

How Wilkins Kennedy can help UK companies that are interested in doing business with/in China

We can help businesses by challenging them to think what is motivating their interest in China. There are really only 5 motivators:

1. **Customer pull:** Key customers want them to put more resources into China to better serve their needs and to retain their business.
2. **Attractive market:** there is an identified market opportunity for their products/services
3. **Competitive threat of not being there:** global competitors are already in China giving them an advantage in cost or proximity to the customer base, and/or Chinese competitors are starting to penetrate the market
4. **Operational efficiencies and cost savings:** moving to China will improve manufacturing and supply chain costs due to proximity to customers/ suppliers/lower labour rates etc.
5. **Shareholder push** to become active in China.

If there is merit in their motives and their proposals, we would encourage businesses to submit a matchmaking request to LinkToChina.

At the same time, we will usually point businesses in the direction of UKTI for some government subsidised market research.

The LinkToChina and UKTI offerings are complementary, not competing services.

Once it is clear that China is a real possibility, Wilkins Kennedy brings an international tax planning perspective to help businesses to define strategy and business structure.

Link to China



It's our job to help businesses to organise their affairs:

- to **minimise corporate taxes worldwide**,
- to ensure there is **no double taxation**,
- to **repatriate profits tax efficiently**,
- to use **transfer pricing policies** to best effect, and
- to ensure the client benefits from **tax incentives on R&D etc.**

We have the expertise around the firm to undertake this work.

Our counterparty firm in China is a top tax consultancy firm with offices in Beijing, Shanghai, Guangzhou and Chengdu, which are all cities in the provinces in which there are LinkToChina offices.

They can help businesses:

- to set up their trading vehicle, whether it be a Wholly Foreign Owned Enterprise, a Joint Venture, a Representative Office or a Branch
- handle all the registrations and clearances required
- look after their tax, accounting and VAT needs etc.

We have chosen to work with them because they can be trusted to provide a top quality service at a reasonable cost, and they speak English, which is very important to a business setting up in a foreign country.