

## China Outbound:

Services to Chinese Clients  
Operating Internationally

## 中国对外投资:

向在国际上开展业务的中国客户提供服务

- Corporate
- Commercial Contracts
- Intellectual Property and Technology
- Employment and Immigration
- Finance
- Dispute Resolution
- Construction and Engineering
- Real Estate
- Climate Change

- 公司事务
- 商业合同
- 知识产权与技术
- 劳动关系与移民
- 金融
- 争议解决
- 建筑与工程
- 房地产
- 气候变化

"...a well-established  
China practice for many  
years"

***JuVe Handbook***

"...多年来稳健地开展  
中国业务"

德国律师事务所名录

"A responsive firm with  
excellent commercial  
acumen ... acutely aware  
of its clients' needs"

***Legal 500***

"一家有责任心的律所，  
具有出色的商业智慧...  
能敏锐地发现客户的需求。"

——法律500强

"泰乐信受到世界各地的客户的  
信赖和托付，通过出色的由合  
伙人主导的服务获得成功。"

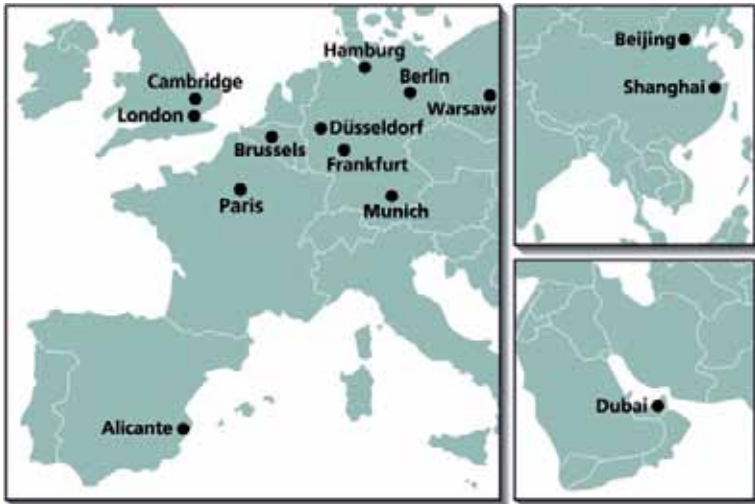
***Chambers & Partners***

"Taylor Wessing is trusted by  
clients around the world to  
deliver success through an  
outstanding partner-driven  
service"

***Chambers & Partners***

# The law firm

## 律师事务所



Taylor Wessing is a European law firm with some 750 lawyers in total and offices across Europe, China and the Middle East.

泰乐信是一家在整个欧洲、中国和中东均设有分支机构的欧洲律师事务所，共有约750位律师。

In 2008 Taylor Wessing opened a second office in China. Our Beijing office works in tandem with the office in Shanghai, which was established in 1996, to service Chinese clients seeking assistance with their overseas activities, as well as European entities looking for growth in China.

2008年，泰乐信在中国设立了第二家代表处。我们的北京代表处与在1996年设立的上海代表处密切协作，向为开展海外业务而寻求协助的中国客户以及在中国寻求发展的欧洲实体提供服务。

Taylor Wessing is considered to be one of the leading advisors for companies doing business in Europe. With strong credentials in corporate, M&A, finance, employment, commercial and intellectual property, the firm advises some of the foremost European, Chinese and multinational companies on the full range of their legal needs.

对于在欧洲开展业务的公司而言，泰乐信被公认为是名列前茅的法律顾问。凭借在公司事务、兼并与收购、金融、雇佣关系、商业和知识产权领域的专业实力，泰乐信为欧洲和中国的知名公司及跨国公司提供全方位的法律服务，满足其各种法律要求。

We believe our combination of in-depth industry knowledge, experience, and our ability to offer the full range of the relevant legal services within the key jurisdictions of the UK, France, Germany, the UAE and Belgium, distinguishes us from others.

我们具备深入的行业知识与经验，并拥有在英国、法国、德国、阿拉伯联合酋长国和比利时的主要司法领域内提供全方位相关法律服务的能力。我们坚信这使得我们与众不同。

# Services to Chinese Clients Operating Internationally

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We aim to provide our clients with an effective and customised legal service. Our lawyers fully understand our clients' business objectives, appreciating the pressures and challenges that they face on a daily basis, both in terms of legal and commercial issues.

