



Dezan Shira & Associates and Australia

A AUD\$260 million partnership to
China investment success



DEZAN SHIRA & ASSOCIATES



**Years
1992-2017**



Your Journey is our Story: 25 Years of Investment Success with Australia

This year, our firm Dezan Shira & Associates turns 25 years old in Asia. We are an independent, professional services firm, and one of the primary brands in this field in the region. We provide foreign investors throughout the world with advisory services concerning their investments into Asia, including pre-investment due diligence and financial planning, legal establishment, IP protection, as well as financial management such as accounting, bookkeeping, payroll, HR administration, and treasury. We also provide audit support and compliance services, in addition to posting Australia-bound, Asia-generated profit repatriation.

Beginning life in Hong Kong and Shenzhen, China in 1992, we have grown over the past quarter century to have over 20 offices and several hundred staff across China, ASEAN, and India in all major cities throughout the region. Of the total foreign investment we have facilitated over the years into China, a significant and valuable proportion - some AUD\$260 million - has been from Australian businesses, making Dezan Shira & Associates a long term, proven, and trusted conduit for Australian investment.

*Amount of capital invested by Australian clients of Dezan Shira & Associates into China, calculated by our internal audit and marketing teams.

Our Australian clients

Typical Dezan Shira & Associates clients are smaller listed companies, subsidiaries of listed companies, and small- to medium-sized privately owned companies. Many of which are world class and well-known brands, while others are more modest, producing innovative solutions. The vast majority have found considerable success in Asia, adding value to their shareholders, generating additional employment opportunities in both Asia and Australia, providing increased taxable profits for the Australian government once Asia-generated profits have been consolidated into Australian head office balance sheets.

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Dezan Shira & Associates' Australian Interaction in Asia and Australia

We are members of numerous Australian-focused organizations throughout Asia and have long lasting relationships with other Australian institutional entities operating in the region. These include the Australian Chamber of Commerce in China, who we have cooperated with over the years to support Australian investment all over China, as well as Australian investment agencies such as Austrade.

Dezan Shira & Associates Educational and Business Briefings

Our firm writes, produces, and publishes Asia Briefing, including its well-known China, ASEAN, India, Vietnam, Indonesia, and Russia Briefing titles, and its new Silk Road Briefing title. The China Briefing website alone is in the top one percent of most visited websites, according to Alexa. These titles have long provided educational support to students in Australia studying for international business masters, as well as providing a "how to" template for thousands of Australian businesspeople in Oceania and Asia. This commitment to providing a free, educational intelligence service has cemented our reputation as one of the most knowledgeable practices in Asia, in addition to helping launch the Asia-focused careers of many Australian graduates into Asian businesses.

Australian Expertise in Asia

We monitor, analyze and keep track of the many Australian trade and investment policies provided by the Australian Government to assist local businesses succeed in selling products and services in Asia. Understanding the details of double tax treaties and applicable grants and incentives on offer in Australia and Asia can give a firm the edge when competing. Our joint Australian and Asian intelligence can help you succeed - and keep Australian businesses ahead of the game.

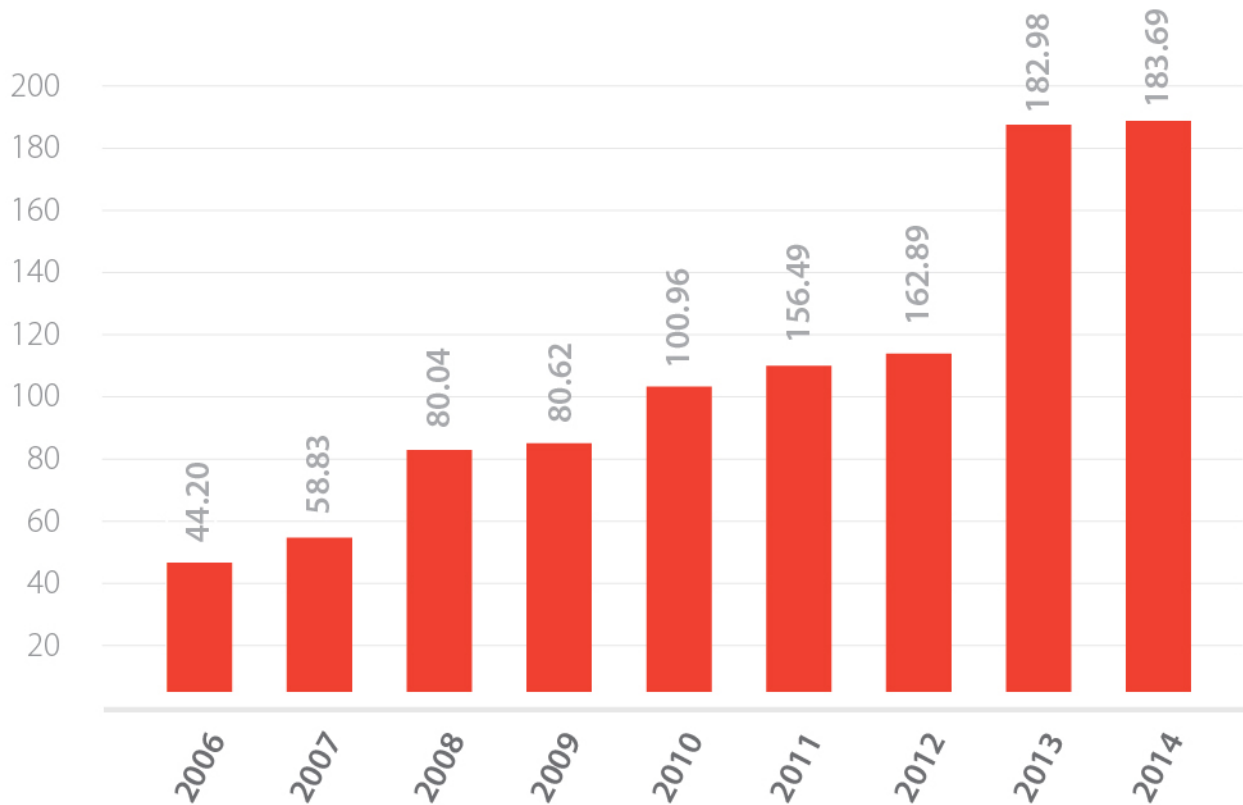
Your journey is our story





Australia-China Trade Data

Unit: AUD\$ Billion



AUD\$ 260 million

Australian FDI facilitated by
Dezan Shira & Associates
over 25 years



300+

Dezan Shira clients
from Australia
over 25 years

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Years
1992-2017





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