



Luxembourg Trade Mission to
CHINA

May 1-6, 2016





Luxembourg

A JOINT-VENTURE FOR MUTUAL BENEFIT



China



The Luxembourg Trade Mission to China is led under the patronage of TRH the Crown Prince and the Crown Princess

GUILLAUME AND STEPHANIE OF LUXEMBOURG

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SCHNEIDER

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Minister of the Economy

OFFICIAL
DELEGATION &
ORGANISATIONS



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THIS IS LUXEMBOURG

Small is beautiful too

Over the years the Grand Duchy of Luxembourg has established itself as a sound hub for finance, logistics, automotive components, ICT, life sciences and clean technologies. Located in the heart of Europe, Luxembourg is the ideal gateway to the European market with over 500 million consumers. The country has one of the best locations in Europe with the continent's three top industrialised countries as its neighbours i.e. Germany, France and Belgium. Thanks to this strategic location, 60% of the European Union's GDP can be serviced in less than a day.

Openness to the world

As one of the founding members of the European Union, Luxembourg is the best hub to access Europe for investors from all over the world. Markets and decision-making centres are close by: the time to reach Paris by high speed train is down to about two hours, London and Milan can be reached by air within 90-minute and Frankfurt is a mere 30-minute flight. Closer to home, Luxembourg is the economic engine of the

Greater Region, formed by the neighbouring countries, with around 40% of the workforce being commuters crossing the borders each day.

A magnet for talent

Luxembourg is an expert at importing knowledge both via long-term immigrants and cross-border commuters. As a truly international country in Europe, Luxembourg counts almost 47% non-Luxembourgish residents. Cross-border thinking, mobility and the cosmopolitan nature of its working population thereby contribute to the high



productivity of the Grand Duchy. The language skills of the workforce enable our companies to proudly claim: We speak the language of our customers.

An attractive business environment

Luxembourg offers an exceptional range of assets and opportunities for doing business in Europe due to its political and social stability, skilled and multilingual workforce, state-of-the-art infrastructures, excellent connectivity to markets and competitive legal & regulatory environment. Thanks to these strategic assets, Luxembourg has been able to attract many of the world's leading companies to establish their headquarters in the Grand Duchy. Among those global players are ArcelorMittal, the world's largest steelmaker, satellite communications giants SES and Intelsat, automotive components maker Delphi (Powertrain Systems), chocolatier Ferrero, PayPal, eBay, RTL Group, the leading European radio and TV broadcaster, Internet voice and video call provider Skype and Cargolux, Europe's leading

all-cargo carrier.

Also a growing number of Chinese companies have set foot in Luxembourg, such as the six largest Chinese banks Bank of China (BOC), the Industrial and Commercial Bank of China (ICBC), China Construction Bank (CCB), Bank of Communications, Agricultural Bank of China (ABC) and China Merchants Bank (CMB), Huawei Technologies for the ICT sector and the automotive company SAIC, to name but a few.

The facts behind the success story

Luxembourg ranks among the wealthiest countries in the developed world and is internationally recognised for its world class financial sector, being the leading wealth management centre in the Eurozone and being ranked second in the world in the investment fund industry. Other types of financial services add to this mix, which, together with supporting services companies, accounts for around 50% of output. The rest of the economy is focused on the provision of added value goods and services for local and foreign markets. In all these activities, it is the skills and multilingualism of our people as well as the business-friendly environment which are the keys to Luxembourg's success story. Luxembourg, is also one of the few European countries to receive a maximum score (triple A) simultaneously from the three rating agencies



(Moody's, Standard & Poor's and Fitch). The Government is keen to help but is equally aware of the need to stand aside to allow companies to create growth. Business taxes are low, with the country ranked 21st out of 189 in terms of overall business tax attractiveness in recent surveys by the World Bank and PwC. They also highlighted that the time required to conform to fiscal obligations in Luxembourg as well as additional employment costs were among the lowest in the EU.

When it comes to international rankings, Luxembourg is a top-performer: The Grand Duchy ranks 3rd most globalised economy in ETH's Index of Globali-

sation 2016; 3rd in INSEAD's Global Talent Competitiveness Index 2016; 6th at IMD's Global Competitiveness Index 2015; 9th in the Global Innovation Index 2015; 3rd best country for developing, attracting and retaining talent in IMD's World Talent Report 2015 and Luxembourg City ranks the safest worldwide according to Mercer's Quality of Living 2016.

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这就是卢森堡

亦小亦美

多年来，卢森堡大公爵国发展成为集金融、物流、汽车零部件、信息通讯技术、生命科学以及清洁技术于一体的卓越枢纽中心。卢森堡地处欧洲中心位置，是进入欧洲五亿消费市场的理想门户。卢森堡毗邻三大工业化国家---德国、法国及比利时，是地理位置最为优越的欧洲国家之一。这一战略位置有利于在一天之内服务于欧盟60%的GDP区域。



向全世界开放

卢森堡作为欧盟创始成员国之一，是世界各国投资者进入欧洲的最佳枢纽。市场及决策中心也近在咫尺：乘坐高铁到达巴黎的时间仅为两个小时；乘坐飞机至伦敦和米兰则用时不到90分钟；而飞抵法兰克福则不足30分钟。卢森堡及其邻国构成大经济区，每天约有40%劳动力跨境通勤，而卢森堡正是这一大经济区的发展引擎。

吸引人才

卢森堡善于通过长期移民以及跨境通勤等方式引进人才。卢森堡境内有47%的人口为非本国居民，实属欧洲的国际化的国家。跨境思维、流动性、工作人口的国际大都市属性均大幅提升了卢森堡大公爵国的生产力。劳动力人口的语言技能使我们可以骄傲地宣称：我们讲客户的语言。

极具吸引力的商业环境

卢森堡政治社会环境稳定，劳动力技能熟练并且精通多国语言，基础设施一流，易于和众多市场连通，拥有竞争力的法律与监管环境，能够为在欧经商提供更广泛的优势和机遇。以上战略优势吸引了很多世界领先的公司到卢森堡大公爵国设立总部，包括世界上最大的钢铁制造商安赛乐米塔尔、卫星通信技术巨头SES和Intersat、汽车零部件制造商德尔福（动力系统）、巧克力公司费列罗（Ferrero）、贝宝（PayPal）、Ebay、欧洲领先的无线电和电视广播RTL集团，互联网语音和视频提供商Skype以及欧洲领先的全货航运航空公司卢森堡货运航空公司（Cargolux）。

同时，越来越多的中国企业纷纷落户卢森堡，例如六家最大的中资银行—中国银行、中国工商银行、中国建设银行、交通银行、中国农业银行、中国招商银行，



以及信息通讯领域的华为技术公司、汽车行业的上汽集团等。

成功要素

卢森堡跻身发达国家最富裕的国家之一，其金融领域被公认为世界一流，是欧元区领先的财富管理中心，且投资基金业排名世界第二。除此之外，其他类型的金融服务加上配套服务公司构成经济总量的50%。其余的经济活动主要是向国内外市场提供具有附加值的商品及服务。综上所述，卢森堡成功的关键是高技能的劳动力与语言能力，以及友好的经商环境。卢森堡还是同时获得三家评级机构（穆迪、标普、惠誉）最高评级（3A）的少数欧洲国家之一。

卢森堡政府积极创造有利条件的同时，也确保放手让企业推进发展。卢森堡商

业税较低。根据世界银行和普华永道最近的调查报告显示，在商业税吸引力方面，卢森堡在189个国家中，排名第21。该调查还强调，在卢森堡遵守财政义务所需时间最短，雇佣成本也是欧盟最低的。

卢森堡在各项国际排名中均脱颖而出。卢森堡在2016年的苏黎世联邦理工学院（ETH）全球化指数中以及欧洲工商管理学院（INSEAD）2016年全球人才竞争力指数，均位列第三；2015年瑞士国际管理学院（IMD）全球竞争力指数排名第六；2015全球创新指数排名第九；瑞士国际管理学院（IMD）2015年世界人才报告中，卢森堡在培养、吸引及保留人才方面排名第三。美世咨询2016年生活质量报告显示，卢森堡市被评为世界最安全的城市。

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BUSINESS ORGANISATIONS

CHAMBER OF COMMERCE

of the Grand Duchy of Luxembourg

Just two years after the Grand Duchy of Luxembourg gained independence, King Grand Duke William II issued a decree on 1st of October 1841 establishing the Chamber of Commerce. This represented the first manifestation of autonomy for a state now required to manage its own affairs. Business entrepreneurs now had a body to promote their interests. The role and the tasks were affirmed a first time by the law of 4 April 1924 creating elective professionals chambers. The legal frame ruling the Chamber of Commerce was deeply reformed and modernized by the law of 26 October 2010.

As a professional chamber and public institution encompassing all sectors of business other than agriculture and the handicraft industry the Chamber of Commerce conceives its rationale and its role as guardian of the interests of its affiliated companies. These often constitute a motley group with divergent sectorial interests. That is why, in a spirit of fairness to all its members, the Chamber of Commerce sees its primary mission in the

articulation, the representation and the defense of the general economic interest of all its members.

In the Grand Duchy of Luxembourg, membership of the Chamber of Commerce is mandatory for all selfemployed individuals, commercial companies, and branches of foreign companies established in Luxembourg and undertaking a commercial, financial or industrial activity.

The Chamber of Commerce has more than 50,000 affiliated members, representing 75% of total employment and 80% of GDP. International Affairs is one of the five service areas of the Chamber of Commerce. Its primary task is to support companies in foreign markets. This active support in conquering new markets takes various forms, including economic promotion missions.

Finally, the Chamber of Commerce receives foreign delegations and offers specialist advice in connection with foreign markets.



Jeannot Erpelding
Director
International Affairs



Daniel SAHR
Advisor
International Affairs



Na SHI
Advisor
International Affairs

It also publishes a Market Guide, available online (guidedumarche.cc.lu), listing several hundred Luxembourg companies seeking to establish contacts abroad.

Also a part of the International Affairs service area is the Office du Ducroire. The Office du Ducroire (www.ducroire.lu) is a unique service available to exporters in the fields of credit insurance, financial assistance for exports and advice to companies in both these areas.

The Chamber of Commerce of the Grand Duchy of Luxembourg is a founding member of Luxembourg for Business and Luxembourg for Finance.

卢森堡大公国商会

卢森堡大公国获得独立后两年，国王大公威廉二世于1841年10月1日颁布法令，建立商会，这是国家自治需求的首次表现。于是，商界企业家拥有了发展自身权益的机构。1924年4月4日颁布的法律规定选举专业的商会成员，从而明确了商会的职责及任务。2010年10月26日，商会的法律框架进一步进行了现代化改革。

商会作为专业化的公共机构，涵盖了除农业和手工业之外的各行各业，商会的理念及职责为保护其关联公司的利益，通常其成员公司来自不同领域，利益不尽相同，因此，公平起见，商会的主要任务就是为成员公司表达意愿，代表并维护所有成员的总体经济利益。

在卢森堡大公国，所有自雇人员、商业公司及在卢森堡开展商业、金融或工业活动的海外分公司都必须具有商会会员身份。

商会拥有50,000多家成员公司，占总就业人数的75%，GDP的80%。商会五大

服务领域之一为国际事务，积极协助成员公司以各种形式拓展海外市场，例如组织经济推广代表团。

最后，商会还接待外国访问团，并针对国外市场提供专业的咨询建议。商会还发行了市场指导，可从网站(guidedumarche.cc.lu) 获取，该指导列出了数百家寻求建立海外联系的卢森堡公司。

国际事务部提供的服务中包括资历证明(www.ducroire.lu)，从而为出口商提供信贷保险与金融支持，以及独特的咨询服务。

卢森堡大公国商会是卢森堡贸易和投资署及金融推广署的创始成员。



175th 1841-2016
anniversary

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LUXEMBOURG CITY TOURIST OFFICE



Tom BELLION
Director

The “Luxembourg City Tourist Office” was founded back in 1933 as a non-profit organisation and is the official Destination Management Organization of the City of Luxembourg (Europe).

