorganisms, ingredients, additives, genetically modified ingredients, allergens, pesticide residues, heavy metal content, etc. of agricultural products.
8		Agricultural food products certification	Certification of Good Agricultural Practices (GAP), organic products, dairy products, food safety, green markets, organic



## 2 Product Record-filing

The person who is responsible for the domestic registration of food and cosmetics exported to China shall go through the formalities of record-filing with the provincial food and medical products administration or the National Medical Products Administration.

### Main procedures as below:

1. Customer qualification inquiry
  - ① For importers importing cosmetics and food from abroad, and the scope of business license shall include cosmetics and food sales, import and export.
  - ② Importers need to go through the customs registration and record-filing of the consignor and consignee, the foreign trader's operation record-filing, and the opening of foreign exchange Enterprise registration and record-filing, China Electronic Port IC Card application.
2. Provide basic information (see Chapter 5 for details) and prepare relevant application materials.
3. Submit electronic record-filing information online.
4. The consignee's record shall be completed within 5 working days after the materials are submitted.



## 3 Czech Station - Freight Station

The Freight Station of the Czech Station is located in the Usti region, the northwest of the Czech Republic; the Metrans station is located on the outskirts of Prague, 5 kilometers away from the city of Prague. The number of annual throughput of container trains is 8000, with 48 hectares of container yards and 54 hectares of operation area, and there is a 45,000 square meters warehouse directly connected by rails.

The Station has easy access to important international logistics hubs such as Hamburg Port, Duisburg Port, Rotterdam Port, Antwerp Port and Marasevic Port in Poland.

It can provide integrated functions such as docking, loading and unloading, warehousing, customs clearance and transit for China-Europe Freight Trains and provide supporting services such as logistics distribution, bonded customs clearance and trade transit for China-Europe import and export trade enterprises.

The project will serve the centralized operation of China-Europe Freight Trains such as YXE China Railway Express, and build a gathering hub for China-Europe Freight Trains, a multi-modal transport hub and a two-way distribution center for import and export commodities between China and Europe.



## 4 Czech Station - Logistics Park

The Logistics Park is located near the Prague Airport, with nearby many well-known e-commerce and logistics companies such as Amazon. It has a standardized warehouse of about 25,000 square meters and 33 docks. It can provide integrated services such as backbone transportation, bonded warehousing, customs clearance, distribution and other cross-border e-commerce supply chain services, and provide one-stop services for trade enterprises such as commodity collection, transportation, warehousing and distribution. The project will optimize and upgrade logistics warehouse management such as overseas warehouses, bonded warehouses, Haitao (global buy) direct delivery collection warehouses, actively expand network channels and supply chain network integration services in neighboring countries, create a benchmark for overseas warehouses, and become a cross-border e-commerce logistics hub in Central and Eastern Europe. The 1000km traffic circle centered in Prague covers major European countries and transportation hubs (aviation, railways and ports).



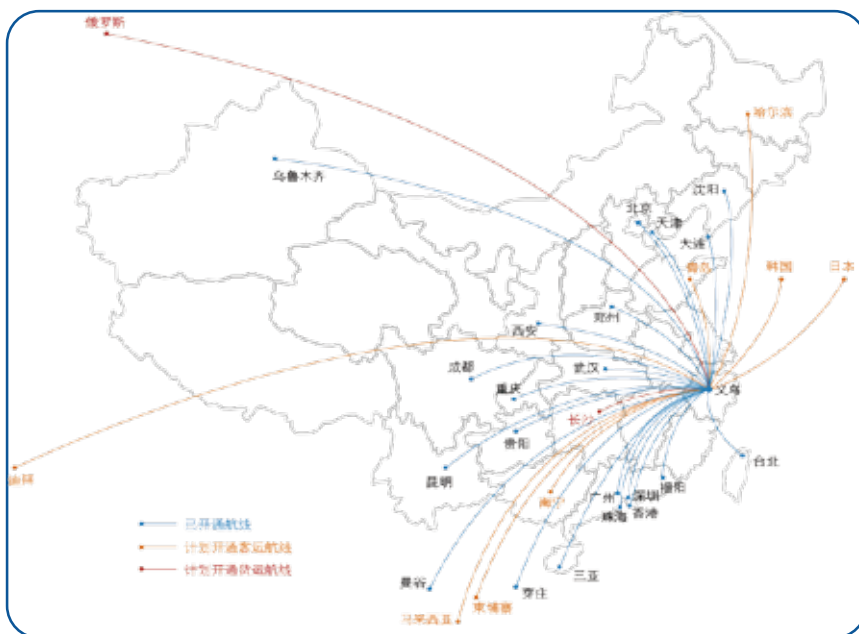
## 5 YXE China Railway express

YXE China Rail Express trains depart every week from Yiwu, China, through the port in Alashankou, Xinjiang, and through Kazakhstan, Russia, Belarus, Poland, Germany and France. It takes 21 days to arrive in the capital of Spain, Madrid. The total length of this railway line is 13,052 kilometers. As the key projects of the Belt and Road Initiative it strengthens the ties between China's eastern coast, Central Asia and Europe.



## 6 Logistics in Yiwu

The transportation of Yiwu is well developed. Yiwu International Airport is 5.5 kilometers away from the center of the city with a domestic terminal of 18,000 square meters and an international terminal of 13,000 square meters.



There are 1923 domestic logistics companies, 1056 international freight forwarder agents, more than 100 air freight forwarders, 4876 import and export companies, 134 courier companies such as China Post Express, ZTO, YTO, Federal Express and DHL in Yiwu. Domestic and overseas well-known shipping companies such as COSCO and Maersk also have set up branches in Yiwu. Based on this, CCC Group has built an international logistics information platform and has integrated resources to provide one-stop logistics services for foreign trade companies.



A total of 6 airlines including Air China, China Southern Airlines, China Eastern Airlines, Shenzhen Donghai Airlines, Thailand New Gen Airways and Vietnam Airlines jointly develop the Yiwu aviation service market, with 19 flight routes and connection to 22 cities. The domestic flight network covers economic hot spots and cities such as Beijing, Guangzhou, Shenzhen and Hong Kong. Anyone can easily arrive in the main cities in Europe with one transfer.



## 7

### Warehouse in Yiwu

In 2019, the average price of China's bonded warehouse is 32.86 yuan/m<sup>2</sup>/month. Regarding the rental prices of various types of warehouses in Yiwu, the high-platform warehouse rental price is 31.60 yuan/m<sup>2</sup>/month; the single-layer warehouse rental price is 20.25 yuan/m<sup>2</sup>/month; the common warehouse and multi-storey warehouse rental prices are 24.67 yuan/m<sup>2</sup>/month and 21.87 yuan/m<sup>2</sup>/month. The price is relatively low.

CCC Group is building the Warehouse of Hengfeng Business Station. It is located in the center of Yiwu Port and the International Trade City. It has an excellent geographical location with an area of 47 acres and a construction area of 22,000 square meters, providing extremely cost-effective warehousing services for import and export enterprises.



## 8 Visa / Work Permit

Czech citizens holding travel passports need to apply for relevant types of visa in advance. Czech citizens living and working in China may apply for work permit.

Type of Stay	Type of Visa
Short Stay	Type M , Type F
Resident in China for work purpose	Type Z If the working period is within 90 days, please apply for the Work permit Notice If the working period is over 90 days, please apply for Work Permit

## 9 Yiwu's Foreign Merchant Card

Foreigners who are residing and working in Yiwu can apply for the "Foreign Merchant Card". With this card, you can enjoy the treatment as Yiwu citizens. In addition to the identity verification function similar to a passport, the Foreign Merchant Card also functions for small-amount payments, social security such as pension and child education, and citizen services such as books borrowing from library and public transportation.



