



# KPMG'S China Desk

Switzerland

[kpmg.ch](http://kpmg.ch)



Due to its excellent business environment and its competitive tax system, Switzerland is a leading destination for companies seeking a base for fast and durable growth in Europe. In fact, many overseas companies have already a presence in Switzerland due to its stable political conditions, excellent business relations with other countries, specialized industries and high value creation.

Doing business and investing in Switzerland involves a large number of strategic decisions as well as administrative tasks. Due to our experience, our well-established network with authorities and our in-depth specialist knowledge, KPMG Switzerland is well placed to professionally assess the needs of investors and to provide services in all key areas.

In order to best serve Chinese clients' needs and address Swiss-Chinese specific business issues, KPMG Switzerland has established the China Desk. The China Desk coordinates all service lines of KPMG Switzerland through an experienced and multilingual team that has the knowledge and resources to conduct engagements of all sizes. Based on our experience and know-how, we are able to provide high quality services.

## Tax Services

Our tax services include, but are not limited to assistance with:

- International tax structuring, such as tax efficient supply chain management, ownership structures, cross-border financing and trading
- Location evaluation services and access to competent authorities and economic promotion agencies
- Tax compliance and administration
- Due diligence, transactions structuring, post-deal restructuring and integration
- Reorganization and restructuring
- Investments structures for real estate
- Analysis, development and implementation of tax risk management policies and procedures
- Audit and accounting related tax services (IFRS/US GAAP/ Local GAAP) including conversion of those standards
- Reorganization transfer pricing (e. g. including analysis of existing pricing policies, cost sharing agreements)
- Tax and cash-flow efficient management of indirect tax and customs issues
- Individual tax planning, including international tax advice and compliance assistance
- Legal assistance with all relevant corporate and individual matters (including incorporation of companies and visas and work permits for individuals)



# Deal Advisory Services

## Real results, achieved by integrated specialists

Business today is under more pressure than ever to deliver better, lasting results for stakeholders. At KPMG, we think like an investor, looking at how opportunities to buy, sell, partner, fund or fix a company can add and preserve value.

Today's deals do not happen in a vacuum. So from your business strategy to your acquisition strategy, your plans for divestments or for raising funds, or even your need to restructure, every decision must be made in light of your

entire business, your sector, and the global economy. Our teams of specialists combine a global mindset and local experience with deep sector knowledge and superior analytic tools to help you navigate a complex, fragmented process.

From helping to plan and implement strategic change to measurably increasing portfolio value, we focus on delivering tangible results. The kind of results that let you clearly see what you gained from the deal at hand, and what you want to bring to the next deal down the road.



# Swiss Immigration Services

Chinese nationals who would like to (temporarily) reside and work in Switzerland require a residence and work permit as well as an entry visa. As – just like all other non-EU nationals – they are admitted to the Swiss labour market in limited numbers (quotas) only, the immigration authorities' admission practice is very restrictive. Thus, only detailed and properly documented work permit applications that base on solid reasoning have a realistic chance of success.

Moreover, when working in Switzerland foreign nationals must be paid a salary that is in line with Swiss local industry customs. Thus, the relevant salary must be determined for each employee individually. The KPMG Employment & Immigration Services Team supports a large number of clients, including some well-known Chinese groups, in all related compliance matters (incl. social security, individual tax and payroll administration).

We provide full scope Swiss immigration services, particularly including:

- **Assessment** of the appropriate work and residence permit as well as entry visa type and related application requirements for all sorts of business trips, assignments, secondments, local hires, etc. (including dependents)
- **Determination** of applicable Swiss minimum salaries
- **End-to-end support** in processing work and residence permit as well as entry visa applications for employees and their dependents

- **Advice** on the design and implementation of immigration procedures
- **Compliance** assistance through audits and reviews of immigration procedures/policies to verify compliance with relevant immigration law
- **Structuring** of assignments, including drafting/reviewing of employment and assignment contracts as well as assignment policies
- **Training** of client staff in immigration compliance matters through KPMG Immigration Academy
- **Advice** on related labour law, social security, payroll and tax issues

# Project Management Services

KPMG offers Project Management Services to start operations in Switzerland and to manage the roll out of a project across Europe, either via in-house resources or in collaboration with trusted third party providers.

Design of value chain, tax, finance and operational model

Assistance for set-up of infrastructure (office space, IT, etc.), management of HR (payroll, pension, immigration etc.) and finance operations (VAT, accounting, audit and reporting)

Support for site selection in Switzerland and across Europe

Support for integration within the project and with other stakeholders (team, resources, subcontractor management)

Incorporations, drafting of contracts and other legal services

Go to market support: Define and implement different sales channels, establish and monitor target pipelines

Target sourcing support for company and real estate acquisition and holistic deal advisory services in M&A, valuation and post transaction implementation

Immigration services for Switzerland and coordination across Europe

---

## Contact

### KPMG AG

Badenerstrasse 172  
PO Box  
8036 Zurich

### Patric Roth

Partner,  
Head Transaction Services

+41 58 249 35 94  
patricroth@kpmg.com

### Stefan Kuhn

Partner,  
Head Corporate Tax

+41 58 249 54 14  
stefankuhn@kpmg.com

### Juemin Zhu

Manager, Head China Desk,  
Deal Advisory

+41 58 249 59 96  
jueminzhu@kpmg.com

### Xiayang Liu

Senior Manager,  
Indirect Tax

+41 58 249 65 47  
xiayangliu1@kpmg.com

### Florian Bornhauser

Assistant Manager,  
China Desk, Deal Advisory

+41 58 249 79 35  
fbornhauser@kpmg.com

### Selina Zeng

Employee,  
China Desk, Deal Advisory

+41 58 249 59 96  
yujiezeng@kpmg.com

**kpmg.ch**

---

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavor to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received, or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation. The scope of any potential collaboration with audit clients is defined by regulatory requirements governing auditor independence. If you would like to know more about how KPMG AG processes personal data, please read our Privacy Policy, which you can find on our homepage at [www.kpmg.ch](http://www.kpmg.ch).

© 2018 KPMG AG is a subsidiary of KPMG Holding AG, which is a member of the KPMG network of independent firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss legal entity. All rights reserved.