Its objectives are as follows:

- take initiatives in developing tourism in the City of Luxembourg ;
- manage tourist information centres ;
- manage one of the top three tourist attractions in the Grand Duchy of Luxembourg (Bock Casemates) ;
- organise guided tours through the City of Luxembourg (Pool of 190 official guides, 28 languages) ;
- produce all kinds of documentation related to tourism and cultural events;
- manage the Luxembourg Convention Bureau ;
- organise cultural events ;
- promote Luxembourg as an attractive leisure, business and cultural destination.

Currently the Luxembourg City Tourist Office has a total of 26 staff in the fields of Sales & Operations, Marketing, Events & Culture and General Services.

卢森堡城市旅游局

卢森堡城市旅游局成立于1933年，系一家非营利组织，同时也是卢森堡市（欧洲）官方目的地管理机构。

其目标如下：

- 积极发展卢森堡城市旅游；
- 管理游客信息中心；
- 管理卢森堡大公国最受欢迎三大旅游景点之一（卢森堡古堡）；
- 组织卢森堡市导游服务（190名正式导游，28种语言）；
- 发行各类旅游及文化相关的文件材料；
- 管理卢森堡会议中心
- 举办文化活动
- 推广卢森堡商业与文化的无限魅力

目前卢森堡城市旅游局共有26名工作人员，其职责涵盖销售、运营、市场营销、活动、文化以及综合服务。



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LUXEMBOURG FOR TOURISM



Anne HOFFMANN
General Director

“Luxembourg for Tourism” (LFT) is the agency of the Ministry of Economy for the promotion of the touristic destination Luxembourg, which covers leisure and business tourism - MICE (meetings, incentives, conferences & exhibitions). The main mission is the development and execution of the national marketing strategy as well as the coordination of all touristic promotion and communication activities abroad.

“Luxembourg for Tourism” is in charge of the evaluation and the analysis of potential markets, segments and touristic trends and is developing the communication instruments and messages to position the touristic destination among target potential clients. In addition the LFT provides consultancy and assistance to institutions and partners for the development of the touristic offer.

“Luxembourg for Tourism” (LFT) provides support and advice to all professional tour operators and international travel journalists and is their main point of contact.

卢森堡旅游推广署

卢森堡旅游推广署 (LFT) 隶属经济部，旨在推广卢森堡的旅行目的地，包括休闲与商务旅行 (MICE-会谈、奖励旅游、大会以及展会)。卢森堡旅游推广署的主要任务是制定并执行国家的市场营销策略以及协调海外旅游推广与交流互动。

卢森堡旅游推广署负责评估以及分析潜在市场、各个行业以及旅游趋势，并且正在开发宣传沟通方式与信息，从而向潜在目标客户推广卢森堡的旅游目的地。此外，卢森堡旅游推广署 (LFT) 还向机构及合作伙伴提供咨询服务，协助其开发旅游方案。

卢森堡旅游推广署 (LFT) 作为专业旅行运营商以及国际旅游记者的主要联系机构，提供相关支持和建议。



// Luxembourg for Tourism

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LUXINNOVATION

the National Agency for Innovation and Research

Operating at the heart of Luxembourg's innovation system, Luxinnovation, the National Agency for Innovation and Research, focuses on stimulating the competitiveness of the country's economy through research, innovation, creativity and design by providing a wide range of integrated and tailor-made services. The Agency is a key partner for all who are interested in launching innovative activities in Luxembourg – from entrepreneurs, managers of start-up companies and researchers to foreign enterprises and investors.

Luxinnovation has implemented various initiatives in order to strengthen the R&D and innovation potential of companies and to reinforce links with public research organisations and academia. For example, the Agency manages the Luxembourg Cluster Initiative, which actively encourages networking and collaboration between the private and the public sectors. The Clusters focus on key technologies that have been identified as being important for the future sustainable development of the Luxembourg economy:

- Luxembourg Automotive Components Cluster
- Luxembourg Ecolnnovation Cluster
- Luxembourg BioHealth Cluster
- Luxembourg ICT Cluster
- Luxembourg Materials Cluster
- Luxembourg Space Cluster

One of the main missions of Luxinnovation is to support companies and investors that wish to set up R&D and innovation-related activities in Luxembourg. Our advisory team can provide guidance with the relevant procedures as well as information about the favourable legal and tax environment that can be offered to those wishing to establish an innovative company in Luxembourg.

A number of grant schemes in Luxembourg are aimed at supporting R&D and innovation activities in both the public and the private sector. Luxinnovation acts as facilitator for clients that are seeking national or European funding, planning to launch an innovative activity, looking for technological expertise



Laurent FEDERSPIEL
Director Sector
development & Cluster
Initiative



Jozef Huibert ORTIJENS
Head of Sector Automotive
Components

or aiming to upgrade their innovation management activities. The Agency also helps with partner searches and can facilitate contacts with national authorities, support agencies, public research organisations and companies that could be future partners or clients.

In keeping with its motto, Luxinnovation is dedicated to "Making Innovation Happen" in all its processes and daily operations.

卢森堡创新中心 (Luxinnovation) - 国家创新研究机构

卢森堡创新中心 (Luxinnovation) - 国家创新研究机构

卢森堡创新中心 (Luxinnovation) 是卢森堡国家创新研究机构, 亦是卢森堡创新体系的核心, 着力通过研究、创新、创意以及设计, 提供广泛的综合性以及定制化服务, 从而提升国家经济竞争力。对于希望在卢森堡从事创新业务的的人士, 如企业家、初创企业管理者、外企研究人员以及投资者等, 卢森堡创新中心是重要的合作伙伴。

卢森堡创新中心实施了各种举措, 激发企业研发及创新潜力, 加强与公共研究机构和学术界的联系。比如, 由该中心管理的卢森堡产业集群倡议 (Luxembourg Cluster Initiative), 大力倡导公私领域之间的交流与合作。产业集群主要关注对卢森堡经济未来可持续发展至关重要的技术:

- 卢森堡汽车零部件产业群
- 卢森堡生态创新产业群
- 卢森堡生物健康产业群

- 卢森堡信息通讯技术产业群
- 卢森堡材料科学产业群
- 卢森堡航空产业群

卢森堡创新中心的一项主要任务就是向希望在卢森堡从事研发与创新相关活动的企业及投资者提供支持。如果您希望在卢森堡成立创新企业, 我们的咨询团队可以指导相关流程, 提供有关法律和优惠税收环境的资讯。

卢森堡的公私领域拥有众多鼓励研发与创新的项目。卢森堡创新中心可以协助客户寻求国家或欧洲资金, 启动创新项目, 获取技术经验, 提升创新管理活动。此外, 中心还可以帮助您与政府、配套部门、公共研究机构以及有潜力成为合作伙伴的公司联络。

卢森堡创新中心 (Luxinnovation) 在各个流程以及日常运营中均充分践行其理念: “让创新成为现实。”



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BUSINESS
DELEGATION

ALBERT STREFF

STREFF's main activity is the "wall to wall" moving of household goods for private and corporate customers. The world wide moving services are achieved in co-operation with partner companies who are leaders in there local markets and provide the best services expected by customers.

At Streff all members of staff are focused on the highest level of quality. With more than a thousand feedbacks per year we prove our quality standards continuously. You'll find our monthly quality report under streff.lu.

Also we can assure a full relocation service. This offer of service is for individuals as well as for company staff and their families who need to adapt quickly and in an efficient way to their new environment.

Another important part of our business is the office moving. In order to achieve a minimum disturbance of our customers own business we have invested in suitable equipment to ease the handling and speed up the transfer of the goods to be moved.

Streff is the only moving company to provide container loading at floor level by window or balcony and outside elevators up to 45 m length. Archive and PC trolleys, heavy item lifter for safes and full filing cabinets are only a few of the used special equipment.

Since 2005 Streff has achieved the status of PSF (provider of the financial sector) from the Luxembourg Ministry of Finance to ensure security and data protection. In this area Streff offers additional services as archive logistics, electronic archiving, and all kind of destruction of documents and data media.

In 2008 we have been awarded with the "Prix Luxembourgeois de la Qualité".

Streff operates five warehouses with a total capacity of about 165.000 m³. Here we provide containerized furniture storage, archive storage and document destruction services for our customers.

Apart from palletized and wooden container storage, our speciality is to store fully loaded steel shipping containers (from 20 feet up to 45 feet and up to 30.000 kg each) inside of our temperature controlled warehouses.

This allows us to load, seal, store and redeliver all goods entrusted in our care without individual physical handling in and out of storage, which assures the integrity of the shipment and reduces the risks of damages and of course the handling cost.

STREFF公司的主要业务是向个人以及企业提供“从墙到墙”的家居物品搬迁服务。我们与世界各地的行业领先者合作，向客户提供最优质的服务，实现服务全球化。

Streff的员工致力于提供最高品质的服务。每年我们都收到上千份的客户反馈，不断印证Streff的高品质标准。您可以通过 streff.lu 获取我们的月度质量报告。

同时，我们提供全方位的搬迁服务，帮助个人与企业员工及其家人尽快熟悉适应新环境。

此外，办公室搬迁也是我们重要的业务板块。Streff 合理采用搬迁设备，增加操作的便捷性，加快办公物品的搬迁速度，从而把对客户带来的业务干扰降到最低。

Streff是唯一提供集装箱装载服务的搬迁公司，可以实现靠窗、靠阳台或电梯外部的装载服务，最高可达45米的高度。我们使用各类特种设备，包括档案及电

脑手推车、保险箱升降机、以及满负载文档柜等。

2005年，Streff获得卢森堡财政部授予PSF（金融部门提供商）资质。该认证旨在确保安全及数据保护。Streff 在该领域提供一系列附加服务，如存档物流、电子存档以及各类文档与数字媒体的销毁服务。

2008年，Streff荣获“卢森堡质量大奖”。

Streff共有五个仓库，总容量达到165,000m³，因此能够为客户提供集装箱式的家具存储、档案存储以及文件销毁等诸多服务。

由于我们的仓库实现了温度可控，因此除了可以储存托盘与木质集装箱，还可以存储满载的钢制船运集装箱（20英尺至45英尺，每个最重达30,000千克）。

我们对所有委托物品实现装载、密封、存储以及再交付等一系列服务，避免存储过程中单独处理物品，确保货物完好

无损，降低受损风险以及处理成本。



Max CHORUS
Managing Director



// Albert Streff S.à r.l. et Cie Secs

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ALLEN & OVERY

Allen & Overy is a truly global law practice, with 44 offices across 31 countries. Our lawyers have both a depth of international and local knowledge and a keen understanding of solving the issues involved in the transactions and other matters, enabling us to provide a 'seamless' and comprehensive service to our clients. We work diligently across our integrated network to assist the world's leading companies in the legal implementation of their global strategies.