## 10 Accommodation

There are more than 500 hotels in Yiwu, including 17 high-end luxury hotels. The hotels are highly cost-effective.

Hotel Level	Ranking	Price (RMB)	Number of Hotels
Luxury Hotel	★★★★★	600-700	7
High-end Hotel	★★★★	400-600	10
Middle-end Hotel	★★★	200-400	46
Budget Hotel	★★	50-200	462

Payment method: You can pay directly in Euros at high-end luxury hotels, or you can use Euros to exchange Chinese yuan at the hotel reception. In addition, hotels in Yiwu accept the following credit cards:



## Product sales

3

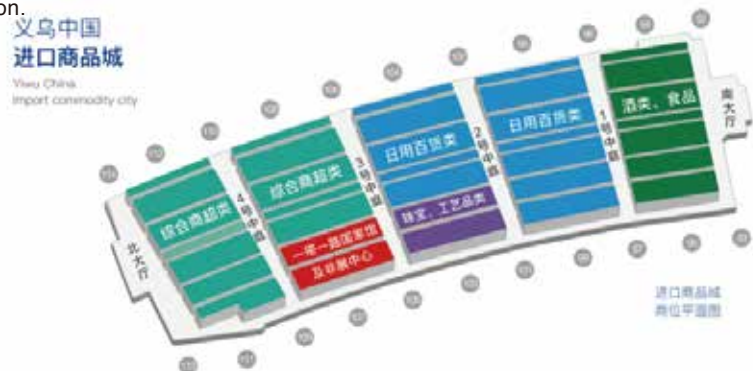
If you want to introduce your product to the Chinese market, you need to find quality sales channels. According to different trading methods, we recommend the following channels for you.





## 1 Offline-B2B trade: Yiwu China Import Commodity Market

Yiwu China Import Commodity market was established in 2008, with an operating area of 100,000 square meters and managing more than 100,000 kinds of commodities from more than 100 countries, including food, wine, health products, daily necessities, jewelry, baby products, chemical products, cosmetics, household items, kitchen supplies and so on. This market is currently one of the leading "one-stop" import community procurement base in China and it is also an exhibition and trade center for imported commodities that integrates operation, exhibition and business negotiation.



## 2 Offline --- B2B: the incubation Zone of the Import Commodity Market

In November 2019, Yiwu China Import Commodity Market Incubation Zone was grandly opened. It has an operating area of 120,000 square meters with 190 trading entities settled in, and has attracted well-known domestic cross-border e-commerce platforms such as JD.com, Kaola.com, NetEase Yanxuan, Pea Princess and so on. Many global platforms have entered the market one after another, bringing together approximately 150,000 source commodities from more than 150 countries and regions.



## 3 Offline-B2C: new import market

Yiwu deeply integrates Alibaba's eWTP global service system to build a new import market in the Comprehensive Bonded Zone with the technology of electric fence. The market will focus on exhibition and transaction, combining cross-border shopping experience, cultural exchange, exhibition and conference, leisure and entertainment and other elements, in order to establish China's largest import commodity trading center and one-stop international multi-dimensional living space for dining, traveling, shopping and entertainment.

The new import market enjoys various preferential policies of the Comprehensive Bonded Zone, with a total construction area of 420,000 square meters, managing imported consumer goods (FMCG), high-end clothing, luggage, cosmetics, clocks & watches, accessories of various brands. The market also operates national pavilions of countries where the import goods come from.



## 4 Offline --- B2C trade: ICMall Import Lifestyle Mart

ICMall Import Lifestyle Mart is a distribution channel of Yiwu Commodity Import and Export Co., Ltd., relying on the superior resources of the China Import Commodity Market in Yiwu, ICMall selects 100,000 kinds of high-quality imported goods of 6 categories: cosmetics, skin care, cleaning chemicals, mother and baby supplies, kitchen supplies, food, cereals & oil, drinks & beverages. The platform mainly focus on three major distribution models : direct sales cooperation, supply cooperation and brand cooperation. At the end of 2019, ICMall has already opened 206 retail shops and an online flagship store on Koala.com and a mini program store on WeChat. Its distribution system has entered a period of rapid growth.



## 5 Online --- Tmall International

China's online shopping system is mature, and logistics costs are relatively low. So online shopping has become the main way for Chinese people to shop. In 2019, about 58.4% of Chinese citizens make multiple online purchases each month.

There are many online sales channels for imported goods, including Tmall International, Koala Haigou, JD.com, Vipshop and Little Red Book (Xiaohongshu).

Tmall International is a shopping platform launched by Alibaba Group in 2014, mainly for Chinese consumers who want to buy original overseas imported products. The platform plans to cover more than 120 countries and regions by 2022 and the product has expanded from 4000 categories to more than 8000.

As long as you meet the following conditions, you can register in this platform:

- ▶ If you own an overseas corporate entity
- ▶ If you own the Brand / you have the authority to license the brand / you can provide the goods purchase certificate from the brand owner
- ▶ Priority admission: well-known overseas entity stores or B2C websites; well-known overseas brands that have not entered the Chinese market





## 6 Online --- Kaola.com

Kaola.com is a comprehensive cross-border E-commerce platform of Alibaba, launched in 2015, selling categories covering baby & mother products, Beauty & Makeups, household supplies, nutrition & health care, global gourmet, clothing & luggage, electric appliances, etc. Kaola.com insists on services and policy of "100% genuine", "everyday low price", "30 days worry-free return" and "fast delivery".

Kaola.com mainly focuses on the business model of self-management. The company has set the office in Korea, Australia, Japan, the United States, Hong Kong, and Taiwan. With direct selection of high quality products suitable for the Chinese market, the company aims to from the source, and ensure the same quality.

## 7 Online --- JD.com Global

On April 15, 2015, JD.com officially launched JD.com Global and it adopted the "self-operated + overseas merchant Station model platform". JD.com replicates the B2C proprietary legend in the field of cross-border e-commerce and overseas direct purchasing has become the experiential competitiveness of JD.com. Its category covers: fashion, mother and baby products, nutrition and health care, personal care and beauty, 3C products, Household, imported food, auto supplies and others. The product source includes: China, Germany, United States, Canada, South Korea, Japan, Australia and more than 70 countries and regions.





Business Strategy

FOUR

Business Strategy in China (Agency) 

China



1

Strengths of ICMall

### ► Advantages of supply

Relying on the rich resources of merchants and supply channels of Yiwu China Import Commodity City.

More governmental / non-governmental channels and network resources.  
Strong financial support, great brand agent negotiation competitiveness.

### ► Brand advantages

The largest state-owned listed company in Yiwu—the core of the import trading business of the CCC Group.

Endorsement of state-owned listed groups, perfect credit record, ultra-low financing cost..

### ► Distribution advantages

Yiwu Small Commodity Markets are distributed throughout the country and it has a sound system of warehousing, logistics and distribution.

The retail extension model is well-established, which support fast deployment of national market.

Sufficient brand promotion budget and first-class marketing methods, providing complete supporting services.

We have an offshore company in Hong Kong, and can share the advantages of payment exchange and cross-border trading platform.

### ► Supply chain finance and service advantages

Providing supply chain financial services for up to 90 days with interest rate lower than the market.

With registered enterprises in the bonded zone, qualified for "Batch import and export, centralized declaration" by customs.

One stop service for domestic / international freight forwarding and customs clearance.

## ICMall Goods Full-process Service

# 2

The ICMall platform has now carried out full-supply-chain agency business based on import trade such as shipping, customs clearance, domestic logistics, warehousing, etc., and has one-stop import trade full-supply-chain service capabilities.

The one thing you need to do is to sign a brand agency contract with ICMall. ICMall will provide full-process services such as product testing, product record-filing, logistics and transportation, product customs clearance, warehousing and distribution.