## Our experience

### Corporate and Corporate Finance

- Joint ventures
- Mergers and acquisitions
- IPOs
- Private equity
- Venture capital

### Commercial Contracts

- Drafting distribution, agency and consultancy agreements, supply and manufacturing contracts
- Setting up representative offices, branches and registered companies

### Intellectual Property / Technology

- Patents, copyright, trade marks, confidential information and data protection
- Licensing and exploitation
- Enforcement and defence of IP rights
- Regulatory issues including pharmaceutical, medical devices and data protection
- Telecommunications
- Life sciences
- Biotechnology

### Employment / Immigration

- Appointment letters, employment contracts and handbooks
- Restructurings, outsourcings and terminations
- Benefits and stock options
- Obtaining work permits through to termination

### Finance

- Debt / Structured finance
- Project finance

### Financial Services Regulatory

- Banking
- Investment business
- Funds
- Insurance

### Dispute Resolution

- All types of commercial litigation and arbitration including banking, energy, financial services, insurance / reinsurance, international trade and commodities, shipping, construction and engineering
- Mediation and other forms of alternative dispute resolution
- Representing clients in investigations by regulatory authorities
- Multi-jurisdictional litigation

### Construction and Engineering

- Finance and public procurement
- Construction contracts
- Process engineering and infrastructure

### Real Estate

- Leases and serviced offices
- Building acquisitions
- Property finance
- Environmental and planning regulations

### Climate Change

- Renewable energy projects
- Clean tech
- Emissions trading

# 向在国际上开展业务的中国客户提供服务

我们致力于为客户提供有效的法律服务，以满足每位客户特定的需求。我们的律师充分了解客户的业务目标，领会客户每天面临的在法律和商务方面的压力和挑战。

## 我们的经验

### 公司事务和公司融资

- 合资企业
- 兼并与收购
- 首次公开发行
- 私募
- 风险投资

### 商业合同

- 起草经销、代理和顾问协议、供货和生产合同
- 设立代表处、分支机构和注册公司

### 知识产权/技术

- 专利、著作权、商标、保密信息和数据保护
- 许可和开发
- 知识产权的实施与抗辩
- 监管事项，包括医药、医疗设备以及数据保护
- 通信
- 生命科学
- 生物技术

### 劳动关系/移民

- 任命函、劳动合同和员工手册
- 重组、外包和终止
- 福利和股权期权
- 获得工作许可证，直至终止劳动关系

### 融资

- 债务/结构性融资
- 项目融资

### 金融服务监管

- 银行业
- 投资业务
- 基金
- 保险

### 争议解决

- 各类商业诉讼及仲裁，包括银行业、能源、金融服务、保险/再保险、国际贸易和商品、船运、建筑和工程等
- 调解以及其它形式的争议解决方法
- 在监管机关的调查程序中充当客户代理人
- 跨司法领域的诉讼

### 建筑与工程

- 融资和公共采购
- 建筑合同
- 工艺工程和基础设施

### 房地产

- 租赁和服务办公室
- 购置房屋
- 物业融资
- 环境和规划规定

### 气候变化

- 再生能源项目
- 清洁技术
- 污染排放配额贸易

# Our Services

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## We offer

- Lawyers in London, Frankfurt, Paris, Beijing and Shanghai who are fluent in Mandarin
- A constructive, commercial, problem solving approach
- Client-orientated service
- Partner involvement backed up by a team of associates and support staff
- Lawyers experienced in handling transactions for Chinese corporations in Europe
- An efficient service delivered on time and on budget

### ■ European M&A

We have experience of advising corporate clients in relation to mergers, acquisitions and disposals across our offices in Europe. For example we represented Beijing No 1 Machine Tool Plant in the acquisition of Waldrich Coburg; CMN in the acquisition of HPTec Group; Minmetals Germany in the acquisition of a steel service centre and Wuxi Suntech in the acquisition of KSL-Kuttler Group.

### ■ European IPO

Our Corporate teams have significant IPO experience across the European markets including the London Stock Exchange, AIM and the Official List in the UK; Paris Stock Exchange, Eurolist and Alternext in France; and DAX Prime, General and Entry Standard in Germany.