Thanks to the establishment of our Luxembourg – China desk and Luxembourg – APAC desk, we play a key role assisting Chinese investors in their ambitions to invest in Europe and/or through Luxembourg. Our Luxembourg lawyers work with colleagues in Beijing, Shanghai and Hong Kong and other key jurisdictions to offer our clients advice in the realm of banking and finance, capital markets, corporate and M&A, investment funds, intellectual property, information technology, insurance, employment, litigation, real estate and tax.



Emmanuel LAMAUD
Registered Foreign
Lawyer in charge of the
Luxembourg-Asia Pacific
desk

安理国际律师事务所是一家全球领先的国际性律师事务所，在全球31个国家设有44个办事处。

本所的律师不仅具有深厚的本地和全球知识，还能敏锐地理解并解决交易中遇到的问题及其他事项，使我们总能为客户提供周到与全面的服务。我们的团队力求通过自身在全球的整体网络，协助国际领先企业通过法律手段实现其全球策略。

自本所卢森堡中国业务部，以及亚太业务部成立以来，卢森堡办事处便在协助中国投资者在欧洲和/或通过卢森堡投资上起到了一个重要的作用。我们卢森堡办事处的律师与中国大陆，香港和其他主要司法管辖区的同事紧密合作，致力于为客户在银行，金融，资本市场，企业，并购，投资基金，知识产权，信息技术，保险，劳工，诉讼，不动产和税务等领域提供法律意见。

ALLEN & OVERY

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ALUK

The group AluK, headquartered in Luxembourg, is a global leader in the design and engineering of aluminium window, door and curtain walling systems.

With more than sixty years of expertise and operations in major countries around the globe, our building systems have been specified for many of the world's most advanced and prestigious buildings.

With its 8 business units, AluK remains a family-owned business with strong European roots that aspires to achieve sustainable growth through product innovation, technical expertise and leadership, and expand into new markets.

Our long heritage of family-run businesses means we believe in a local approach, bringing AluK closer to our clients through expert service and support tailored to each market. Through accredited testing facilities and in-house research and development, we ensure our products offer high performance solu-

tions and exceed many industry standards. For each market in which it operates, AluK studies and develops ranges that are able to meet the needs of the local market. AluK systems are suitable for both renovations and the construction of new buildings in all sectors - from commercial to industrial, from residential to public.

AluK China's activity started in 1985 with a first major project: the International Hotel in Beijing (over 1,200 rooms) in which innovative thermal break profiles were utilised. In 2001, our first office was established in Shanghai.

Since then, AluK China's local activity has experienced rapid growth, which led the company to be recognized as the leading European company in the window and door systems industry.

Today the group AluK serves nearly 2500 clients worldwide who manufacture 500000 windows and doors from its 8 manufacturing sites and 11 warehouses around the globe.

阿鲁克集团 (AluK) 总部位于卢森堡, 在铝窗、门以及幕墙系统的设计及工程领域处于世界领先地位。

60多年来, 阿鲁克的业务发展遍布全球主要国家, 并积累了丰富经验。许多世界最先进以及最负盛名的大楼均指定使用我们的建筑体系。

阿鲁克是一家具有欧洲渊源的家族企业, 共有8个业务单元, 不断追求产品创新, 技术专长和领先地位, 拓展新市场, 从而实现可持续发展。

我们悠久的家族企业传统使我们更加注重本地化, 贴近各个市场的客户, 提供量身打造的专业服务与支持。

通过具有资质的测试机构以及内部的研发团队, 我们确保产品方案不但性能优异, 并且超越了许多行业标准。

公司在业务涉足的每个市场始终坚持研究与开发符合当地市场需求的产品方案。阿鲁克系统适用于各个领域 - 从商

业到工业, 从住宅到公共领域 - 包括大楼改建以及新楼建造。

1985年, 阿鲁克在中国开启了首个项目, 即位于北京的国际饭店 (超过1200个房间)。该项目运用了创新的隔热型材。2001年, 我们在上海成立了首个中国办事处。

随后, 阿鲁克在中国的业务快速发展, 成为公认的窗门系统行业领先的欧洲公司。

如今, 阿鲁克服务于全球近2,500家客户, 并在全球范围拥有8个生产基地以及11家仓库, 产能达500,000个门窗。



Massimo RIGONI
Director of Sales - China

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ARENDT & MEDERNACH

THE FIRM:

Arendt & Medernach is the leading independent business law firm in Luxembourg. The firm's international team of more than 275 legal professionals represents Luxembourg and foreign clients in all areas of Luxembourg business law from our head office in Luxembourg and our foreign offices in Dubai, Hong Kong, London, Moscow and New York.

Our philosophy is expressed through our five values: vision – commitment – people – independence – energy. We strive for excellence in order to achieve the best results for our clients and we always look for creative solutions.

Our specialised practice areas allow us to offer a complete range of Luxembourg legal services tailored to the client's individual needs across all areas of business law.

MAIN AREAS OF PRACTICE:

Our firm advises international and domestic clients in all areas of business law relevant to their business activities, ranging from fund formation, banking, insurance, private equity, real estate to corporate and tax matters.

律所简介:

Arendt & Medernach是一家位于卢森堡的顶尖独立商业律师事务所，由275多名法律专业人士组成国际团队，为卢森堡与海外客户提供与卢森堡商业法相关领域的全方位服务。Arendt & Medernach总部位于卢森堡，并在迪拜、香港、伦敦、莫斯科以及纽约等城市设有海外办事处。

我们的理念秉持五大价值观：愿景 – 承诺 – 以人为本 – 独立 – 活力。我们追求卓越，致力于寻求创新方案，为客户实现最佳效果。

我们专业的执业范畴能够提供完整的卢森堡法律服务，涉及商法的各个领域，并根据客户具体要求提供定制服务。

主要执业领域:

我们为国内外客户提供商法各个领域的服务，包括基金设立、银行业务、保险、私募股权，不动产业务以及企业税务。



Laurent SCHUMMER
Partner



Stephane KAROLCZUK
Head of Office, Hong Kong

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BANK OF CHINA

Bank of China Limited Luxembourg Branch was the first Chinese bank established in Luxembourg in 1979. It was also the first banking branch established overseas by China after the founding of People's Republic of China. In 1991, Bank of China Group incorporated its first wholly-owned European subsidiary "Bank of China (Luxembourg) S.A." which in turn has expanded the network to other EU countries over the years, opening branches in Rotterdam, Brussels, Warsaw, Stockholm and Lisbon.

In recent years, Bank of China Luxembourg has expanded its business to reach new heights, and has achieved a predominant RMB market share in Luxembourg. In 2014, the Bank became the first Chinese company not only to launch an offshore-RMB bond (called Schengen Bond) in Luxembourg and Eurozone, but also to list it in Luxembourg Stock Exchange. In 2015, the Bank successfully became the first Luxembourg-based RQFII with approved license and quota, and incorporated an umbrella investment company "BOC (Europe) UCITS SICAV".

Today, as the Group's European Regional Hub and European Asset Management Platform, the Bank provides full range of comprehensive banking products and services tailored to meet the needs of its corporate, financial institutions and private clients. Standing as a group of 7 institutions in 6 countries, the Bank has over 190 employees of more than 15 different nationalities.

中国银行股份有限公司卢森堡分行成立于1979年，是第一家在卢森堡设立的中资银行，同时也是中华人民共和国成立后中国银行业在海外建立的第一家分支机构。1991年，作为中银集团欧洲第一家全资子公司，中国银行（卢森堡）有限公司注册成立，并于数年间陆续将机构网络扩展至鹿特丹、布鲁塞尔、华沙、斯德哥尔摩和里斯本等欧盟地区。

近年来，卢森堡中国银行业务成长屡创新高，在人民币业务领域市场份额领先。2014年，卢森堡中国银行成为第一家在欧元区及卢森堡发行离岸人民币债券（即申根债）的中资企业，该债券也成为首支在卢森堡股票交易所挂牌交易的离岸人民币债券。2015年，中国银行（卢森堡）有限公司成功获得卢森堡第一家人民币合格境外机构投资者资格和额度，同时在卢森堡设立了BOC(Europe) UCITS SICAV基金公司。

今天，作为中银集团的欧洲区域中心和欧洲资产管理平台，卢森堡中国银行提供全方、综合性、个性化的产品和服务，满足公司、金融机构以及个人客户的各类

需求。卢森堡中行下设七家机构、覆盖六个国家，拥有190余名来自15个不同国家的员工。



Lihong ZHOU
General Manager



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BANQUE INTERNATIONALE À LUXEMBOURG

While BIL, founded in 1856, is the oldest of Luxembourg's private banks, it is now resolutely turned towards the future, with a clear focus on innovation and client satisfaction. At the same time, the bank is deeply rooted into Luxembourg's economic and social fabric, committed to offering relevant and innovative products and services for its diversified and high end private, professional or institutional clients in Luxembourg as well as in selected international markets in the field of wealth management. It has a local presence in a variety of other countries: Switzerland, Denmark, Dubai and Sweden. BIL's 2000 staff members share a common goal of building relationships of trust with all of our stakeholders and supporting our clients with their projects by offering quality services that generate long-term value. The bank has expertise in the areas of retail, private and corporate banking and is active on the financial markets. The bank is co-owned by Precision Capital, a bank holding company owned by Qatari investors, and the Grand Duchy of Luxembourg. Luxembourg is one of two coun-

tries in the euro zone still to have a AAA rating as assigned by S&P, Moody's and Fitch, and is of increasing interest to the Chinese international banking sector. The Grand Duchy views BIL as a bank of strategic importance and has committed to consolidating BIL's position as a key player in the financial services sector.

卢森堡国际银行 (BIL) 成立于1856年, 是卢森堡最古老的私人银行。银行以创新及客户满意度为宗旨, 正坚定地迈向未来。与此同时, 卢森堡国际银行根植于本国经济及社会结构, 致力于在国内外市场为多元化及高端的私人、专业以及机构客户, 提供财富管理领域的创新及相关产品及服务。银行业务遍布瑞士、丹麦、迪拜和瑞典等地。卢森堡国际银行拥有2000名员工, 其共同目标旨在: 与所有利益相关方建立信任关系, 为客户提供优质的项目支持服务, 创造长远的价值。银行在零售、私人及企业银行业务拥有专业优势, 并积极参与各类金融市场。卢森堡国际银行的共同所有者分别是Precision Capital (来自卡塔尔的投资者集团) 和卢森堡大公国。卢森堡是欧元区享有标普、穆迪和惠誉AAA信用评级的两个国家之一, 并且越来越受到中国国际银行部门的关注。卢森堡大公国赋予卢森堡国际银行战略意义, 并致力于提升其在金融服务领域的关键地位。



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CHÂTEAU D'URSPELT

Located in a peaceful setting just outside a small, picturesque village, the Château d'Urspelt, which dates back to the 18th century, has recently undergone an extensive restoration.

Great care has been taken to respect the chateau's cultural heritage and furnish all the comfort and charm of a very elegant 4-star luxury hotel.

With the subtle decoration of its 56 rooms and suites, all bearing the mark of authentic splendor, the Château d'Urspelt offers you the most romantic haven of peace in a fairy tale setting.

The Château d'Urspelt is also the ideal place to hold your wedding or any other important ceremony, thanks to its large reception hall that can accommodate 500 people, its spacious, elegant interior courtyard and its superb garden. A comprehensive selection of theme parties and entertainment is available to make your celebration unforgettable and in keeping with your personal wishes.