## Brand Incubation

Brand incubation is an important guarantee for your products to sell well in the Chinese market. You can make a brand incubation plan together with ICMall, or ICMall will take full charge of your brand.

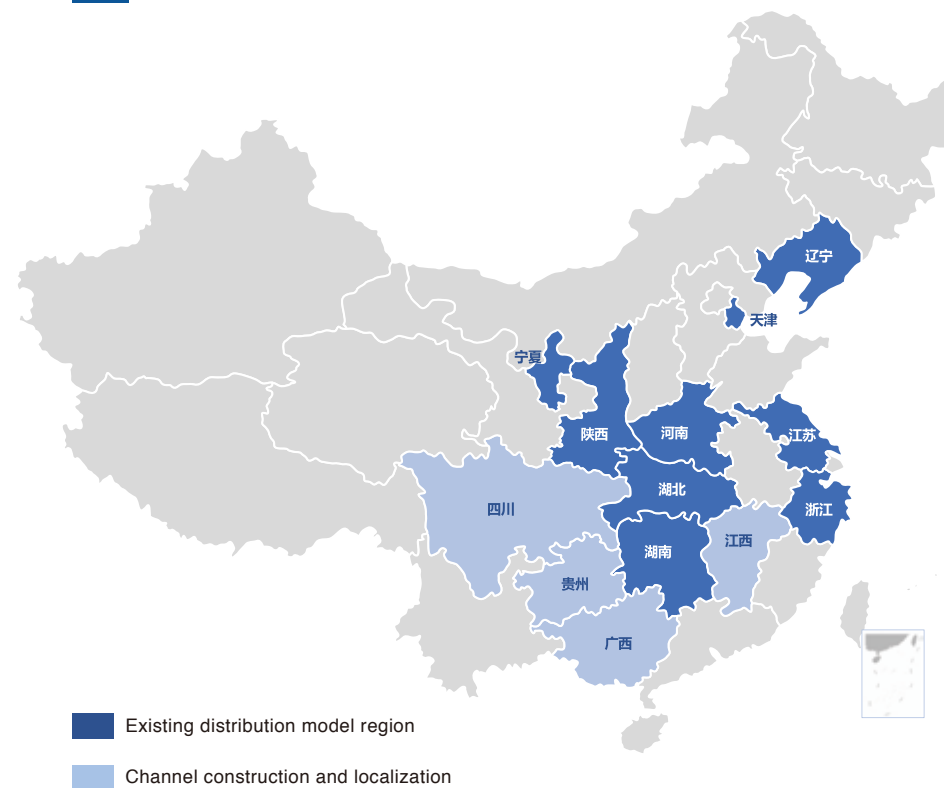
# Brand cultivation

- Brand identification
- Brand strategy planning
- Brand personality building
- Brand positioning
- Brand core value setting
- Brand awareness building
- Brand reputation promotion
- Brand loyalty cultivation
- Brand association construction
- Brand image upgrade
- Brand protection and crisis management

## 4

## Promotion Channels

Regional distribution of distribution channels



## 1 Offline distribution terminal construction



### Direct Sales Cooperation Model

6 directly-operated stores are Provincial Government Store, Jinhua City Government Store, Lanxi Development Zone Store, Yiwu Airport Store, ICMall Imported Lifestyle Mart Binwang Shop and ICMall Bonded Exhibition Center; 4 affiliated stores are Yiwu Party School Store, Hubei Zhuoer Hankou North Store, Henan Xinyao Ji Yuan Store, Wenzhou Global Trade Port Store.



### Supply cooperation model

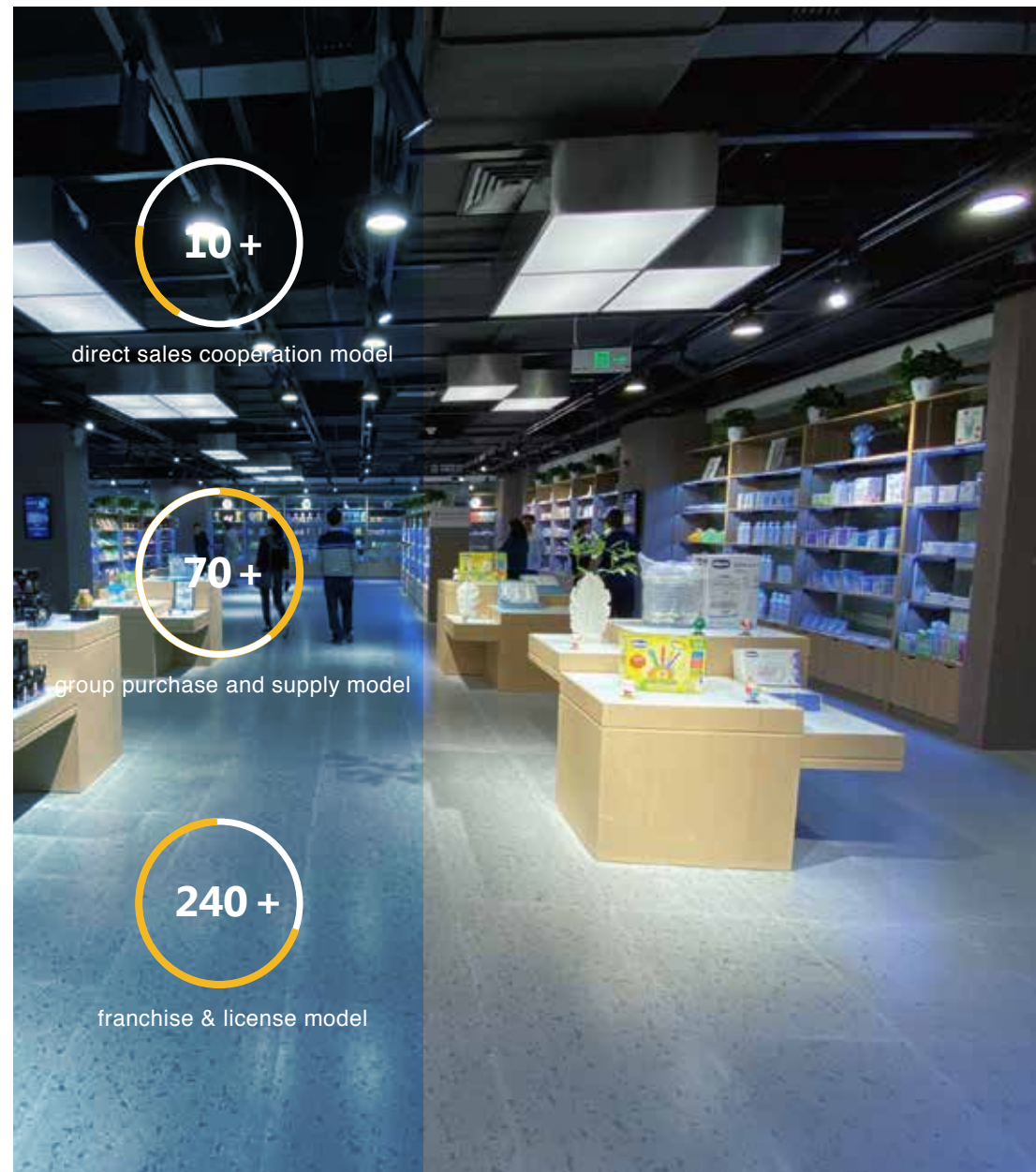
ICMall supplies government units, state-owned enterprises and large private enterprises. As of the end of 2019, a total of 20 supply and distribution channels have been built; and ICMall have carried out business cooperation with more than 50 companies to do with meal coupon consumption, labor insurance procurement, group procurement business and group purchase gifts. ICMall has completed sales of more than 3 million yuan, and successfully entered the internal procurement platform of large enterprises as a core supplier.