In 2008 Taylor Wessing advised China Corn Oil, the first Chinese company to be admitted to the Alternext Market of NYSE Euronext Paris. This was followed by the admission of Huacheng Real Estate, China Photovoltaic Group (CNPV), the €16 million listing of the Great Leisure Group, and the €150 million listing of the World Art Net Group SA. These five listings illustrate the attractiveness of the Paris Stock Exchange to Chinese companies looking to develop their presence in the European market.

### ■ Banking

Taylor Wessing Germany has experience of acting for numerous Chinese banks in Germany. Providing legal advice on a range of issues including corporate, banking regulatory, contracts, and corporate finance.

Taylor Wessing UK has advised numerous Chinese Banks on issues relating to syndicated finance, debt finance, loan agreements, lease agreements, drafting of contracts and company handbooks, as well as issues relating to regulatory and employment matters. Advice has been given to up to 60% of banks in London on their lease agreements.

# 我们的服务

## 我们提供

- 在伦敦、法兰克福、巴黎、北京和上海能够流利地运用普通话的律师
- 建设性、商业化的问题解决方法
- 满足客户需求的服务
- 由合伙人负责，在一支由律师和辅助人员组成的团队支持下，提供服务
- 律师在协助中国公司处理在欧洲的业务方面具有丰富的经验
- 按时地以有效控制成本的方式提供服务

### ■ 在欧洲的兼并与收购

我们具有丰富的经验，通过我们位于欧洲的各个分所就合并、收购和其他形式的股权支配为公司客户提供法律意见。例如：在德国瓦德里希·科堡公司的收购项目中，我们代表北京第一机床厂；在收购HPTec集团的项目中代表中国五矿有色金属股份有限公司；在收购一个钢铁服务中心的项目中代表德国五矿有限责任公司；并在收购KSL-Kuttler集团的项目中代表无锡尚德太阳能电力有限公司。

### ■ 在欧洲的首次公开招股

我们的公司事务工作组已经具有协助在欧洲各大证券市场进行首次公开招股丰富经验，这些市场包括英国的伦敦证券交易所的创业板市场和挂牌市场；法国的巴黎证券市场、主板（Eurolist）市场和创业板（Alternext）市场；以及德国的主板市场、普通市场和初级市场。

在2008年，泰乐信为中国第一家获准进入巴黎创业板市场的中国玉米油有限责任公司提供法律意见。随后华诚房地产公司、中国光伏集团获准上市，Great Leisure集团和World Art Net集团公司上市，这两家公司的市值分别为1600万欧元和1.5亿欧元。这五家公司的上市表明巴黎的证券交易市场对那些期望在欧洲市场发展业务的中国公司颇具吸引力。

### ■ 银行业

德国泰乐信律师事务所为位于德国的很多中国银行提供服务，服务领域涉及公司事务、银行监管、合同以及公司融资。

泰乐信律师事务所在英国的办公室已经为众多中国银行就与银团融资、债务融资、贷款协议、租赁协议、合同以及公司手册的起草相关的事项以及与监管和劳动关系事务相关的事项提供了法律建议。而且，还为伦敦多达60%的银行就其租赁协议提供了法律意见。

## Key credentials

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Lawyers from the China Group have advised Chinese clients on a variety of matters. A selection of these are outlined below:

### **EBT Mobile China**

Acting for EBT Mobile China (EBT) on its proposed de-listing from AIM. EBT has a market capitalisation of £15.5 million.

### **Evolution Securities Limited and Evolution Securities China**

Advising on a £11.1 million placing by BlueStar SecuTech, Inc. and its admission to AIM. The market cap on admission was £35 million.

### **Beijing No.1 Machine Tool Plant**

Advising Beijing No.1 Machine Tool Plant, part of the Chinese Jingcheng Group, on the acquisition of machine tool manufacturers, Werkzeugmaschinenfabrik Adolf Waldrich Coburg GmbH & Co. KG. This acquisition made Beijing No. 1 a global market leader in the field of portal milling machines.

### **China Corn Oil**

Advising China Corn Oil, the first Chinese company to be admitted to the Alternext Market of NYSE Euronext Paris.