Finally, the Château d'Urspelt is the perfect choice for seminars and company rewards. Various fully equipped rooms that can be adapted to meet your needs will accommodate your guests for business meetings, training sessions and team building. You will discover that the chateau has a wide selection of formulas as well as attractive, entertaining activities that can be tailored to suit your every wish.

Because of its historical, architectural and aesthetic importance, the Château d'Urspelt has been classified as a National Monument of Luxembourg.

KEY FACTS

- Category: ****
- Rooms: 52
- Suite: 4
- Restaurant: 1
- Cellar Bar: 1
- Meeting Room: 5
- Gala Room: 600 sq.m
- Parking: 150 private units
- Helipad

HIGHLIGHTS:

- First Historical Award Winning Castle Resort in Luxembourg
- National Monument of Luxembourg
- Free Wi-Fi (Optical Fiber)
- Private wellness areas
- Outdoor infinity swimming spa

ACCESS FACILITIES:

- Plane: Luxembourg Findel Airport (35' drive, 8' Heli Shuttle)
- Train: Clervaux CFL Station (3' drive)
- Car: E421-N7: Luxembourg 35' Trier 70'
- E-car: Tesla Destination Charging Partner

德优斯贝尔特城堡 (Château d'Urspelt) 环境清幽, 依傍着风景如画的小村, 其悠久的历史可以追溯到18世纪。最近, 城堡已全面修缮, 整修一新。

修缮中采取了谨慎的措施, 在尊重城堡文化遗产风格的前提下, 营造出一家四星级酒店舒适的环境, 展现着优雅的魅力。

德优斯贝尔特城堡酒店可提供56间精致装修客房和套房, 纯正大气, 犹如置身于童话中浪漫的人间仙境。

德优斯贝尔特城堡酒店接待大厅可容纳500人, 庭院宽敞而优雅, 设有华丽的花园, 是举行婚礼及其它重要仪式的理想场所。我们有众多主题派对和娱乐活动由您选择, 为您留下流连忘返的贴心体验。

最后, 德优斯贝尔特城堡是研讨会以及公司奖励的绝佳选择。各类房间设备齐全, 可以满足不同需求, 如商务会议、培训及团队建设等。您会发现, 酒店拥有多

种方案和独具吸引力的娱乐活动供您选择, 为您量身定制, 满足您的全部愿望。

德优斯贝尔特城堡具有重要的历史、建筑 and 美学意义, 已经被列为卢森堡国家级历史遗迹。

关键信息:

- 星级: ****
- 房间: 52
- 套房: 4
- 餐厅: 1
- 地窖酒吧: 1
- 会议室: 5
- 宴会厅: 600 平米
- 停车位: 150个私人停车位
- 直升飞机起飞及降落场

酒店特色:

- 卢森堡首家获得历史奖项的城堡度假区
- 卢森堡国家纪念碑
- 免费Wi-Fi (光纤)
- 私人健身区域
- 户外大型游泳水疗区

抵达方式:

- 飞机: 卢森堡芬德尔 (Findel) 机场 (35分钟车程, 或8分钟直升机抵达)
- 火车: 克莱沃城堡 (Clervaux) CFL 火车站 (3分钟车程)
- 汽车: E421-N7: 卢森堡 35分钟, 特里尔 (Trier) 70分钟
- 电动汽车: 特斯拉, 目的地充电合作酒店



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CHOCOLATE HOUSE LUXEMBOURG

Since the beginning, 2008, the Chocolate House is the best place for all locals and tourists to be in. Chocolate House found by Nathalie Bonn and her family is not only a chocolate house, but it also feels like everyone's house. Madam Bonn's dream was to put her expertise of chocolate and her creativity in a place where people can experience the best of it. Therefore, she found the perfect place to find her dream in, an authentic beautiful house with a prime location existing right in front of the Grand Ducal Palace of Luxembourg. At this point, she was ready to introduce the FINEST house-owned recipes of chocolate and cakes made of extreme top-quality natural ingredients, which by the Chocolate House have gained the Excellence Royal Certificate "Made in Luxembourg". Moreover, Chocolate House became a hot spot for tourists by words of mouth until it has gained the prize of "Trip Advisor" for several years until today. It is well known by now, that Chocolate House offers the best chocolate made of premium cocoa and the highest quality of natural ingredients with no artifi-

cial colors or preservatives added. It is also known that Chocolate House is the favorite chocolate and cake supplier to the Royal Duke House of Luxembourg. It started sponsoring the Royal events shortly right after launching until this day. According to the New Yorker news platform BuzzFeed.com is Chocolate House one of the 27 places in the World to get hot chocolate. The House gained all people and media's respect and trust to what it has been offering to its visitors and lovers of more than 70 creative flavors of handmade hot chocolate spoons, spreads, mendiants, bars, pralines and delightful cakes. In 2015 Chocolate House opened locations in Mersch, Ettelbrück and Thionville (France). The developed Trade Mark "Spreadsco" only for the Arabic countries was very successfully established in the Golf Region last year.



Nathalie BONN
Founder & General
Manager



Kim ROELTGEN
Co-Founder



Hannes STEIER
Production Manager



Limiao CHEN
Master Franchisee
Chocolate House China

卢森堡巧克力小屋 (Chocolate House) 始于2008年, 之后这里一直是当地人及游客最为青睐的去处。Nathalie Bonn和她家人经营的这家商店不仅是巧克力小屋, 更像是每位来访者的家。Bonn女士的梦想就是将她做巧克力的专长与创意结合起来, 为顾客带来最好的体验。因此她找到了一个存放梦想的完美之地, 一个美伦美奂的房屋, 地处黄金地段-卢森堡大公宫殿前。此时, 她早已准备好向顾客呈上独家顶级配方的巧克力及蛋糕, 配方均采用上乘优质天然材料, 并且荣获卓越皇家证书“卢森堡制作”。口口相传, 巧克力小屋成了游客们的必来之地, 并多年获得“Trip Advisor”(猫途鹰)的奖项。如今, 众所周知, 巧克力小屋采用优质可以及顶级天然原料, 提供最佳巧克力, 且不添加人工色素或防腐剂。巧克力小屋是卢森堡公爵皇室最喜爱的巧克力及蛋糕供应商。巧克力小屋从开始营业后不久至今, 一直赞助皇室活动。根据纽约客新闻平台BuzzFeed.com报道, 巧克力小屋是全世界提供热巧克力的27处之一。巧克力小屋发挥创意, 向游客以及巧

克力爱好者提供70多种口味的手工热巧克力、巧克力酱、圆饼、巧克力棒、果仁巧克力以及美味蛋糕等, 赢得了大众及媒体的尊敬及信任。2015年, 巧克力屋在梅尔施 (Mersch)、Ettelbrück以及Thionville (法国) 设立了商店, 并且为阿拉伯国家打造了“Spreadsco”品牌, 去年在海湾地区成功推出。



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CHOICE TECHNOLOGIES

CHOICE Technologies is a Business Consulting & Software company focused on providing Revenue Assurance solutions for electricity, water and gas utilities. CHOICE Revenue Intelligence™ employs sophisticated algorithms to accurately predict the fraud probability and the associated financial return for each customer. Leading utilities confirm we provide the only proven commercial solution for once-a-month conventional meter readings.

Our passion is fueled by a global problem: utilities' losses due to fraud/theft, collection and quality of service. Electric utilities alone lose \$85 billion USD per year and new stresses on water resources are expanding worldwide.

Today, CHOICE Revenue Intelligence™ is used by utilities serving nearly 100 million customers, with more than two million field inspections executed. Our client Light from Rio de Janeiro in short time improved revenue and profits by \$40 mi USD/year and total revenue

recovery of electricity by a factor of 4 times until now.

CHOICE Revenue Intelligence™ integrated suite of software and service solutions include:

- CHOICE Portfolio – The core intelligence platform for reducing non-technical losses, Portfolio delivers a user friendly and intuitive interface allowing you to create investigation rules and customer profiles from disparate databases and systems. Unique algorithms then estimate the investigation rule effectiveness and financial impact for each customer and automatically evolves as fraudsters change tactics. Portfolio helps utilities to manage the associated processes from A to Z in order to contain and reduce non-technical losses.
- CHOICE Topos – Innovative geo-spatial intelligence prioritizes and optimizes inspection targets according to risk rates and financial return potential. All displayed

graphically in an intuitive map detailing by color the lowest to highest potential return on investment.

- CHOICE Archos – Archos groups customers into clusters by propensity to react positively to varying collection techniques, accelerating the recovery of past-due revenue while minimizing write-offs.
- CHOICE Intelligence Center Services – Provides on-going support from CHOICE data scientists to assist your utility team with the latest knowledge and insights to maximize system performance.

CHOICE Technologies技术公司是一家业务咨询及软件公司，专注于水、电、煤气公用事业领域提供收入保障解决方案。CHOICE Revenue Intelligence™（收入智能系统）采用尖端算法，可以准确预测欺诈概率，以及客户的相关财务回报。主要的公共事业单位均认可我们为月度常规仪表读数提供了唯一行之有效的商业解决方案。

我们的热情源自一个全球性问题：由于欺诈与盗窃，以及征收以及服务质量等原因，造成公共事业单位收入损失。仅电力公共事业单位每年的损失就高达850亿美元。全球水资源的压力也日益增大。

目前，许多公共事业单位使用CHOICE Revenue Intelligence™，用户数量近1亿，而每年实地检查的数量也高达200万次。例如我们在里约热内卢的客户Light公司，短期内的年收入和利润便提高了4千万美元，电力收入总额目前恢复至4倍。

CHOICE Revenue Intelligence™全套系列软件和服务的解决方案包括：

- CHOICE Portfolio – 该组合系列是减少非技术损失的核心智能平台，提供用户友好的直观界面，帮助您制定调查规则，从不同的数据库和体系创建用户档案。然后独特的算法评估调查规则的有效性，以及对客户的财务影响，并且随着欺诈者的策略调整而自动调整。该组合平台协助公共事业单位管理完整的相关流程，从而遏制并减少非技术损失。
- CHOICE Topos – 创新地理空间智能系统可根据风险率和金融回报潜力，对检查目标进行优先排序，并开展优化处理。同时，以直观图表的形式，采用不同颜色标注不同程度的投资潜在回报率。
- CHOICE Archos – Archos按照客户积极应对不同收费策略的倾向，将客户分组，加快收取过期未付的费用，同时将销账情况降至最低。



Denis MAIA
Director



Rui MANO
Director

- CHOICE 智能中心服务 – CHOICE 数据科学家提供持续支持，通过最新知识和视野，协助您的公共事业团队实现系统性能最大化。



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DELOITTE TAX & CONSULTING

Deloitte Touche Tohmatsu is an organization of member firms, with a strong international network of approximately 225,000 professionals worldwide offering a wide range of accounting, tax, consulting and corporate finance services in over 150 countries.

With more than 1,800 employees, Deloitte Luxembourg (www.deloitte.lu) is amongst the top professional services firms on the market. For over 65 years, it has delivered high added-value services to national and international clients, offering a full range of services in the fields of audit, tax, financial advisory and consulting.

To meet clients' needs, Deloitte Tax and Consulting builds tailored service teams with professionals experienced in their sector. A substantial number of staff has occupied senior positions in the financial services (banking, funds, insurance) and commercial industries, as well as industrial and public sectors. Thanks to its multidisciplinary, Deloitte has developed a business model that brings to-

gether a huge pool of competencies, allowing cross-departmental exchange of advice and support.