### Brand cooperation model

The licensing model is to list the ICMall brand to the merchants who distribute ICMall products. As of the end of 2019, there were 206 licensed stores, mainly distributed in capital cities such as Xi'an, Nanjing and Zhengzhou.

The company has received more than 40 franchisees application, and ICMall is currently updating the franchise policy.





## 2 Offline distribution Channel



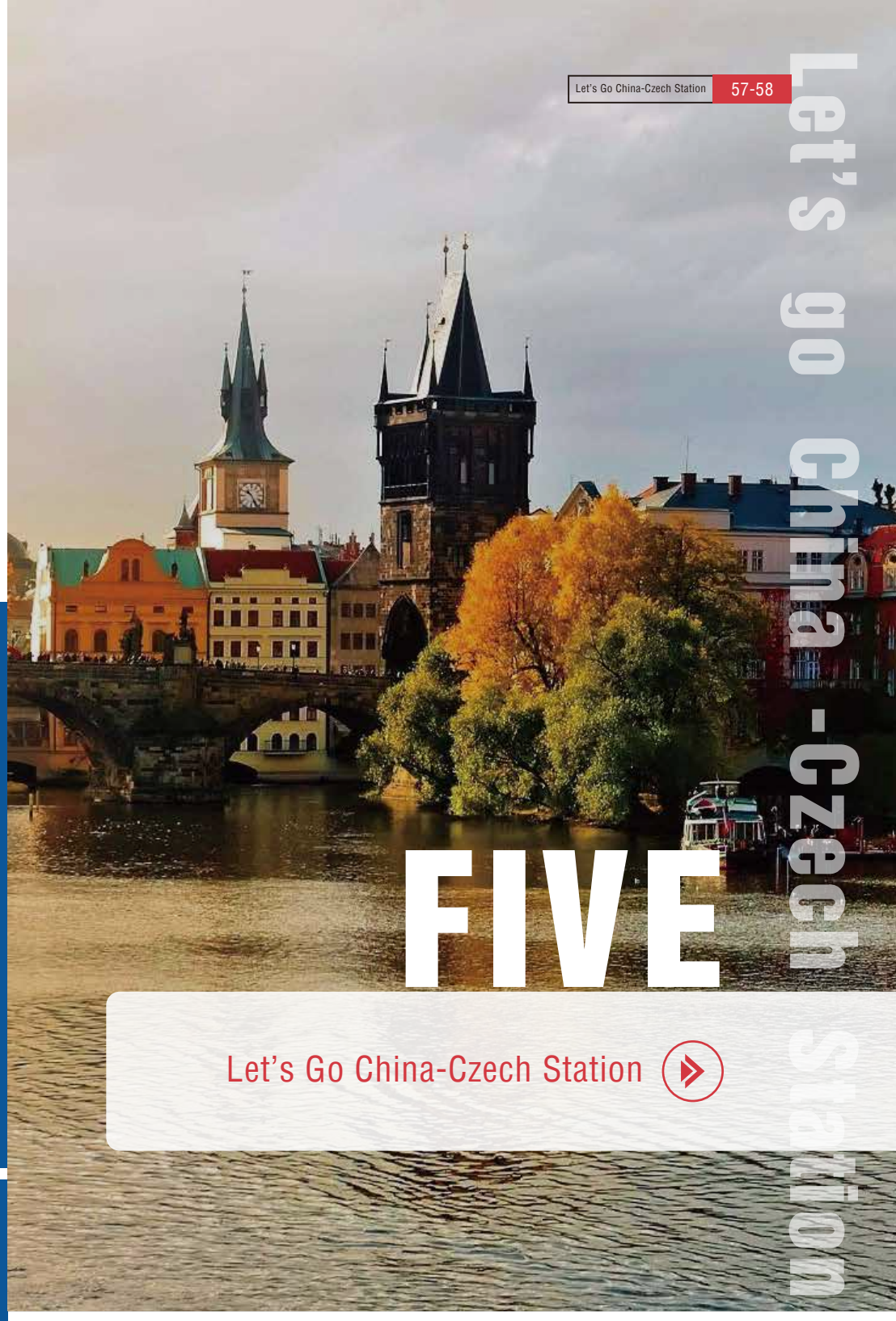
ICMall opened cross-border bonded warehouse, and its Kaola.com overseas flagship store went online.

ICMall achieved cooperation with Kaola.com, JD.com, Tmall Global and other head e-commerce platforms and quickly launched the project. On November 2nd, the ICMall overseas flagship store of Kaola.com was officially launched. Bonded warehouses are opened at the same time. On November 13th, the ICMall +JD.com cross-border

Experience Center officially opened in the Yixi incubation area. As of April 1, 2020, the "ICMall" Kaola overseas flagship store had been launched for 5 months and 65,000 orders in total are placed and 120,000 products sold, the unit price of per was 115.1 yuan, and the total sales of goods was 7.35 million. ICMall International Flagship Store is expected to go online before the end of 2020.

ICMall registered an offshore company in Hong Kong opened online cross-border distribution link.

Established Hong Kong subsidiary-Yiwu Commodity City (Hong Kong) International Trade Co., Ltd. Since the establishment of the Hong Kong subsidiary, until April 22, 2020, 83 procurement contracts have been completed and the amount was 8.047 million US dollars, 77 distributions in the bonded zone were completed, and the transaction value was up to 5.634 million US dollars.



