

“Any big player in an Industry that is affected by China either has to be here or has to have a China plan – not necessarily a big China plan but they have to understand how China fits into their overall thinking”

David Michael – Vice President BCG



**Business Consulting
focused on China**

Interested in China?

Who will you talk to?

How will you communicate?

Where is the best location?

When is the best time?

Who is your best partner?

**What are the threats and
opportunities?**



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Our Services

Business Facilitation

Knowing who to call when you need to find solutions is a crucial aspect of any business. In China, where personal and business relationships conform to centuries old tradition, having an extensive network of trusted business and official relationships is crucial. Edeluc consistently uses its resources to support successfully its client's needs.

Identifying business opportunities

China, the fourth largest world economy and one of the fastest growing markets in the world, is both a land of opportunities and a business minefield. Edeluc's know-how of the local reality, added to our extensive government and business insight, allows us to identify your ideal partners and explore new business opportunities through:

- i) Reports offering a clear picture of the market, its key players, ideal clients, suppliers and partners.
- ii) First hand market intelligence pinpointing new business opportunities.
- iii) Organization and preparation of business trips to explore the Chinese market and establish contacts with local clients, suppliers or potential partners.

Business setup in China

China is eight time-zones away from Europe. Its language, administration and ancient culture can easily become overwhelming obstacles to the newcomer and make any entrepreneur hesitate about entering such market.

Edeluc will assist you:

- i) Gathering all strategic information necessary for taking the right decisions:
- ii) Structuring your investment process.
- iii) Support negotiations and accompany implementation process of any project with local players.
- iv) Identify and deal with the key stakeholders, particularly officials in local, regional or provincial government.
- v) Ensure adequate compliance of all legal and bureaucratic duties.
- vi) Provide support in logistical issues like contracting local collaborators, office rental and additional formalities necessary to the implementation of your business.

Development of Business Relationships

Developing a business in China can be a long and arduous task to accomplish on your own. Once you decide to setup business in China, Edeluc has human and physical resources available locally to swiftly resolve your needs regarding local administration, bureaucracy or customs. Edeluc helps you overcome barriers such as:

- i) Obtaining licences, authorizations and audits.
- ii) Drafting contracts, and due diligence surveys.
- iii) Logistical issues such as hotel and flight reservation.
- iv) Language support ensuring clear communication with local counterparts.

Our track record as investors and our knowledge of the Chinese business culture, together with an extensive local network, enable us to facilitate the effective implementation of a strategy.

About Edeluc

Edeluc is a Business Consultancy focused on facilitating and establishing new businesses between Europe and China. We assist European investments in China and Chinese investments in Europe.

Edeluc counts among its clients one of the world's largest olive oil distributors, one of Europe's largest automotive retailers and a major real estate developer. For all, Edeluc has retrieved and analysed critical information and advised negotiations with the key players in each sector leading to successful business ventures.

We offer our clients extensive know-how and experience of the Chinese market. Our qualified professionals can deliver innovative and personalized solutions that ensure a correct, safe and economically viable proposition to your business. We help you take advantage of China's numerous opportunities.

Edeluc is incorporated in Europe and China, and is capable of assisting any business determined to expand its activities to China. Our professionals are fluent in several languages such as English, French, German, Portuguese, Italian and Spanish, not to mention Mandarin and Cantonese.

Our partners have established, over several decades of activity, a profound knowledge of the Chinese market as well as a wide network of trusted contacts which allows Edeluc to swiftly gather privileged intelligence and survey issues that will ease your decision making process.