Deloitte Luxembourg coordinates with the Deloitte Touche Tohmatsu member firms in Greater China and Asia Pacific, to assist multinational corporations investing and operating through Luxembourg investment vehicles. Whether contemplating market entry, mergers and acquisitions, or optimization of existing operations, Deloitte can help multinational enterprises to implement cross-border investment strategies and manage the associated risks.

Deloitte Luxembourg also works closely with offices in Asia Pacific to assist Chinese companies to access Luxembourg and the enlarged European markets – expand operations raise capital and/or engage in external growth transactions.

Deloitte's dedicated team of international specialists, together with our multidisciplinary

approach, enables clients to consistently benefit from a seamless service on Asia Pacific-related matters.

德勤事务所 (Deloitte Touche Tohmatsu) 由众多成员事务所组成, 在 World 范围内拥有约 225,000 名专业人士, 为来自 150 多个国家的客户提供各项专业服务, 如会计、税务、咨询及企业金融服务。

德勤卢森堡事务所 (www.deloitte.lu) 拥有 1800 多名员工, 是市场顶尖的专业服务事务所。在过去的 65 多年内, 事务所为本土与国际客户提供高附加值服务, 并提供全面的审计、税务、财务与咨询服务。

德勤税务和咨询团队经验丰富, 根据客户需求, 提供定制服务。绝大多数团队成员在金融服务 (银行、基金、保险)、商业、工业以及公共领域都是资深人士。事务所运用跨领域的优势, 走出自己的商业模式, 汇集大量人才, 实现不同部门之间相互交流与支持。

德勤卢森堡事务所与德勤事务所大中华及亚太区的成员事务所相互协作, 运用卢森堡的投资工具, 协助跨国公司的投

资及运营。对于市场准入、兼并、收购、优化经营现状等方面, 德勤均能协助实施跨境投资策略, 管理相关风险。

德勤卢森堡事务所与亚太区成员事务所紧密合作, 帮助中国企业进入卢森堡, 拓展欧洲市场, 同时扩大运营规模, 筹集资金以及开展外部增长业务。

德勤敬业的国际团队, 采取跨领域的方式, 致力于为我们的亚太区客户提供无缝衔接的服务。



Marco LICHTFOUS
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DEWITTE & PARTNERS

Dewitte & Partners is a coordinated strategic and economic advisory company, based on guidance and accompaniment of their clients various queries, decision-makings and implementations from a business and private perspective. This includes easy communication and a better understanding between business partners, keeping communications crystal-clear, especially across different continents and cultures.

Our service expectations stems from its deep knowledge about the local Luxembourg business markets and towards whole Europe, in order to provide our clients with the highest services from an economic advising perspective, which include surveys as well as potential competitors or future business partners for our clients.

Dewitte & Partners offers strategic guidance and cultural coaching to provide the actors with the guidance in respect of international exchange between people having different cultural backgrounds, in particular for those

having a Chinese – European background, in order to facilitate any communication in business or private aspects and to avoid any misunderstandings.

Dewitte & Partners streamlines the complex process of expanding business into global markets, without losing their core business values in the transition. Our comprehensive, coordinated staff of experienced professionals covers all facets of our clients' business expectations.

Dewitte合伙人公司是一家协调战略及经济咨询的企业，从业务和私人角度，指导与协助客户解决询问，制定决策以及实施执行，包括业务伙伴之间更好的沟通与理解，确保交流内容清晰明确，实现跨地域及跨文化交际。

我们的服务预期值得益于我们对于卢森堡本地市场和整个欧洲的深刻了解，从而在经济咨询领域为客户提供最优质的服务，包括市场调研、潜在竞争者或未来合作伙伴资讯等。

公司提供战略指导及文化辅导，针对不同文化背景的人员之间进行国际交流提供指导，尤其是需要了解中欧背景的人员，从而促进商务及个人交流，规避误解。

Dewitte合伙人公司优化了进入国际市场的复杂流程，并且确保客户在过渡期间不会损失核心业务。我们的工作人员从业经验全面丰富，具备协调能力，确保满足客户全方位的需求。



Dirk DEWITTE
Managing Director

DEWITTE & PARTNERS

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ERNST & YOUNG LUXEMBOURG

EY is a global leader in assurance, tax, transaction and advisory services. At EY Luxembourg, we are committed to delivering exceptional client service across our four service lines – Assurance, Tax, Advisory and Transaction Advisory Services. EY Luxembourg is part of the EY EMEA (Europe, Middle East, India and Africa) structure, which brings together 86,000 EY people in 98 countries.

Understanding Chinese clients in Luxembourg

China is a priority for EY Global and EY Luxembourg. We have put China as one of the top company strategic initiatives for more than two decades. Our firm participates in and contributes to most of the China-related activities.

With a network of over 160 experienced Mandarin speaking professionals across audit, tax, transaction and advisory services in key European cities, EY's Greater China Business Services ("GCBS") team in EMEA is

critical in ensuring that EY provides the best quality service adapted to Chinese clients' needs, working closely with our offices in China when needed.

Our GCBS group is part of our global China Overseas Investment Network (COIN), with more than 350 professionals who have a Chinese background. COIN links EY professionals around the globe, facilitates collaboration, and provides consistent and coordinated services to our clients with overseas investment from China.

安永在审计、税务、交易和咨询服务方面，处于全球领先地位。在安永卢森堡，我们致力于四条服务线，即审计、税务、咨询、交易，并提供卓越的客户服务。安永卢森堡是安永EMEA（欧洲、中东、印度和非洲）的一部分，EMEA汇集了安永在98个国家的86,000名员工。

理解卢森堡的中国客户

在安永全球和安永卢森堡，中国业务都被优先考虑。我们已经超过20年把中国作为首要公司战略举措。安永卢森堡参与和致力于大部分与中国有关的活动。

安永EMEA大中华业务部团队拥有超过160名在审计、税务、法律、咨询及交易服务等各个领域都拥有能够流利使用中文和当地语言的专业人士。经验丰富的大中华业务团队在EMEA是至关重要的，他们确保安永提供最适合、最优质的服务，以切合中国客户的需求，并在客户需要的时候与我们安永中国团队密切合作。

我们的大中华业务部团队是安永中国海外投资业务部的一部分，安永中国海外投资业务部将安永全球的专业人员联接在一起，促进相互协作，为中国企业的国际化发展提供全球一致的高质量服务。



Amanda YEUNG
Director



Building a better
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EURASIAN RESOURCES GROUP

Eurasian Resources Group is a leading diversified natural resources producer. Our integrated operations span the entire value chain from extraction and production, through to processing, energy, logistics and marketing.

ERG is represented by over 75,000 people globally. Our managers are working across the borders to bring the materials that help meet the needs of industries and societies across the world.

Today ERG is the world's largest ferrochrome producer on a chrome content basis and a key CIS supplier of iron ore. The Group is also among the global top-10 alumina producers and a principal copper and cobalt manufacturer.

Eurasian Resources Group S.à r.l. is headquartered in Luxembourg. Dr. Alexander Machkevitch is Chairman of the Board of Managers and Mr. Benedikt Sobotka is Chief Executive Officer.

In the Republic of Kazakhstan Eurasian Resources Group has always been a pillar of economic growth. Today ERG represents more than 4% of the country's GDP and about one third of its metals & mining industry. It is also a key power supplier and a large railway operator in Central Asia. Kazchrome, SSGPO, Aluminium of Kazakhstan, Kazakhstan Aluminium Smelter, Eurasian Energy Corporation and Shubarkol Komir are among the major industrial enterprises in Kazakhstan.

Eurasian Resources Group is one of the most significant miners in Africa. In the Democratic Republic of Congo ERG produces copper and cobalt at Boss Mining, Frontier and Comide. Its flagship development is the Metalkol Roan Tailings Reclamation project (RTR).

ERG's copper and cobalt smelter, Chambishi Metals PLC, is the largest enterprise in Zambia. The Group also has a number of development projects in platinum, bauxite, fluorspar, coal and manganese across the African continent, covering the Republic of South Africa, Zimbabwe, Mali and Mozambique.

In Brazil ERG continues development of Pedra de Ferro project, a 20mtpa iron ore production complex.

The Eurasian Resources Group is developing large-scale investment projects in conjunction with the Chinese Government and its policy banks as part of the New Silk Road Initiative. These projects are aimed at fuelling the industrialisation and infrastructural growth in Central Asia and Africa and at improving the livelihood of thousands of local citizen.

欧亚资源集团 (Eurasian Resources Group, ERG) 是一家领先的多元化自然资源生产商。我们一体化的经营模式贯穿整个价值链，从提炼、生产、加工、能源、物流到市场营销。

集团在世界各地共有75,000多名员工，我们的管理人员协调跨境材料运营，满足全球各个行业及社会的需求。

ERG是世界最大的基于铬含量的铬铁合金生产商，并且是独联体地区的关键铁矿石供应商。此外，集团还是世界十大铝原料生产商，以及主要的铜和钴制造商。

欧亚资源集团总部位于卢森堡，理事会主席为Alexander Machkevitch博士，CEO是Benedikt Sobotka先生。

欧亚资源集团一直是哈萨克斯坦共和国经济发展的支柱，占该国GDP的4%，金属及采矿业务量的1/3，同时也是该国重要的电力供应商及大型铁路运输商。哈萨克斯坦主要的工业企业有

Kazchrome、SSGPO、哈萨克斯坦铝厂、哈萨克斯坦炼铝厂、欧亚能源公司、Shubarkol Komir等。

欧亚资源集团亦是非洲主要的采矿公司之一。公司在刚果共和国Boss矿区、Frontier 和Comide地区生产铜、钴。集团旗舰业务是Metalkol Roan尾矿再利用项目(RTR)。

欧亚资源集团的铜钴冶炼厂---谦比西金属公司 (Chambishi Metals PLC) 是赞比亚最大的企业。集团在非洲多国拥有开发铂、矾土、氟石、煤、锰等多个项目，包括南非共和国、津巴布韦、马里和莫桑比克。

欧亚资源集团在巴西继续开展Pedra de Ferro项目，这是一座年产能2000万吨的铁矿石生产综合体。

欧亚资源集团正在与中国政府及其政策银行开展大型投资项目。这些项目作为新丝绸之路战略的组成部分，旨在促进中亚及非洲的工业化进程以及基础设施

建设，并且改善当地人的生活水准。



Benedikt SOBOTKA
CEO



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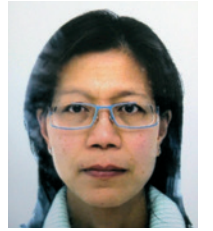
EVERHOME PROPERTY INVESTMENTS ADVISORY SERVICES

Taking full advantage of Luxembourg financial sector's prosperity and its political and social stability, Everhome headed by Mrs LAM Thieu Man, thanks to her financial investments experiences, wealth management and private insurance brokerage background and her dynamic French, English, Luxembourgish, Mandarin and Cantonese speaking partners, are honoured to offer tailored made advisory services and personal assistance to companies or private investors from mainland China that are seeking for new businesses creation or properties investments opportunities in the Grand Duchy of Luxembourg making Luxembourg becoming the ideal place for their future business development and secured Home for their family.

