



**GWA**

**LAW TAX ACCOUNTING**

SHANGHAI - BEIJING - HO CHI MINH CITY - BANGKOK  
HONG KONG - MILANO - BERGAMO

***a Great Way to Asia!***

## WHAT WE DO

We are an international consulting firm operating in Asia since 2004 with headquarters in Shanghai. We have also offices in Beijing, Ho Chi Minh City and Bergamo (IT), and desks in Milan and in different Asian cities.

We are able to assist our clients in a wide range of cross border and domestic transactions in Asia and Europe and we are affiliated to strong international networks of reliable alliances and partnerships around the world.

We guide foreign companies through the complexities of different regulatory environments and assist them with all aspects of establishing, maintaining and growing their business operations.

Our team consists of more than 40 international professionals including Lawyers, Tax Advisors and Certified Public Accountants that combine in-depth local expertise and broad experience of the Asian and International business environment, with a keen understanding of the needs of international companies.

We assist more than two hundred clients spanning from large enterprises to small and medium ones.

Our Staff is specialized in:

- Corporate Matters and Incorporation
- Corporate Governance
- Commercial Law and International Trade
- Mergers and Acquisitions
- Litigation and International Arbitration
- Legal Due Diligence
- Intellectual Property
- Liquidation and Deregistration
- Tax Compliance
- Tax Registration and Declarations
- Tax Certificates and Memorandum
- Transfer Pricing Services
- Application of Double Taxation Agreements Tax Planning Solutions
- Tax Due Diligence
- Annual Statutory Compliance
- Bookkeeping
- Accounting Reclassification
- Internal Audit
- Staff Loan and Treasury Services

## MANAGING PARTNERS



**Giovanni Pisacane**

*Founder and Managing Partner*

Giovanni is a business lawyer specialized in international practice. He has been practicing as a business lawyer since 1996 and has extensive experience in China's Civil and Commercial Law as well as in arbitration and mediation. From 2021 he is in charge of Vietnam operations



**Daniele Zibetti**

*Managing Partner*

Daniele is a business lawyer specialized in Merger and Acquisition operations, Commercial Law and international arbitration. He is partner of GWA and he has worked as advisor for several investment projects and dispute resolutions in China and in Hong Kong. He is the responsible partner of GWA Bangkok office



## OUR SERVICES

- **Legal**
- **Tax**
- **Accounting**

Our services help to manage the legal, tax and accounting issues faced by multinational companies in China, Vietnam, Thailand, Italy and, more in general, in Asia and in Europe



## LEGAL SERVICES

With our multicultural team of Asian and European lawyers we are committed to provide legal advices, professional opinions and prompt solutions to our clients in order to help them to achieve their goals.

We provide our tailored services to assist our clients to face the complexities of the Asian, European and Italian legal systems in order to allow them to better focus on their business operations.

The significant experience of our Partners with more than 20 years in Asia and of our staff, along with a deep knowledge of the laws, allows us to handle all aspects of complex domestic and cross-border corporate operations.

- Legal Advisory
- Corporate Matters and Incorporation
- Corporate Governance
- Commercial Law and International Trade
- Data Protection and Privacy law
- Mergers and Acquisitions
- Litigation and International Arbitration
- Legal Due Diligence
- Intellectual Property
- Liquidation and Deregistration



# TAX SERVICES

We support companies helping them in tax and compliance requirements in the Asian and European landscape.

Our team is composed by Asian (mainly Chinese, Vietnamese and Thai) and foreign professional with a deep understanding of different complex tax environments, as well as in-depth industry knowledge and experience. Our experienced team of accountants, tax advisors and CPA (Certified Public Accountants), can help on a wide spectrum of tax service areas across all major industries.

We assist clients in structuring a wide range of transactions, from international taxation to income taxes, transfer pricing, VAT, M&A as well as identify the best tax strategy and deal with the tax authorities

- Tax Compliance
- Tax Registration
- Tax Declarations
- Tax Certificates
- Tax Memorandum
- Transfer Pricing Services
- Application of Double Taxation Agreements (Dividends, Royalties and Service Fees)
- Tax Planning Solutions
- Tax Due Diligence
- Annual Statutory Compliance





# ACCOUNTING AND OUTSOURCING SERVICES

We support companies in the Asian and European landscape and we help them in meeting accounting and reporting requirements.