# FIVE

Let's Go China-Czech Station



Let's go China - Czech Station





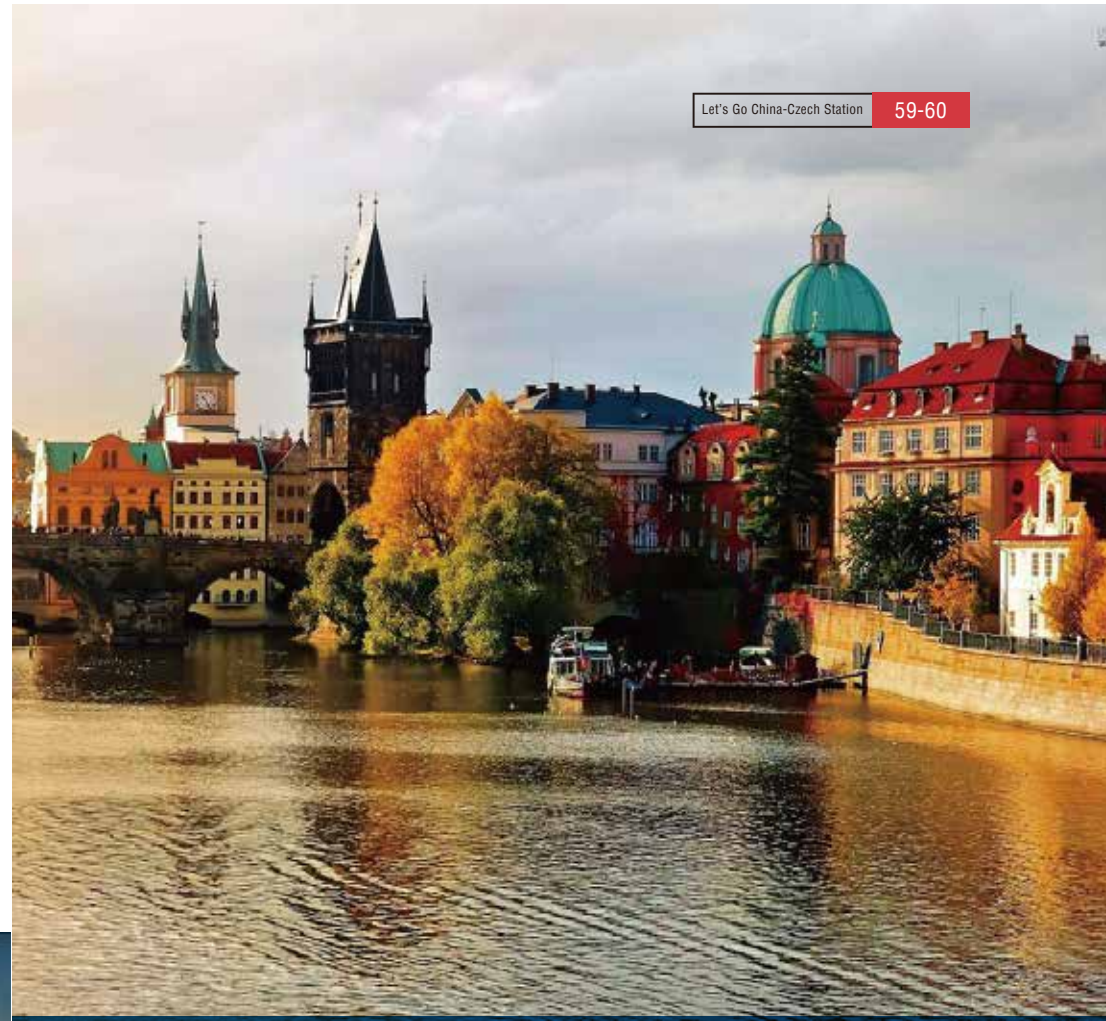
# 1

## Brief Introduction

Let's Go China-Czech Republic is a "one-stop" service platform launched by Zhejiang China Commodity City Group and Alibaba Group for European enterprises, brands, and products to enter Chinese market. The purpose is to introduce Chinese business environment to European companies, promote China's import and export policies, and provide Branding services, export to China's government services, inspection services, warehousing and logistics services, supply chain financial services, etc. We are located in Prague 8 with easy access to public transport, Amazon, Bank of Communications, China Visa Center and other institutions have settled in the surrounding areas. We run a business service center integrating commodity display, e-commerce operation, business negotiation and cultural exchange.

To create a new international cross-border e-commerce ecosystem and to provide a full range of integrated supply chain services.

To build a logistics center for the integration of cross-border e-commerce products from China and Europe



# 2

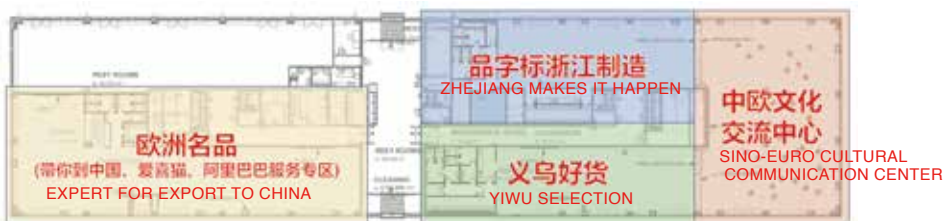
## Services

We provide you with services including but not limited to the following



## 1 Commodity display service

Commodity display and trading platform + exhibition and cultural exchange platform



### EXHIBITION HALL



## 2 Business services

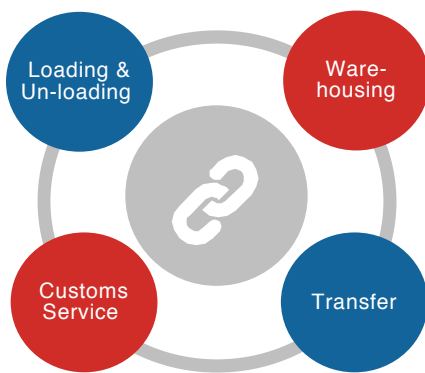
- ▶ We provide comprehensive services such as product display, e-commerce operations, cultural exchanges, and commercial roadshows.
- ▶ Provide business services such as research incubation, management consulting, corporate training, publicity and promotion.
- ▶ Provide one-stop investment services such as office rental, company registration, work visa, financial and accounting, legal and taxation services.



### 3 Freight Station Service

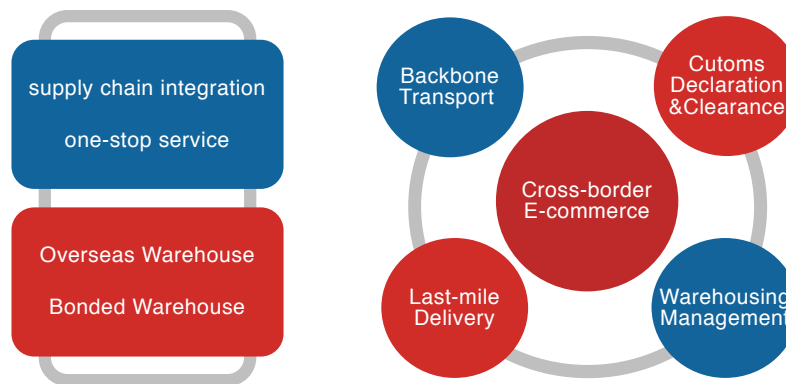
Losovice Station locates in Ústí nad Labem Region, northwestern part of Czech, close to Germany; Metrans Station is 5 km away from Pague city center. Annual cargo handling capacity of 8000 trains, 48 hectares of container yard and 54 hectares of work site. Direct access to important international logistics transits such as Hamburg Port, Duisburg in Germany, Antwerp Port in Belgium, and Marašević in Poland etc.

Provide Yiwu-Europe round-trip rail transportation and distribution services.	Provide container loading and unloading, storage, transfer, LCL consolidation services.
YXE China Railway Express runs once a week.	Provide bonded warehousing, cargo transfer and customs clearance services.



### 4 Logistics Park Service

To build a warehouse and logistics center that collects cross-border e-commerce products from Zhejiang and even China to Europe and collects imported products from Europe.





## China Service Project

# 3

### 1 Company registration service

## 5 Logistics service of YXE China Railway Express

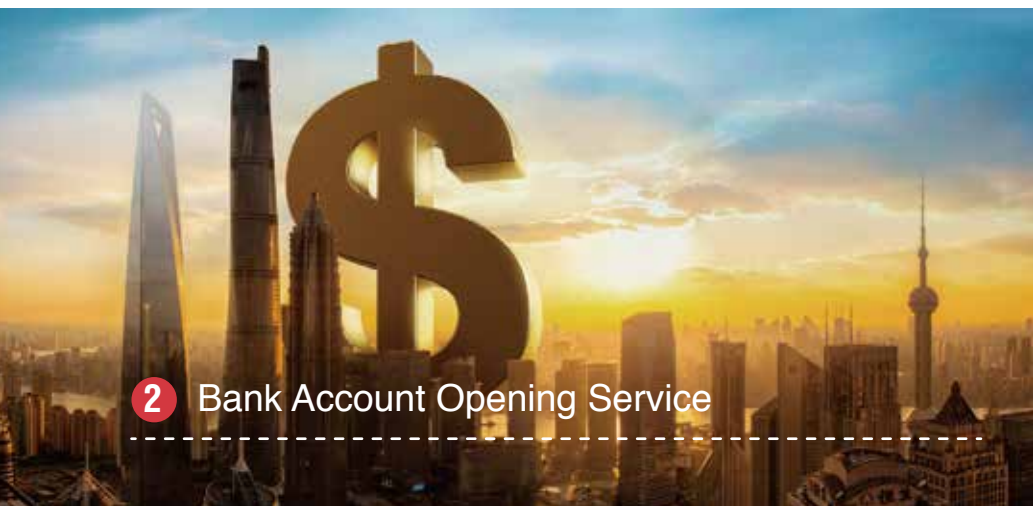
YXE China Railway Express departs every week from Yiwu, China, through the port of Alashankou Xinjiang, and through Kazakhstan, Russia, Belarus, Poland, Germany and France. It takes 21 days to arrive in the capital of Spain, Madrid. The total length of this railway line is 13,052 kilometers. As the key projects of "Belt and Road Initiative", it strengthens the ties across China's eastern coast, Central Asia and Europe.