Everhome位于金融领域欣欣向荣、政治及社会环境稳定的卢森堡。公司负责人LAM Thieu Man女士具有丰富的金融投资经验以及财富管理和私人保险经纪人背景，合伙人团队充满活力，精通法语、英语、卢森堡语、普通话、广东话。公司非常荣幸向来自中国大陆的公司和个人投资者提供定制咨询服务及个人协助，帮助您在卢森堡大公国开展新业务，寻找不动产投资机会。卢森堡是您未来发展业务，安家置业的理想场所。



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HOCH PARTNERS TRUST SERVICES

The Hoche Partners Group was founded to advise companies and investors about selling, acquiring and financing assets. The Group has offices in Paris, Luxembourg, New York, Tokyo and Hong Kong. In July 2005, the needs of its Clients led Hoche Partners to establish its main office for Private Equity, Real Estate and Family Office Services in Luxembourg. The aim of Hoche Partners Luxembourg is to coordinate and facilitate the acquisition and management of international assets owned by High Net Worth Individuals or Institutional Investors. Hoche Partners Trust Services has developed a complete range of services which include: Financial Engineering, Director's Office, Trust Services, Accounting Services, International Tax and Securitization.

Hoche 合伙人集团旨在向企业及投资者提供有关销售、收购及融资资产等领域的咨询服务。集团在巴黎、卢森堡、纽约、东京及香港设有办事处。2005年7月，Hoche 根据客户需求，在卢森堡成立主要办事处，业务涵盖私募股权、房地产以及家庭办公服务。Hoche 卢森堡办事处致力于协助高净值人士及机构获取国际资产并加以管理。Hoche 合伙人信托服务已发展了一整套服务，包括：金融工程、主管办公室、信托服务、会计服务、国际税收和证券化。



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Managing Partner



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IE.LEX

IE.LEX – LAWYERS is dedicated to assist foreign companies and their executives with their related business issues in Grand Duchy of Luxembourg (commercial and holding companies).

IE.LEX –LAWYERS also provides all additional services to make of your project of establishment in Grand Duchy of Luxembourg a success.

In summary, IE.LEX – LAWYERS is able to provide a “full service” to meet all the demands of our clients. (Build and develop new companies in Luxembourg, relocation service, advices in real estate, apply for residence permits of Luxembourg, etc.).



Daniel PHONG
Avocat à la Cour

IE.LEX律师事务所致力于协助在卢森堡大公国的国外公司（商业及控股公司）及其高管解决相关业务事宜。

IE.LEX-律师事务所还提供额外服务，使您在卢森堡大公国成功实施项目。

总之，IE.LEX-律师事务所能够提供“全面服务”，满足客户所有需求。（在卢森堡成立与发展新公司、搬迁服务、房地产咨询建议、申请卢森堡居留许可等。）



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IMMO LUXEMBOURG

Our professional commitment in the Real Estate business was fundamental in our decision to establish IMMO LUXEMBOURG in 2001. Our ambition: Create a brand based on trust, integrity, discretion and excellence.

Our mission: to lead the sector by creating modern, valuable quality projects with a professional management principle in both the emerging Luxembourgish real estate market and the construction industry. Parallel to this, to provide effective management, coordination, planning and marketing services to investors, on modern project management, consulting.

If you are planning to:

- Sell/ Purchase Real Estate,
- Renovation of your existing property,
- Construction of a new project / development,
- Seek advice on real estate,
- Invest in real estate or emerging projects,
- Advisory services for Real Estate Investors,

you are in the right place.

2001年, 我们基于对房地产领域的专业承诺, 成立了IMMO卢森堡公司, 并致力于打造一个专注信任、诚信、审慎以及卓越的品牌。

我们的使命: 通过创建现代、有价值的高质量项目, 运用专业管理理念, 成为卢森堡新兴房地产市场与建筑行业的领先者。

如果您计划:

- 出售/购买房地产
- 改建现有房产
- 新项目施工/开发
- 寻求房地产相关建议
- 投资房地产或新兴项目
- 房地产投资者咨询服务

IMMO 卢森堡公司竭诚为您服务。



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JOHN PAUL LUXEMBOURG

John Paul has created the “Enhanced Concierge”, a Concierge in the grand tradition, equipped with the digital revolution’s latest tools. Now serving the brands and companies most focused on their client or employee relations, John Paul cultivates the immutable values of the Concierge: memory, intuition, commitment, network and discretion.

Founded in Paris in 2007, John Paul became the world’s number one in premium customer and employee relationship management with a combined workforce of 1,000 people across all five continents and 11 offices around the world: Paris, London, Berlin, Luxembourg, Marrakesh, Shanghai, Hong Kong, Singapore, San Francisco, Atlanta and Sydney.

Equipped with the best business expertise, patented technology tools and networks of exclusive partners worldwide, John Paul offers the most exhaustive and global loyalty solution to prestigious brands and enterprises operating in the financial, automotive, transportation, telco, health, insurance, luxury industries and more.

John Paul assists its clients from designing their offer to implementing their customized loyalty programs, which comprises a full service offer with content and cross-canal animations.

享葆勒 (John Paul) 将传统的礼宾服务与数字变革时代最新工具相互结合，打造出“尊享礼宾服务”。公司服务于关注客户或员工关系的各类企业与品牌，创建礼宾服务永恒的价值：记忆、直觉、承诺、联结及谨慎。

公司于2007年在巴黎成立，并发展成为世界排名第一的高端客户与员工关系管理公司，共有1000多名员工，业务遍布五大洲，全球共有11处办事处：巴黎、伦敦、柏林、卢森堡、马拉喀什、上海、香港、新加坡、旧金山、亚特兰大和悉尼。

享葆勒以最佳的服务专业知识、专利技术工具以及全球独家合作伙伴网络，竭诚为金融、汽车、运输、电信、医疗、保险、奢侈品等行业的知名品牌提供详尽、忠诚的全球解决方案。

从方案设计到个性化忠诚计划的执行，享葆勒为客户提供包括内容及跨界交互的全面服务。



Hélène MARCHON
CEO



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KPMG LUXEMBOURG

KPMG Luxembourg is part of KPMG International - a global network of professional firms having more than 162,000 outstanding professionals working together to provide Audit, Tax and Advisory services in 155 countries worldwide. The KPMG Luxembourg China Desk forms part of the KPMG Global China Practice, a network of over 50 Local China Practices headquartered in China. This network provides essential market research and experience on Chinese related topics.

Our China Desk can assist in particular Chinese companies expanding overseas and non-Chinese companies expanding in China. A dozen Chinese and non-Chinese professionals in the audit, tax and advisory functions form part of this China Desk. Their experience covers KPMG Luxembourg's main lines of business. We help our clients in tax struc-

turing, tax compliance, accounting, alternative investments, mergers and acquisitions and regulatory compliance to face the challenges of the future. We are a professional bridge to support the Luxembourg Gateway for Chinese companies to Europe.

毕马威 (KPMG) 卢森堡事务所隶属毕马威国际的一部分。毕马威国际的网络拥有162,000多名优秀专业人才, 业务遍及世界155个国家, 提供审计、税务以及咨询服务。毕马威卢森堡中国业务部是毕马威全球中国业务平台的一部分, 后者总部位于中国, 拥有50多个本地业务部, 提供中国相关的必要市场研究以及经验。

我们的中国业务部致力于协助中国企业拓展海外业务, 并且协助海外公司扩展中国业务。十几位国内外的专业人士为您提供审计、税务和咨询服务, 他们的经验涵盖了毕马威卢森堡的主要营业范围。我们在税收结构、税收合规、会计、另类投资、并购以及监管合规等方面为客户提供帮助, 应对未来的重重挑战。我们将发挥专业桥梁的作用, 支持中国公司通过卢森堡的门户进入欧洲市场。



Victor CHAN YIN
Partner and Head
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LOYENS & LOEFF LUXEMBOURG

At the heart of the legal and tax world

Independent, international and specialised in Dutch, Belgian and Luxembourg law. With offices in the Netherlands, Belgium and Luxembourg and branches in the most important global financial centres, Loyens & Loeff is completely at the heart of the legal and tax world.

Your interest is our priority

With a wealth of knowledge and experience gathered over the years, we have been active in the legal and tax environment since the beginning of the 20th century. You can count on us to provide personal, tailored advice worldwide. Our 900 advisers closely follow all developments and act quickly to turn them to your advantage. Directly, proactively and always with your best interests as our priority. We combine our knowledge and experience to create high-quality, creative and

efficient solutions. That way we can resolve your issues with an innovative and pragmatic approach.

Integrated and connected

Within Loyens & Loeff, our legal and tax advisers work under the same roof. That means that lawyers, tax advisers and civil law notaries form cohesive teams and all challenges are approached from various angles. Integrated and connected. We view matters from all perspectives that come with a full-service practice. We always consider the full range of options for your situation, which offers you numerous advantages.

位居法律和税务的核心区域

隆路律师事务所在荷兰、比利时和卢森堡法律方面拥有独立化、国际化和专业化优势。隆路律师事务所在荷兰、比利时和卢森堡设有本土办公室，并在全球最重要的金融中心设有办事机构，完全居于法律和税务领域的核心地带。

您的利益至上

凭借多年积累的丰富知识和经验，我们从20世纪初始终活跃在法律和税务咨询领域。您可以信赖我们为您在全球范围内量身定制的个性化建议。我们的900名顾问密切关注所有动态发展，并迅速采取行动，让您从中获益。直接、主动并始终以您的最佳利益为我们的首要任务。我们结合自身的知识和经验，精心打造优质、创新和高效的解决方案，从而以创新且务实的方式解决您的问题。

整合与融通

在隆路，我们的法律和税务顾问为了同一个目标而携手奋战。这意味着，我们的律师、税务顾问和民法公证员形成了具有凝聚力的团队，能够从不同的角度化

解所有挑战。整合资源，相互融通。我们提供全方位的法律税务服务，从各种角度思考问题。我们始终根据您的情况考虑所有的可行方案，从而确保您的收益最大化。



Thierry LOHEST
Partner

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LUXAVIATION GROUP

Luxaviation is one of the largest private aviation operators worldwide. The company's commercial fleet is operated under the regulatory umbrella of 14 regional civil aviation issued air operating certificates (ACOs). The group manages 23 world-class FBO facilities and 14 maintenance centres worldwide, certified to work on most business jets.

In less than ten years, Luxaviation has built a reputation as a specialist in aircraft management, charter, maintenance, FBOs and aircraft sales. Through targeted strategic acquisitions and each acquired company bringing its own history and strengths, Luxaviation has expanded its worldwide operations to include more than 250 aircrafts and a team of over 1,500 qualified and dedicated employees.

Luxaviation (卢森堡国际通航集团) 是全球最大的私人航空运营商之一。该公司的商业飞机运营执行14个区域民航发行的航空运营证书(ACO), 并且在全球范围内管理23个世界级FBO设施以及14家维护中心, 其认证可以服务于多数商务机型。

在不到10年的时间里, Luxaviation成为飞机管理、租赁、维护、FBO以及飞机销售的专业声誉。Luxaviation进行了一系列针对性的战略收购; 每家被收购公司各具传统及优势, 使Luxaviation全球业务得以扩大至250架飞机以及1500多名合格敬业的员工。



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LUXCONTROL

Luxcontrol is an independent inspection company offering a large range of customized services in organizational and technical risk management in the fields of Quality, Health, Safety and Environment (QHSE). Founded in 1978, the company employs today more than 260 experts on three continents and has its headquarter in the Grand Duchy of Luxembourg.

