**Subsidy Policy Solution**

According to data from the latest Business Confidence Survey Report released by the German Chamber of Commerce in China, 29% of German companies surveyed believe that foreign-invested companies suffer from unfavorable treatment in the Chinese market, while the same group of respondents generally believe that Chinese competitors are more favorable in terms of market access, access to incentives / supportive measures, access to information, etc.[[1]](#footnote-1) For many years, this issue has also been listed as one of the top ten challenges that German companies in China need to address.

However, in practice, both Chinese national and local governments have provided a wide range of subsidies with various items, for reasons such as information asymmetry, etc., many foreign-invested enterprises in China are often unable to access, understand and utilize favorable policy information well enough to help their business grow in the Chinese market.

In the face of such dilemma, we provide professional services of subsidy application to help enterprises obtain preferential subsidy policies during the whole development process.

**Applicable Scenarios**

|  |  |
| --- | --- |
| Site Selection  | For site selection by the enterprise: - Establishment- Expansion - Relocation project |
| Upgrading  | - Upgrade as the regional headquarter- Set-up of a foreign R&D center - Increase of registered capital |
| Operation | Applicable subsidy policies related to operation：* Subsidies related to R&D or technological transformation
* Subsidies related carbon peaking and carbon neutrality goals such as the “green factory”
* New industry subsidies, rental incentives or tax incentives launched by government

… |

**Categories of Subsidy Policies**

* **Investment-related subsidies**

Which require new investments, normally applicable for scenarios such as new establishments, expansion and relocation, which is negotiable with authorities for individual cases and can be confirmed by agreements.

* **Operation-related subsidies**
* Qualification / award / recognition related subsidies
* For science and technology industry
* For other industries, e.g., manufacturing industry / information and software industry / service and public service industry, etc.
* For headquarter economy, e.g., subsidies for regional headquarters of multinational enterprises / foreign-funded R&D centers, etc.
* Project related subsidies
* Green

 Green Factory, carbon peaking and carbon neutrality, etc.

* Talent

 Vice president of science and technology, policies and measures to reduce the burden of stabilizing and expanding employment, phased deferral of the unit's contributions for basic employee medical insurance, etc.

* Others

E.g., subsidies related to technological transformation, financing support and other policy facilitation.

**OUR SERVICES**

* **Initial Consultation**

To initially communicate and clarify the enterprise's specific needs in policy for a fully understanding.

* **Tailored Solution**
* To recommend policies that can be matched at present or applied in the long term.
* To develop a tailored subsidy application plan based on actual needs of the enterprise and an initial feasibility study.
* **Government Communication**

To support communicating and negotiation with responsible authorities to confirm the feasibility of the subsidy application.

* **Application Guidance**
* To carry out necessary rectification / reorganization of the enterprise in accordance with the subsidy application requirements.
* To assist in preparation and conduct review of related agreements or commitments / application documents.
* **Full Process Service**

To follow up the whole application process (e.g., online and offline meetings, on-site support, negotiation with the competent authorities, etc.).

**Contact**

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1. Business Confidence Survey 2022/2023, p.31, "preferential treatment for domestic firms" [↑](#footnote-ref-1)