(1) Documents and certificates to be submitted by foreign-registered trading companies:

- ① Application form for the establishment of a foreign-invested enterprise;
- ② Contracts and articles of incorporation of foreign-invested enterprises (foreign-funded enterprises only need to provide articles of incorporation);
- ③ The business license of the legal person of the investment parties (please provide personal ID for individual foreign investment) and a copy of credit certificate;
- ④ If the Chinese investor invested from a state-owned assets, it is required to submit a state-owned assets assessment report and the materials for examination and approval or record filing by the administrative department of state-owned assets;
- ⑤ The letter of appointment of the directors of the investor and a copy of the ID card of the directors;
- ⑥ Notice of pre-approval of the name of the foreign-invested enterprise.

(2) Time limit for foreign-invested registered trading companies:

At present, the Chinese business license is a combination of three certificates, as long as the materials are fully prepared, it is about one month to complete the process.



## 2 Bank Account Opening Service

Conditions of opening a basic account: open an account after the company completes the company registration

### (1) Required materials for opening a basic account

- Original business license and a copy;
- Original passport of the legal representative and a copy. The passport needs to be translated by eligible translation company, and the validation of passport must be more than six months;
- Originals and copies of all shareholders' ID (passports);
- Company seal, finance chop and legal representative seal.

### (2) Required materials for opening a general account

- Copies of Original business license and the duplicate of business license;
- Original passport of the legal representative and a copy, the passport need to be translated;
- Original permit of opening general account and a copy.
- Originals and copies of all shareholders' ID (passports)
- Company seal, finance chop legal representative seal (company seal is not allowed to be used as finance chop or legal representative seal) .

## 3 Office Leasing Service

"Let's Go China" Czech Station provides office leasing service as:

### (1) Free office space for the interim period of the company set-up

We can provide you with free temporary offices during the interim period to help you successfully complete the company's preparation. The specific policy will be explained by our staff.

### (2) Long-term free offices for Czech Chambers of Commerce and Associations

For organizations of Czech Chambers of Commerce and Associations in any related industries certified by the Czech notary office or the Chinese Embassy in the Czech Republic, if there is a number of 1-3 office staff, 40 m<sup>2</sup> office space will be provided for free; If staff number is more than 3, for each additional person, we provide 10 m<sup>2</sup> more office space. In addition, offices are fully furnished and office furniture is free of charge. The office is located in the Yiwu Global Chambers of Commerce and Associations Building, which is right next to the Yiwu International Trade City.

### (3) If a single enterprise intend to set up in Yiwu, we can recommend or rent office space for you.



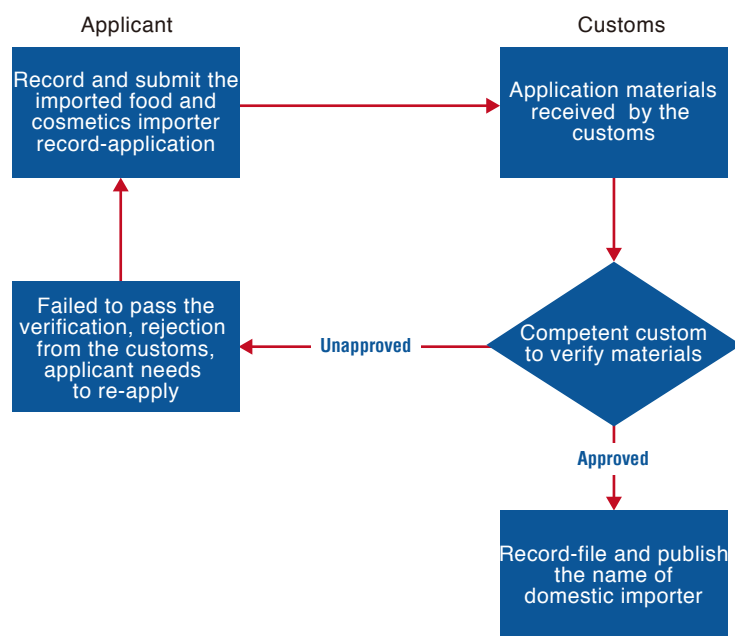
## 4 Inspection and Quarantine Service

We can find a third-party testing agency for you to issue corresponding qualification certificates for products that meet China's import standards.

## 5 Product Record-filing Service

For food and cosmetics exported to China, product consignee registration is required. The specific required materials are as follows:

### Process of food and cosmetics importer record-filing



## Imported food consignee record-filing process

### Submit application online

- Consignees of imported food should log on the integrated network service platform "Internet +Customs"(Http://online.customs.gov.cn) to submit the application.

### Offline verification

- Imported food consignee record-filing application form (Annex 5)
- Submit originals and copies of business license, legal representative's ID, forms of record-filing and Registration of Foreign Trade Business Operators, etc.;
- Enterprise quality and safety management system;
- Organizational structure, department functions and work responsibilities related to food safety;
- Types of food and the storage places (if the storage place is a rented warehouse, it is needed to provide the warehouse leasing contract and a copy of the business license of the warehouse with its official seal);
- Those who have been engaged in food import, processing and sales within 2 years shall provide relevant instructions (food variety and quantity must be indicated);
- For self-inspection, a copy of the record-filing registration certificate of the entity applying for self-inspection shall be provided and the original shall be handed in for inspection.

### Verification

- The competent customs shall conduct a preliminary examination and verify all of the information and materials provided by the importer. If the information and materials are true and complete, they shall be submitted to the General Administration of Customs for approval and release; If the application is unapproved, customs will inform applicant the reason and return the record-filing application. The General Administration of Customs will review and issue the record-filing number through the system and publish the list of record-filing companies online.

## ▶ Cosmetic Consignee Record-filing

Registration and record-filing of imported cosmetics in the National Medical Products Administration (import approval number)

### ▶ Classification of imported cosmetics

- Non-special purpose cosmetics: cleansing cosmetics (such as facial cleanser, shampoo, shower gel, etc.), personal care products (such as lotion, body lotion, etc.), and beauty cosmetics (such as eye shadow, rouge, lipstick, etc. ).
- Imported special-purpose cosmetics: according to China's 2007 edition of the "Hygiene Standards for Cosmetics", 9 types of cosmetics with the functions of hair growth, hair coloring, perming, hair removal, beauty lotion, bodybuilding, deodorization, freckle removal and sun protection are called special-purpose cosmetics.

### ▶ Cosmetics import - reporting and record-filing institutions

- According to the place of registration of the responsible person in China, the provincial Food and Medical Products Administration shall handle the record-filing or the files should be handed over to National Medical Products Administration.

### ▶ Basic conditions for the registration and record-filing of imported cosmetics

- The applicant should be the domestic responsible person authorized by the overseas cosmetics manufacturing enterprise. The power of attorney must be notarized overseas and domestically.
- The business scope should include sales, import and export of cosmetics. The applicant should be responsible for the import and operation of the registered products and bears the corresponding product quality and safety responsibilities according to law.

### ▶ Processing duration and fees

- Duration: 2-4 months for non-special categories, 10-18 months for special categories

The National Medical Products Administration does not charge for the registration and record-filing of imported cosmetics. The product testing charges are different according to different products. For specific fees, please consult our staff.

## List of required materials for application

- Application form for imported non-special use cosmetics (online application);
- The explanation for the Chinese name of the product (online application);
- Product formula (online application);
- Product quality and safety control requirements;
- Graphics of the original product packaging (including product label, product manual); if the package is to be designed specifically for the Chinese market, you must submit the product package design (including product label, product manual) at the same time;
- Brief description of production process;
- Product technical requirements;
- The inspection report and related materials issued by the cosmetics administrative licensing inspection agency;
- Relevant safety assessment materials for the safety risk substances in the product;
- Letter of commitment that the raw materials used and the source of raw materials has met the requirements of the prohibition and restriction of high-risk substances in BSE areas;
  - Documents certifying that the product is manufactured and sold in the country (region) or country (region) of origin;
  - Relevant certification materials for production quality management of overseas production enterprises;
  - Other information that may be helpful for the record-filing.