Luxcontrol's core markets are the private and public building and construction sector, the industry and the service sector in Luxembourg.

International activities have been developed in specific niche markets.

Since 1985 Luxcontrol is in automotive homologation and assists the automobile industry worldwide in accessing new markets.

Notified as a Technical Service by the United Nation Economic Commission for Europe in Geneva and at the European Commission in Brussels, Luxcontrol provides its services in close partnership with the national homologation authority, Societe Nationale de Certification et d'Homologation (SNCH), acting on behalf of the Luxembourg Ministry of Transport.

卢森堡康卓股份有限公司 (Luxcontrol) 是一家独立的检验公司, 为质量、健康、安全和环保 (QHSE) 领域的组织和技术风险管理提供一系列定制服务。公司成立于1978年, 现有260多位专家, 业务横跨三大洲, 总部位于卢森堡大公国。

康卓公司的核心市场针对卢森堡的私人及公共建筑、工业和服务业。

公司也拓展了一些国际细分市场。

自1985年成立以来, 公司一直从事汽车认证服务, 协助全球汽车产业进入新市场。

作为联合国欧洲经济委员会 (位于日内瓦) 以及欧盟委员会 (位于布鲁塞尔) 认可的技术服务机构, 卢森堡康卓公司与卢森堡国家认证认可机构 (SNCH) 密切合作, 代表卢森堡交通部提供认证服务。



Jacques EISCHEN
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LUXEMBOURG SCHENGEN INTERNATIONAL TRAVEL AGENCY

Schengen Travel is specialized in incoming tours to Europe and is located in Luxembourg, the Green Heart of Europe. We organize custom-made tours for high-end individuals and groups with a special interest or theme. After years of experience, we have earned a distinction for quality and professionalism.

We design tours beginning with the original concept through the completion of the tour, consistent with your group's needs, desires and budget.

Naturally, we also make arrangements to supplement and compliment already planned programs of your group traveling in Europe. To achieve client satisfaction, we believe in close cooperation between you and us as your handling agent on location in Europe.

Being centrally located in Europe, our coaches will pick up and drop off at any gateway your group chooses to use. Together with our partner, Emile Weber Coach Company, we have many decades of experience operating tours of varied group size, age range, theme and interest and duration throughout all of Europe.

申根旅行社 (Schengen Travel) 位于欧洲的绿色心脏 - 卢森堡, 专注入境欧洲的旅游, 向高端个人以及团体客户提供主题式定制旅行路线。申根旅行社积累了丰富的经验, 并以品质及专业著称。我们设计的行程安排, 从概念阶段到行程结束, 都会符合您的需求、愿望及预算。当然, 我们也会安排额外的项目, 丰富您在欧洲的团队之旅。我们作为您在欧洲的当地代理机构, 相信通过双方紧密合作, 一定可以令您满意。

卢森堡位于欧洲中部, 我们的长途巴士可以在您选择的任何一处门户提供接送服务, 详情请参见地图。我们与Emile Weber长途巴士公司合作数十年来, 安排过欧洲各地的许多行程, 包括各种团队规模、年龄段、主题、景点以及行程时间。



Yong ZHANG
General Manager

SCHENGEN
TRAVEL
YOUR TOUR OPERATOR IN EUROPE

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LUXLAIT

With more than 120 years of experience, LUXLAIT is the main Luxembourgish dairy company. A new production site built in 2009, combines today a multitude of technologies for a production of dairy products in an optimal way. Working with HACCP standards and being ISO 22000, FSSC 22000, IFS Version 6 and Halal certified LUXLAIT always strives to be at the top in dairy technology. The factory is specialized in the production and distribution of value added dairy products. Under the brand LUXLAIT, a wide range of products of traditional recipes is marketed in Europe. Our product range is composed of: Milk and flavored milk, creams, butter, cheeses, yogurts, white cheeses and ice creams.

乐口事 (LUXLAIT) 是卢森堡主要的乳制品企业, 拥有120多年的经验。2009年新建的生产基地运用各种乳制品生产技术, 确保生产最优的产品。乐口事采用HACCP标准, 拥有ISO22000、FSSC22000、第六版IFS以及清真食品认证, 始终追求乳制品技术处于领先地位。生产基地专业生产及分销具有附加值的乳制品。乐口事 (LUXLAIT) 品牌旗下传统配方的产品种类众多, 畅销欧洲。公司产品包括: 牛奶、调味奶、奶油、黄油、芝士、酸奶、白色奶酪及冰淇淋。



Claude STEINMETZ
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ONETWO & CO

“WE HAVE MARKET & YOU HAVE PRODUCTS & SERVICES, JOIN US IF YOU WANT TO HAVE A PRESENCE IN LUXEMBOURG THE HEART OF EUROPE AND IN WEST AFRICA, CENTER OF BUSINESS OPPORTUNITIES”

ONETWO & co is a company based in Luxembourg since 2006 and more focus in Business Development in international markets, FINTECH with www.smartransfer24.com, E-commerce with www.afrishop24.com and renewables energies with www.greenlineeurope.com.

Our main focus as a “Hub” is to allow companies located in East of Europe & Asia to reach African countries through Luxembourg, where we develop opportunities for our customers.

ONETWO & Co is also involved in Consulting, Technology Transfer and Management of industrial projects in Africa with added value including financial solution with regional and international banks.

Our brand names are:

- Africa Online Shop > www.afrishop24.com now running in Cameroon since three years. We plan to cover 25 countries in West and Central of Africa for a market of more than 600 millions. We are looking for manufacturers, big retailers interested in pushing their products in the countries listed. Our “Approach is that We have Market & Distribution channels and you have Products”; then we can move to Win-Win approach by using Collateral management agreement (CMA) with third party to secure transaction.
- www.greenlineeurope.com > Distribution of green energy products in Africa. We are also looking partners that can offer products to our customers.
- www.smartransfer24.com > specialized in financial technology in Africa. We have capacity to implement any project in the field of FINTECH and looking partners to set up new smart services with added value.

According to Africa’s chronic power problems, ONETWO & Co is now working with some governments agencies to propose suitable and decentralized solutions that can help medium size companies, small industries and housing to get electricity through renewable energies sources such as solar panels assembling line and other furnitures.

We are also interested to develop international leasing for equipment and also collateral management agreement (CMA) for furnitures and raw material used by local industries in West Africa.

“我们有市场，您有产品和服务。如果您希望进军欧洲的中心卢森堡以及充满商机的西非，请加入我们吧！”

ONETWO & Co成立于2006年，总部位于卢森堡，聚焦国际市场的业务开发，详情参见：[金融科技 www.smartransfer24.com](http://www.smartransfer24.com)，[电子商务 www.afrishop24.com](http://www.afrishop24.com)，[可再生能源 www.greenlineeurope.com](http://www.greenlineeurope.com)。

我们致力于打造一个“枢纽”，通过卢森堡，将东欧以及亚洲的公司与非洲国家联结起来，开拓商机。

ONETWO & Co也参与咨询、技术转让以及具有附加值的非洲工业项目管理，包括地区和国际银行金融解决方案。

我们的品牌项目包括：

- 非洲网上商店>www.afrishop24.com 目前已经在喀麦隆运营3年，我们计划覆盖西非及中非25个国家的6亿消费者市场。我们正在寻找希望拓展以上

市场的生产商及大型零售商。我们的理念是“我们拥有市场及分销渠道，您拥有产品”，然后通过抵押品管理协议与第三方安全交易，实现双赢。

- www.greenlineeurope.com >在非洲销售绿色能源产品。我们正在寻找可提供相关产品的合作伙伴。

- www.smartransfer24.com>专注非洲地区的金融科技，我们有能力执行金融科技领域的任何项目，寻求合作伙伴，共同提供新型增值智能服务。鉴于非洲长期存在的政权问题，ONETWO & Co 与一些政府机构合作，提出合适的分散化解决方案，协助中小企业、小型工业以及住宅使用可再生能源获取用电，如太阳能电池组板及其它设施。

我们还希望发展设备的国际租赁业务，以及针对西非当地工业使用的设施以及原材料，签署抵押品管理协议。



Christian Claude NGUEKENG
Ing. Managing Director



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PAUL WURTH INTERNATIONAL

Paul Wurth Metal Technology (Beijing) Co., Ltd

After having opened a representative office in Beijing in 1995, the Group set up Paul Wurth Metal Technology (Beijing) Co., Ltd. in 1999 as wholly Foreign owned Enterprise invested by Paul Wurth S.A. Luxembourg.

A special focus of Paul Wurth Metal Technology (Beijing) Co., Ltd is on the design and supply of equipment used in the construction and modernization of blast furnace plants, incorporating the very latest state-of-the-art technologies. We supply last generation of Bell Less Top® charging systems, INBA® slag granulation systems, gas cleaning plants, pulverized coal injection plants, hot blast stoves, blast furnace cooling systems etc. for the Iron and Steel Industry, as well as the Non-Ferrous and Ferro-Alloy Industries.

For the local Chinese market, our engineering and manufacturing capabilities allow us to offer high standard equipment based on imported Paul Wurth technology combined

with supply of key components based on competitive local manufacturing. Outside of China, we offer to worldwide customers increased competitiveness by making use of local Chinese manufacture under the quality control of Paul Wurth.

保尔沃特冶金技术 (北京) 有限公司

总部位于卢森堡的保尔沃特集团，自1995年在北京设立代表处之后，于1999年在华投资成立了全资子公司——保尔沃特冶金技术 (北京) 有限公司。

保尔沃特冶金技术 (北京) 有限公司旨在：融合最新前沿技术、设计和提供高炉建造和现代化改造所需的设备。我们向钢铁工业以及有色和铁合金行业提供最新一代的Bell Less Top®无料钟炉顶有料系统、INBA®水渣处理系统、煤气清洗系统、喷煤系统、热风炉、高炉冷却系统等。

依托保尔沃特的进口技术和核心部件，结合具有竞争力的本地制造方式，以我们的工程设计和制造加工能力，面向中国本土市场提供高标准设备。对于中国之外市场，通过将中国本土制造加工纳入保尔沃特质量控制之下，我们向全球客户提供更具竞争力的产品和服务。



Robert SCHEUER
President



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Managing Director



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PRICEWATERHOUSECOOPERS

Doing business in China requires a good knowledge of the environment. At PwC we have experts that could help you in your journey to invest in China and doing business in this huge market. PwC China, Hong Kong, Macau, Taiwan and Singapore work together on a collaborative basis, subject to local applicable laws. Collectively, we have around 760 partners and strength of around 17,800 people. PwC is the leading professional services firm in China. PwC China has 19 offices in the country.

PwC Luxembourg (www.pwc.lu) is the largest professional services firm in Luxembourg with 2,600 people employed from 58 different countries. PwC Luxembourg provides audit, tax and advisory services including management consulting, transaction, financing and regulatory advice.

The PwC global network is the largest provider of professional services in the audit, tax and management consultancy sectors. We are a network of independent firms based in 157 countries and employing over 208,000 people.