### **Minmetals Germany**

Advising Minmetals, the biggest steel trader in China, on the acquisition of a steel service center in Germany.

### **Huacheng Real Estate**

Advising Huacheng Real Estate, on its admission to the Alternext Market of NYSE Euronext Paris, valued at €165 million.

### **China Photovoltaic Group (CNPV)**

Advising China Photovoltaic Group (CNPV) (registered in Luxembourg), on its listing on Alternext of NYSE Euronext Paris. CNPV specialise in the production, installation and integration of PV modules for solar panels.

### **Huawei Technologies (UK)**

Advising a wholly owned subsidiary of Huawei Technologies Co. Ltd., on its Global Framework Agreement and Service Level Agreement for Network Infrastructure with Vodafone.

### **Great Leisure Group**

Advising Chinese Company Great Leisure Group, which specialises in the design, manufacturing and marketing of outdoor furniture, on its a €16 million listing on NYSE Euronext Paris

### **Suntech**

Advising Suntech, one of the largest solar energy companies in the world, on the acquisition of KSL Kuttler Group.

### **World Art Net Group SA**

Advising on its €150 million listing on NYSE Euronext Paris. World ART NET engaged in holding activities. The Company also provides loans and management solutions to consolidated companies.

### **China Telecom (Europe) Ltd**

Advising in connection with the establishment of its London office, as well as a range of employment issues including contract drafting and various disciplinary issues.

## 有力的证明

中国组的律师已经就各种事宜为中国客户提供了法律服务。以下列出了其中的部分项目：

### 中国光大通信

按照中国光大通信的拟定目的，代理其从伦敦证券交易所创业板市场除牌。中国光大通信已有一千五百五十万英镑的市值。

### 益华证券有限公司和益华证券中国

就BlueStar SecuTech, Inc配售一千一百一十萬英鎊和其获准进入伦敦证券交易所的创业板市场提供了意见。获准进入的市场最高上限是三千五百万英镑。

### 北京第一机床厂

就收购机床制造商瓦德里希·科堡公司，为北京第一机床厂提供法律服务。本次收购使得北京第一机床厂成为铣床领域内的全球领导者。

### 中国玉米油公司

就中国玉米油公司（首家获准进入巴黎创业板市场的中国公司）提供了法律意见。

### 德国五矿有限责任公司

就五矿集团（中国最大的钢铁贸易商）收购德国的钢铁加工中心提供法律咨询。

### 华诚房地产公司

就华诚房地产公司获准进入巴黎创业板市场（市值为一亿六千五百万欧元）提供法律意见。

### 中国光伏集团

就在卢森堡登记注册的中国光伏集团在巴黎创业板市场上市提供了法律意见。中国光伏集团致力于太阳能电板PV模块的生产、安装和整合。

### (英国)华为技术有限公司

为华为技术有限公司的全资子公司就其《全球框架协议》和与沃达丰之间的《网络基建服务协议》提供建议。

### Great Leisure集团

就致力于室外家具设计、制造和营销的中国公司—Great Leisure集团在巴黎创业板市场上市（市值为一千六百万欧元）提供建议。

### 尚德太阳能

为世界最大的太阳能公司之一—尚德太阳能电力有限公司收购KSL Kuttler集团提供法律咨询。

### World Art Net Group SA

就其在巴黎创业板市场的上市（市值为一亿五千万欧元）提供建议。World ART NET致力于承接举办各类活动。该公司还向经整合的公司提供贷款和管理方案。

### 中国电信（欧洲）有限公司

就有关其伦敦办事处的设立、以及许多雇用问题包括合同的起草和各种纪律事务提供建议。

# Our Clients

## 我们的客户

### Key clients of the China Group include

- Agricultural Bank of China
- Bank of Communications
- Beijing No. 1 Machine Tool Plant
- China Central Television
- China Construction Bank
- Chinese Consulate General
- China Corn Oil
- China Eastern Airlines
- China Insurance Company (UK) Ltd
- China Merchant Bank Co Ltd
- China Mobile
- China Telecom (Europe) Ltd
- CITS Germany
- Comix
- Haier
- HiSun Motor
- Huacheng Real Estate
- Huawei Group
- Industrial and Commercial Bank of China
- Konka
- Midea
- Minmetals
- PetroChina International
- Sinopec Group
- Sinochem Group
- Suntech
- Taiden
- TP-Link
- TravelSky Technology

The Financial Times Global 500 provides a snapshot of the world's 500 largest companies, ranked by market capitalisation. The 13th edition, published in June 2009, featured a total of 27 Chinese companies with five listed amongst the 25 largest companies in the world. All five are highly valued clients of Taylor Wessing.