## Basic process

- <http://cpnp.nmpa.gov.cn/enterprise/index.jsp> online record-filing website :
- Record-filing of the responsible person for domestic application--Online record-filing application for imported cosmetics--Submit written materials offline--Approved and completed for record-filing--Supervision and inspection of submitted materials after the record-filing.



## 6 Product Customs Clearance Service

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Customs clearance for ordinary imported goods can be completed within 2-3 working days after arriving at the port; imported used equipment and other goods for commodity inspection must go through the procedures of in-process inspection, record-filing, and application for import license (5-8 working days). During the clearance it is necessary to cooperate with the inspection and Customs price review (3-5 working days) and other processes.

For the customs clearance and import declaration of high-risk foods, such as imported red wine and meat, it is required to submit the following materials to the customs: the supplier enterprise registration number, official test report and health certificate to the customs. Domestic consignees are required to record-file imports, apply for animal and plant quarantine licenses, and to produce Chinese labels. The port customs declaration and inspection are normally completed within 2-3 working days, and the commodity inspection sampling inspection and quarantine takes about 15 working days. After the inspection and quarantine report is issued, the goods can enter the market for sale.



## 7 Logistics services and warehousing services

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Through the international logistics information platform, we can provide you with "point-to-point" one-stop logistics services and meet your needs, through "multi-channel shipping", "diversified transportation methods" and "door to door pricing system".

According to different of trades, we can provide you with bonded and non-bonded warehousing services; according to different product categories, we can provide you with cold storage, fresh storage and ordinary storage services.

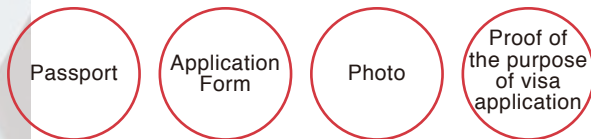




## 8 Visa and Work Permit Service

If you stay in Yiwu for more than 15 days, we can provide you with the support you need for visa application.

### Required materials for type-M Visa and type-F Visa



### Required materials for work permit in China



For details, please refer to Yiwu Work Permit Procedures for Foreigners in China.

## 9 Yiwu Foreign Merchant Card Consulting Services

The Yiwu Foreign Merchant Card can bring many conveniences to foreign businessmen to enjoy many citizen treatments. We recommend you to apply for it after you arriving in China. At present, there are two types of cards, one is electronic and the other is the physical card. The electronic card is mainly for identification, and the physical card has many other functions.

### Electronic cards online application platform



Open WeChat and search for the public account "YIWU CHURUJING (means Yiwu entry and exit administration bureau)". Click to follow the public account and then choose "Foreigner Registration" and follow the steps of guidance to complete the application.

### Physical Card



Issued by: Yiwu Municipal Public Security Bureau Exit-Entry Administration  
Required materials: passport, photos, lease contract, etc.  
Address: No. 399 Yin Hai Road, Yiwu  
Tel.: +86 579 85414400



## 10 Hotel Booking Services

We recommend the following hotels for you. These hotels have excellent reputation and provide high services.

These hotels also offer free airport transfers if you made the reservation.



YINDU HOTEL  
Tel.: +86 579 85588888



SHANGCHENG HOTEL  
Tel.: +86 579 85458888



CROWNE PLAZA YIWU EXPO  
Tel.: +86 579 85798888



BW PREMIER OCEAN  
Tel.: +86 579 85188888



HAPPY LAKE INTERNATIONAL CONFER-  
ENCE CENTER  
Tel.: +86 579 85788888



GREETING HOTEL  
Tel.: +86 579 85205888

We can help you to book hotels for the most preferential prices, or you can also scan QR code on the right to make a booking directly by yourself.



## 11 Yiwu Import Commodity City Incubation Zone Entry Service incubation area of the import sector of Yiwu

We welcome you to settle in the Imported Commodity Mall Incubation Zone to enjoy the following benefits:

- Rent-free for 3 years for settled entities: rent-free during the incubation period (November 1, 2019-October 31, 2020); rent-free after entering the new import market display platform (November 1, 2020-October 31, 2022 Day).
- Support of warehousing with preferential prices;
- Exemption of property management fees, air conditioning fees, utilities will be charged according to actual usage;
- Basic fit-out work provided: the incubation zone is divided into small units of 40-60 m<sup>2</sup> and basic fit-out work is provided. Any entity can connect up to 6 units based on their needs (except for the national pavilions).



## 12 Yiwu Comprehensive Bonded Zone Entry Service

Yiwu Comprehensive Bonded Zone is under construction. After it is put into use, we can provide relevant entry services to the bonded exhibition areas, bonded logistics areas, bonded processing areas and bonded R&D areas.





## 13 Tmall Global Entry Services



We can help your products enter Tmall Global platform

Merchants applying to enter Tmall Global need to provide the following basic qualification documents:

- Proof of the company registration;
- The tax registration certificate of the company or the latest tax payment certificate;
- The ID card of the authorized representative and contact person of the online shop;
- Overseas bank statement;

Types of Tmall Global online shops and application requirements are as follows:

### Retail flagship store:

- Original trademarks of 35 categories registered overseas for more than 1 year;
- A well-known local retail store or B2C website, and it is required to provide photos or URLs of the physical stores;
- If the company applying for registration is the brand licensee, it is necessary to provide the exclusive authorization issued by the trademark owner to the company and only the direct authorization can be accepted.

### Brand flagship store:

- Original brand trademark (R) registered overseas for more than 1 year, and the brand has retail operations overseas;
- If the company applying for registration is the brand licensee, it is necessary to provide the exclusive authorization issued by the trademark owner, and only the direct authorization can be accepted.

### Franchise/Authorized Stores:

- Provide the sales authorization from the brand, or provide the proof of merchandise purchase from the brand.

## 14 Supply Chain Financial Services

Tmall Global has the following requirements for imported goods and service provided by merchants:

- Commodities: join the Tmall Global Genuine Goods Guarantee Program. Products originated or sold overseas should be shipped by international logistics through Chinese customs.
- Commodity page: commodity information is described in Chinese, international metric unit, equipped with Chinese "Alitalk" customer service.
- Logistics services: delivery can be completed within 120 hours, and personal parcels can be delivered directly, or from the Chinese bonded area to mainland consumers. Logistics information needs to be traceable.
- After-sales service: must set up a return point in mainland China.

### Tariff standards for entering Tmall Global

**Deposit:** The deposit is usually 150,000 RMB;

**Annual fee** The amount of the annual fee is based on the first-level category and can be 30,000 yuan or 60,000 yuan.



With the help of Yiwu Import Trade Facilitation Policy and Regulations, based on real transactions, ICMall import trade platform established business models such as prepayment financing and accounts receivable financing instruments focusing on the supply chain. Furthermore, it launched general trade procurement financing and cross-border e-commerce procurement financing tools, cross-border e-commerce sales account period financing and other imported financial service products of the supply chain in order to solve the difficulties for import entities. The main supply chain financial products include "Purchase-Agent Pay", "Cross-border Pay" and "Accounting-period Pay".



Purchase-Agent Pay

The customer pays a deposit of 20% -50% to entrust the agent to make procurement. After the goods arrive at the port for customs clearance, the client pays the final payment to complete the delivery of the goods.

What we can do for you: provide financial leverage, expand purchases, increase business scale, and increase profits.

Cross-border Pay

Cross-border e-commerce clients pay 20% -50% of the deposit to entrust the agent for procurement. The client pays the balance payment when the goods are delivered in the bonded zone.