在中国开展业务需要了解当地环境。在PwC（普华永道），我们的专家能够在整个过程中协助您在中国的广阔市场进行投资以及开展业务。普华永道中国、港澳台地区以及新加坡事务所根据当地适用法律，共同协作。我们总共拥有约760名合伙人，以及17,800名员工。普华永道是中国领先的专业服务公司。普华永道中国事务所在全国设有19个办事处。

普华永道卢森堡事务所(www.pwc.lu)是卢森堡最大的专业服务公司，拥有来自58个国家的2,600名员工。普华永道卢森堡事务所提供审计、税务与咨询服务，包括管理咨询、交易、融资以及监管咨询。

普华永道的全球网络是审计、税务与管理咨询领域最大的专业服务供应商。我们的全球网络包括位于157个国家的独立事务所，拥有208,000多名员工。



Alexandra BRU
Senior Manager



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SSB

SSB provides all Services for your project of establishment / residence in the Grand Duchy of Luxembourg such as relocation service, advices in real estate, apply for residence permits of Luxembourg, recommendation of lawyers, accounting firm and much more.

SSB为您在卢森堡大公国的机构与住宅项目提供全方面服务，如搬迁、不动产咨询、申请卢森堡居留许可证、推荐律师以及会计事务所等。



Laurent GRUNDMAN
CEO



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STIBBE

Stibbe is an award-winning international law firm with main offices in Amsterdam, Brussels and Luxembourg and branch offices in Hong Kong, Dubai, London and New York. The origins of our firm date back more than 100 years ago. As one of the largest firms in the Benelux, we assist our Chinese clients with legal, tax and practical advice on outbound investments into or through Belgium, the Netherlands or Luxembourg.

In our office in the heart of Luxembourg's financial district, we have more than 30 legal specialists offering services across the broad corporate and finance field. They are advising international companies investing in or through Luxembourg, which is a key jurisdiction in M&A and private equity transactions as well as for international group structuring.

Our multilingual specialists can handle all aspects of our clients' legal needs in English, French, Chinese, Dutch, German, Portuguese, Luxembourgish or Spanish.

史特博律师事务所是一家备受赞誉的国际律师事务所，其总部设在阿姆斯特丹、布鲁塞尔和卢森堡，并在香港、迪拜、伦敦和纽约设有分所。我们律所的历史可以追溯至100多年前。作为比荷卢地区最大的律师事务所之一，我们为中国客户在比利时、荷兰或卢森堡的境外投资提供法律、税务等实务意见。

通过卢森堡金融中心区的办公室，我们的30多名专业人员为客户提供广泛的公司和金融领域的法律服务。他们为跨国公司在卢森堡或“取道”卢森堡的投资提供法律服务，皆因卢森堡作为一个独立的司法管辖区，在兼并与收购、私募股权投资交易以及国际集团重组等领域举足轻重。

我们多语言能力的专业人员能够使用英语、法语、汉语、荷兰语、德语、葡萄牙语、卢森堡语或西班牙语为我们的客户处理各个方面的法律问题。



Yan YANG
Associate

Stibbe

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TGY

TGY S.à r.l. is a young Luxembourgish company founded in 2014 which sets-up business connections and collaborations between Europe and China. The company is active in three fields, namely ICT, Financial Services, and Trading. Tobias A. Fischer, Chairman of TGY Group and CEO of TGY ICT S.à r.l. in charge of the ICT field, coordinates at this moment the development of a mobile communication product in collaboration with a large national telecommunication provider. Zhipeng Chen, CEO of TGY Financial Services S.à r.l. in charge of the Financial Services field, coordinates the process of establishing financial services and networks for business investors and developers, in collaboration with different institutions in Luxembourg and China. Xinhua Zhu, CEO of TGY S.à r.l. Trading in charge of the Trading field, supports trading and logistic facility, in collaboration with partners in China and Europe.

TGY S.à r.l. is a company that puts together business networks and contacts in China and Luxembourg with the aim of developing businesses and facilitating cross-border investments, building on trustful business networks and contacts. The ICT field has our main attention and developing products and proposing services and investments for the two markets is our goal. Through our local and trustful partners, we facilitate growth and cross-border collaboration.

TGY公司成立于2004年，是一家年轻的卢森堡公司，致力于在中国与欧洲之间架起商业合作的桥梁。公司主要业务包含三个领域：信息与通讯技术（ICT）、金融服务以及贸易。Tobias A. Fischer是TGY集团的董事长兼TGY信息通讯技术业务CEO，目前与一家大型国家电信公司合作，正在开发移动通讯产品。TGY金融服务业务的CEO Zhipeng Chen则负责与中卢两国的机构合作，为商业投资者以及开发商协调建立金融服务网络。TGY贸易业务CEO Xinhua Zhu携手中国及欧洲的合作伙伴，为贸易和物流服务给予支持。

TGY公司汇聚中卢两国的业务网络以及联系人，开发业务、促进跨境投资，建立充满信任的业务合作。信息通讯技术以及金融科技领域是我们主要关注的领域，同时我们的主要目标在于为两国市场开发产品以及提出服务和投资建议。我们通过本地值得信赖的伙伴，推动业务发展以及跨境合作。



Tobias Alexander FISCHER
Chairman of the TGY Group
CEO of TGY ICT S.à r.l.



Zhipeng CHEN
CEO of TGY Financial
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TMF LUXEMBOURG

TMF Group is a global leader in managing and administering international holding, intra-group financing, IP licensing and other special purpose companies. We support multi-jurisdictional investments including private equity and real estate structures. Our goal is to help companies grow internationally with the least amount of stress. With more than 5,500 accounting and legal administration professionals worldwide, TMF Group is the partner of choice, whether for specialist holding and financing structures or trading/operating companies.

For multinational subsidiaries and other operating entities, we provide a full range of accounting, HR and payroll, corporate secretarial and other administrative services, and supply clients with a convenient single point of contact for services delivered across multiple countries.

For private equity and real estate structures, we offer a range of administrative solutions including fund administration services and corporate services to securitisations. We also provide fully-integrated multi-jurisdictional SPV management solutions for international property portfolios.

We have also assisted thousands of companies to establish and manage tax-efficient holding and finance structures in the major onshore and off-shore treaty hubs for more than 25 years.

Today, our network of 120 offices across 80 countries enables us to support the widest range of multi-jurisdictional investments and efficient structuring possibilities.

达盟集团(TMf)是全球领先的管理公司,业务涵盖国际控股、集团内部融资、知识产权许可及其它专业需求。我们还支持多个司法管辖区的投资项目,如私募股权及不动产结构。我们的目标是帮助公司尽可能顺畅地发展国际业务。达盟集团拥有一支由5500多名会计和法律管理专业人士组成的国际团队,在专业控股、融资结构或贸易、运营公司方面,我们竭诚与您携手合作。

我们为跨国集团子公司和其它经营实体提供全方位服务,例如会计、人力资源及薪资、公司秘书和其它行政服务,为客户在多个国家提供便捷的服务联系点。

我们为私募股权以及不动产结构提供一系列管理方案,如基金管理服务、企业服务以及证券化。我们还为跨国资产组合提供充分整合的多个管辖区 SPV管理方案。

25年以来,我们已协助成千上万家公司在主要在岸及离岸条约中心,搭建并管理控股和金融架构。

如今,我们在80个国家设有120个办事处,可以在多个司法管辖区提供最广泛的投资以及高效结构方案。



Hui GAO
Commercial Director - China



Global reach
Local knowledge

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TRIOSTONE NET

Triostone Net S.à r.l. is an independent advisory and project management firm active in various areas including tourism. Our company provides consulting services to Luxembourg based companies doing business in China, Eastern Europe and Central Asia.

Taking advantage of our geographical situation in the heart of Europe, our company assists Chinese tour operators in creating new tailor made products where Luxembourg welcomes Chinese travelers as entry point to Europe or one of the main destinations when visiting Europe.

Triostone Net sàrl is acting as advisor, project manager and coordinator between Chinese tour operators and Travel Pro - American Express.

Travel Pro - American Express is one of the largest travel management company in Luxembourg specialized in business travel handling over 400 accounts ranging from small local businesses to large multinational companies with a travel budget of several millions, which is part of the Sales-Lentz Group, a Luxembourg owned company with over 100 million euros turnover and more than 60 years of experience in transport (buses, coaches), leisure travel, business travel, events, tour-operating, groups, incentives.

Triostone公司 (Triostone Net sàrl) 是一家独立的咨询以及项目管理公司，业务涉及旅游业等诸多领域。公司向与中国、中东与中亚开展业务往来的卢森堡公司提供咨询服务。

Triostone公司凭借地处欧洲中心卢森堡的地理优势，帮助中国旅行社开发定制产品，将卢森堡作为中国游客进入欧洲的门户，或者来访欧洲游客的主要目的地。

Triostone公司同时担任中国旅行社与旅游行业专家-美国运通之间的顾问及项目管理者。

旅游行业专家-美国运通是卢森堡最大的旅游管理公司之一，主要提供商务旅行，为400多家客户提供服务，从当地小型公司到预算数百万的大型跨国公司。这部分也是Sales-Lentz集团的业务范畴，该集团是一家卢森堡公司，营业额超过1亿欧元，在交通运输（巴士、长途汽车）、休闲旅行、商务旅行、活动举办、行程安排、团体游以及奖励旅游等领域拥有超过60年的经验。



Ian MARKOVSKI
General Manager



Cheng XIA
Partner- Business
Development China

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WETRUST LUXEMBOURG

Wetrust Luxembourg S.A. founded in 2013 and developing with the team of highly skilled professionals from accounting, audit, banking, legal, compliance and company secretarial fields. We have built a depth of analytical knowledge within each of our main business markets: China, Russia, CIS countries and Turkey. We have a proven track record of managing complex and innovative corporate structures, businesses leveraging its Luxembourg platform to provide integrated services.

A flexible, proactive and independent approach allows us to offer comprehensive advisory services to SPV's engaged in private equity and real estate transactions across multiple jurisdictions, which are tailored to each individual deal.

Our services include:

- Experienced independent directors (corporate governance, Board meetings etc)
- Transaction establishment (incorporation and administration of SPV, appointment of the Board, establishment of the books, registers, bank accounts etc)
- Accounting services (establishment of the accounting records, bookkeeping, annual financial statements, audit liaison, reporting, tax and VAT compliant etc)
- Corporate administration (substance implementation, provision of dedicated office space, due diligence, company secretary).

Wetrust卢森堡公司成立于2013年，通过高素质的专业团队逐步发展业务，涉及会计、审计、银行业务、法律、合规及公司秘书等。我们深度分析主要的业务市场：中国、俄罗斯、独联体国家及土耳其。公司在管理复杂及创新型公司结构以及运用卢森堡平台向企业提供一体化服务等方面均有良好的业绩表现。

公司经营方式灵活、主动及独立，向特殊目的公司(SPV)的私募股权、跨管辖权房地产交易等业务提供全面并且定制化的咨询服务。

我们的服务包括:

- 经验丰富的独立董事（公司治理、董事会会议等）
- 确立交易（成立及管理SPV、任命董事会成员、建立账本、登记及银行账户等）
- 会计服务（建立会计记录、记账、年度财报、审计联络、报表、税务、增值税合规等）
- 企业管理（规章执行、提供专用办公空间、尽职调查、公司秘书）



Diyor YAKUBOV
Managing Director

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The Chamber of Commerce of the Grand Duchy of Luxembourg is proud to present the Luxembourg Companies at the Official Mission to China and hopes that numerous fruitful business contacts will be established with local companies. The Chamber of Commerce is a service provider to all those concerned with any commercial, financial or industrial activity in Luxembourg. For enquiries, please feel free to contact the International Affairs of the Chamber of Commerce.

Chamber of Commerce of the Grand Duchy of Luxembourg

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