### 中国组的主要客户包括

- 中国农业银行
- 交通银行
- 北京第一机床厂
- 中国中央电视台
- 中国建设银行
- 中国总领事馆
- 中国玉米油公司
- 中国东方航空公司
- 中国保险（英国）有限公司
- 中国招商银行
- 中国移动通信集团公司
- 中国电信（欧洲）有限公司
- 中国国际旅行社
- 齐心文具公司
- 海尔
- 环松摩托车
- 华城房地产公司
- 华为集团
- 中国工商银行
- 康佳
- 美的
- 五矿集团
- 中国石油国际事业有限公司
- 中国石油化工集团公司
- 中国中化集团公司
- 尚德太阳能电力有限公司
- 台电实业有限公司
- 深圳市普联技术有限公司
- 中国航信

《金融时报》全球500强排行榜为全球最大的500个公司按其市值提供了一个“快照”。在2009年6月出版的第13版中，总共27家中国公司荣膺该榜，而其中的5家公司已跻身世界最大的25个公司。所有这5大公司均系受到泰乐信高度重视的客户。

# Taylor Wessing's China Experience

## 泰乐信的中国业务经验

Our China Group has a longstanding history of acting for Chinese companies wishing to invest or raise money abroad. We first advised a Chinese client in relation to its activities in Europe in 1985.



Our China group has extensive experience of advising hundreds of Chinese companies looking to invest, set up and develop their business internationally.

Our service is led by a team of locally qualified bi-lingual Chinese lawyers. They are supported by experienced lawyers specialising in the practice areas relevant to the needs of Chinese corporations setting up and conducting business in Europe and beyond.

Our local knowledge, legal experience and track record in domestic and international transactions provide us with a comprehensive appreciation of the different issues involved in doing business with Chinese corporations.

The combined skills of the China Group enable us to provide innovative solutions, drawing on our experience across different cultures as well as many sectors and legal disciplines.

Taylor Wessing, in a joint venture with the Chinese Ministry of Commerce, UK Trade and Investment, and PricewaterhouseCoopers, wrote and produced an Investment into the UK Handbook with a view to increasing awareness of investment opportunities for Chinese companies looking to expand into the UK. The British Embassy in Beijing distributed the book during Prime Minister Gordon Brown's visit to China in 2008.

我们的中国工作组长期为希望在海外投资或者集资的中国公司服务。我们首次为中国客户在欧洲的业务活动提供法律意见可追溯到1985年。

我们的中国组具有广泛的经验，为上百家寻求在国际上进行投资、设立并发展业务的中国公司提供法律服务。

引领该项服务的是当地具有双语能力和执业资格的律师队伍。为这些律师提供支持的是其他富有经验和专业知识的律师；他们在中国公司于欧洲境外开展业务所涉及的法律领域具有专长。与在欧洲和其它地区设立并开展业务的中国公司的需求相关的执业领域具有丰富经验和专业知识的律师。

对于本国和国际上的交易，我们了解当地的情况并具备相关的法律经验，因此，我们对中国公司开展业务中所涉及的难点问题具有综合的认识。通过结合中国工作组的各项技能，我们能够提供创新的解决方案，充分利用我们在不同文化环境，众多经济领域和法律部门所获得的经验。

泰乐信与中国商务部、英国商务投资部以及普华永道会计师事务所共同编写了《在英国投资手册》，旨在增强寻求在英国拓展业务的中国公司对投资会的认识。英国驻北京大使馆在首相戈登·布朗于2008年访华期间向公众分发了该投资手册。

## The team

The China Group is comprised of highly skilled lawyers from our International offices. Their knowledge and experience across many sectors and legal disciplines ensures that clients receive a comprehensive service of the highest quality. For more details please contact any of the individuals listed below, or those from the wider China Outbound team listed on the separate team sheet.