Our team is composed by local and foreign professional with a deep understanding of local and International Accounting principles.

- Bookkeeping
- Accounting Reclassification
- Internal Audit
- Staff Loan
- Treasury Services



## REPUTATION



China Awards 2011 and 2016

*"Value Creators"*

GWA Law, Tax and Accounting

Lawyer Monthly Private Clients Awards 2017

*"Arbitration and Mediation Lawyer of the Year 2016"*

Giovanni Pisacane



"GWA Greatway Advisory endeavors to serve its clients with competence, quality and motivation in order to provide exemplary solutions in the global market."

"Giovanni Pisacane was appointed as a Special Advisor for Italy-China business relations by the Italian Ministry of Economic Development. Giovanni Pisacane has gained an extensive experience in assisting foreign investors with the set-up of Foreign-Invested Enterprises of which he has often been appointed as Supervisor or as a member of the Board of Supervisors."

## INTERNATIONAL NETWORKS

Our networks include big professional alliances such as ACB Group SpA and Omnia.



Omnia is the first network of law firms in the world equipped with a specialized Italian Desk with Italian lawyers or of Italian training, having qualification in the foreign country where they operate.



ACB Group is an association of professionals able to help and advise companies in every sector. ACB can count on a team of 500 professionals in more than 30 cities around Italy proposing itself as the perfect bridge to access the Italian market.





**“Acquisizioni e Fusioni in Cina”**

*Giovanni Pisacane, Daniele Zibetti*  
2011

A comprehensive view of Merger and Acquisition operations, their practical aspects and main issues in China.



**“Corporate Governance in China”**

*Giovanni Pisacane*  
2017

A useful tool to help to understand the key factors involved in organizing, structuring and managing a company in China.



**“Manuale Pratico di Diritto Privato e Commerciale Cinese”**

*Giovanni Pisacane*  
2011

A useful guide to know and understand the private and commercial laws of China.



**“Guida Pratica alla Fiscalità in Cina”**

*Giovanni Pisacane, Marta Snaidero*  
2018

A useful learning tools for a better understanding of tax optimization strategies and an analysis of the current fiscal system in China.



**“Gestione e Amministrazione delle Società in Cina”**

*Giovanni Pisacane, Daniele Zibetti*  
2015

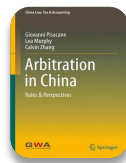
A valuable guide to the discipline of the Corporate Governance of the foreign invested companies in the China.



**“Fare Affari in Cina”**

*GWA and Italian Trade Agency*  
2019

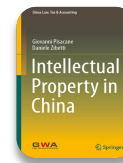
A comprehensive and practical guide to the Chinese regulatory landscape from the management of a company to the intellectual property protection.



**“Arbitration in China”**

*Giovanni Pisacane, Lea Murphy, Calvin Zhang*  
2016

A comprehensive and practical overview of arbitration in China.



**“Intellectual Property in China”**

*Giovanni Pisacane, Daniele Zibetti*  
2020

This book offers a guide to intellectual property law in the PRC and uses practical cases to demonstrate how Chinese IP law really works.

## CONTACTS

Our Headquarters are in Shanghai. We have offices in Beijing, Bergamo, Ho Chi Minh City and we have desks in Milan, Bangkok, Hong Kong and New Delhi.

### Shanghai

Huaihai China Tower - Suite 2303  
885 Ren Min Road  
200010 Shanghai (China)  
Info@gwa-asia.com  
+86 (0)21 33.07.00.01

### Bergamo

Palazzo Rezzara  
Suite 220  
Viale Papa Giovanni XXIII, 106  
24121 Bergamo (Italy)  
info@gwa-asia.com  
+39 035.45.04.600

### Ho Chi Minh City

16th floor, Saigon tower 29 Le  
Duan Blvd.  
Ben Nghe Ward, District 1, Ho Chi  
Minh City, Vietnam  
hcmc@gwa.asia  
+84 (28) 3520 7623