What we can do for you: offer offshore procurement funds, enhance cash flow, and ease pressure on capital liquidity.

Accounting-period Pay

Provide funds for the procurement service of high-quality cross-border e-commerce platform suppliers. Advance funds are recovered according to the agreed account period through dynamic monitoring of inventory data, order data, payment data and settlement accounts.

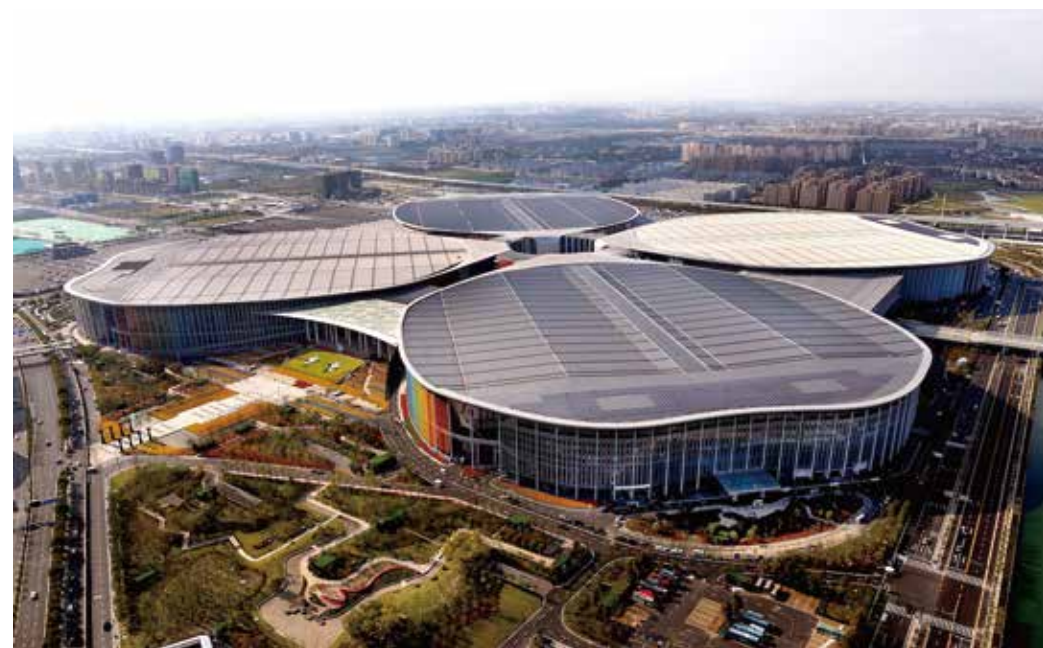


## 15 Registration for China International Import Expo (CIIE)

The third China International Import Expo will be held on November 5-10, 2020 in Shanghai, China. Till November 2019, more than 230 companies have signed up, and the exhibition area is more than 84,000 square meters.



The third corporate business exhibition will be divided into four sectors of different themes: technology and equipment sector, consumer products and smart life sector, food and agricultural products sector, service and health sector. There will be 6 exhibition areas for service trade, automotive, consumer products, technical equipment, medical equipment, medical care, food and agricultural products. Czech enterprises are welcome to participate.



## 16 Registration for China Yiwu Imported Commodities Fair

We can sign up for you for the China Yiwu Imported Commodities Fair.

### Standard rates

<b>Standard booth</b>	580 yuan/per booth
<b>open space booth</b>	600 yuan/ m <sup>2</sup>
<b>Notes</b>	1. Each additional standard booth costs 400 yuan.
	2. Standard booth 3 * 3 square meters, standard booth equipped with Chinese and English fascia boards, a negotiation table, 2 folding chairs, 2 spotlights, 1 220V socket, carpet.
	3. Open space booths will not be provided with any exhibition tools.

Exhibition process:

Submit application materials--review by the organizing committee--select booths--pay participation fees--confirm booths

For specific policy inquiries, please contact:

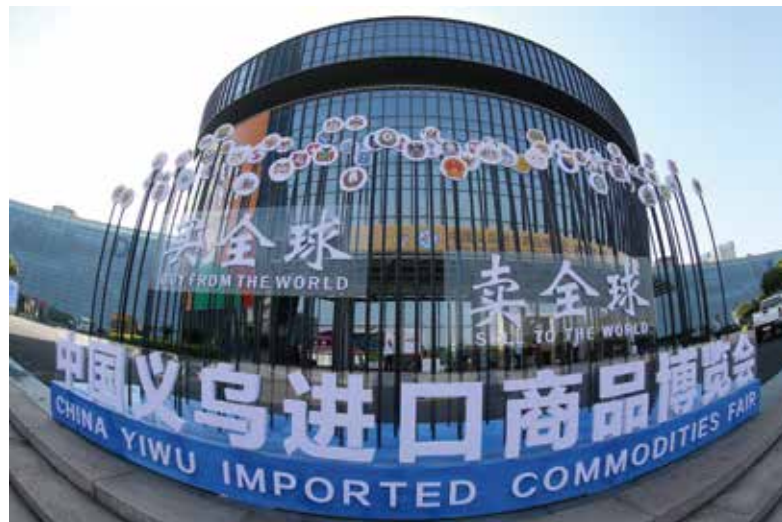
Phone: + 86-579-85415012

Fax: + 86-579-85415077

Website: www.importfair.cn

Email: import@yiwufair.com

Address: Yiwu International Expo Center, No. 59 Zongze East Road, Yiwu City, Zhejiang Province



## 17 Branding services

If you need brand agent, we can provide you with systematic branding services;

If you choose to be operate by yourself, we can provide support for branding strategy and the main channels are:

### Channels

#### Live broadcast platform support:

We can provide you with live broadcast platform support from "Yiwu Cross-border Industrial Park" and "Yiwu Europe and America Center";

#### Advertising promotion platform:

The advertising company of CCC Group has the qualification of a first-class advertising enterprise in China. It has many high-quality advertising resources and can provide support for your brand.





## 18 Accounting firms & Law firms

We can find an accounting company and a law company for you.

### Basic services of accounting companies

#### Accounting services:

accounting agent bookkeeping service;

#### Auditing services:

Review corporate financial statements and issue audit reports; verify corporate capital and issue capital verification reports; audit for corporate mergers, divisions, and liquidation, and issue related reports, such as asset verification, post-employment, and responsibility audit

#### Tax services:

Acting for enterprises in tax planning and tax declaration (VAT, consumption tax, business tax, corporate income tax, individual income tax, property tax, etc.)

#### Management consultation:

Participate in the preparation of the company's articles of incorporation, economic contracts, agreements, contracts and various documents related to financial accounting;

#### Human resources consultation:

Act as an agent in economic disputes and economic cases, and participate in mediation and arbitration;

#### Financial consultation:

provide advice and opinions on financial accounting issues;

#### Asset assessment:

Assess and estimate the real estate, movable assets, intangible assets, enterprise value, asset losses or other economic rights and interests of the enterprise, and issue an assessment report.

### Basic services of law companies

- Provide legal argumentation opinions to decision-makers on major decisions of the enterprise;
- Establish and improve relevant rules and regulations of the enterprise, draft, modify and review contracts and related legal documents; Participate in the negotiation and signing of economic contracts and related projects;
- Issuing legal opinions for major projects of enterprises; Assist enterprises to introduce talents, capital, equipment, projects and technologies;
- Acting for enterprises to handle legal affairs related to real estate, commercial insurance and environmental protection;
- Acting for the enterprises to send a lawyer's letter to the debtor or the guarantor to recover the payment;
- Acting for enterprises to handle legal affairs such as witness or notarization;
- Provide legal advice on major accidents in the enterprise;



## Other Services

We will provide more personalized services based on your needs.