中国工作组由来自于我们国际事务组的优秀律师组成。他们跨行业和法律部门的知识以及经验确保客户能够获得最高质量的全面服务。更多详细情况，请联系下表所列律师，您也可联络更多单列在团队名单中的其他律师。



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## 团队

Michael-Florian has advised European and Chinese companies with regards to their business activities for nearly two decades. He is a co-founder of the Shanghai office (1996) and founder of the Beijing office (2008). Specialising in corporate and associated matters Michael-Florian focuses on IP rich industries. China projects of his multinational and medium-sized clients were subject to Chinese approval on central and provincial level. Michael-Florian regularly publishes articles in several periodicals which focus on China. He is co-author of the China section of "Handbuch Wirtschaft und Recht in Asien", Beck-Verlag. He is General Secretary of the German-Chinese Lawyer Association.

Michael-Florian已为中、欧公司的商务活动提供了近二十年的咨询。他是上海办事处（1996年）和北京办事处（2008年）的共同创设人。Michael-Florian精通公司事务和相关事务，关注知识产权领域。他的客户有跨国公司也有中等规模的公司，这些公司在中国的项目都获得了中国国家级和省一级的批准。Michael-Florian定期在多种期刊上发表针对中国问题的文章。他是Beck出版社出版的《亚洲经济与法律指南》的合作著作人，也是德中律师协会的秘书长。

Yamin Liu specialises in Chinese-related inward investment work and has advised Chinese corporations in establishing themselves and operating in the UK over the past 13 years. Yamin has advised Chinese clients in relation to banking, corporate, finance, employment, immigration, intellectual property, real estate and dispute resolution. She has acted for many Chinese national import and export corporations, state-owned commercial banks, provincial government offices and corporations and private individuals. She has given presentations on legal issues concerning inward investment at seminars organised by UKTI in Beijing, Chongqing, Shanghai, Xiamen and Nanjing.

刘亚民专门协助办理中国对英投资工作，并在过去的13年间对中国公司在英国的设立和运营事宜提供法律咨询服务。刘亚民向中国客户提供有关银行业、公司、融资、雇佣、移民、知识产权、房地产和争议解决方面的法律咨询服务。她是许多中国进出口公司、国有商业银行、省级政府办事处和公司以及个人的代理人。她在英国贸易投资总署在北京、重庆、上海、厦门和南京组织的研讨会中发表过有关对内投资法律事务的演讲。

Qun Huang is a corporate lawyer specialising in M&A, and has successfully advised Chinese companies in a series of M&A and IPO projects. Furthermore, he provides long term legal advice to Chinese companies in Germany, regarding business contracts, financing, claim management, labour, intellectual property and real estate. Clients, from across the entire Chinese-speaking world include, large-scale enterprises, the Chinese government, and medium-sized enterprises ranging from firms specialising in equipment engineering, electronics industry, banking to new energy and information technology. He is a member of the International Bar Association and the German-Chinese Lawyer Association.

黄群是专门从事兼并和收购业务的公司法方面的律师，已成功地在一系列兼并和收购活动和首次公开招股项目中向中国公司提供了法律咨询服务。另外，他向在德国的中国公司提供长期的法律咨询服务，内容涉及商业合同、融资、索赔管理、雇佣、知识产权和房地产。他的客户遍及整个华语区，包括大型企业、中国政府部门和中型企业，这些企业涉及的领域广泛，从机械制造业、电子行业、银行业到新能源和信息技术。他是国际律师协会的成员，也是德中律师协会的成员。

Alain specialises in corporate and commercial law with an emphasis on stock exchange matters and in particular IPOs on the Paris and New York stock markets. Alain heads the Capital Markets and Securities department in Paris. He is a member of the China Group and is a speaker at numerous conferences on French and European stock exchange regulations. He is regularly ranked within the first tier of leading lawyers specialised in Equity Capital Markets and Venture Capital.

Alain擅长公司法和商法，侧重证券交易事务，特别是处理在巴黎和纽约证券交易所进行的首次公开招股。Alain领导泰乐信在巴黎的资本市场和证券部门。他是中国工作组的成员之一，并在众多会议上就法国和欧洲的证券交易规则发表讲演。他是股权资本市场和风险投资方面一流资深律师之一。

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