



S.J. Grand – Your China Finance Partner

Company Profile

S.J. GRAND

Accounting
Tax
Finance



sjgrand.cn



S.J. Grand – Key Numbers

4

Greater China
Locations

2003

Founded

40+

Accountants and
Consultants

- Established in **Beijing in 2003** by Dr. Stephane J. Grand – Greater China expert with 30+ years of Finance and Legal experience – driven by the idea of helping foreign organizations improve control and transparency withing a complex and fast-paced Asian regulatory environment.
- Strong presence in the region with offices in **Beijing, Shanghai, Shenzhen & Hong Kong**, as well as international reach of handling outbound projects around the globe through our partner network.
- **40+ experienced professionals** from globally-renowned international accounting firms with qualifications such as **CPA, ACCA, MBA, CFE, CISA** and **CIA**, etc.
- Proven strategies to **maximize clients' value** under complex business circumstances through effective utilization of local and international networks and the synergies among service lines.
- Comprehensive methodology based on risk assessment and prevention resulting in **improved controls** over PRC-based operations.



Service Scope

Our aim is to help foreign companies make the most out of the challenges and opportunities presented by the constantly changing China business environment.

China Expansion

- Market Entry & Set Up
- Finance & Tax Advisory
- HR & Payroll
- Third Party Due Diligence
- Local Partner Network

Our collaborative approach for finding solutions to complex business, tax and accounting issues produces results which makes us a valuable resource to you.

Our relationships and reputation with the banking and private equity community will help when access to capital is a priority. We also cooperate with local Industrial Parks and Free Trade Zones to provide your operations with the best location and most favorable tax policies.

Governance

- Regulatory Compliance
- Fraud & Risk Management
- ESG Compliance

We will assist your organization with establishing an infrastructure, with processes and procedures to attract and retain talent, operate efficiently and reach a level of sustainability which maximizes profitability, enterprise value and creates a culture of accountability.

Performance

- Optimized Business & Tax Strategy and Structure
- Operational excellence
- Supply Chain Management

We will help your operations to unlock growth, reduce costs and achieve your goals while insuring operational controls and transparency.

Restructuring

- Change Management
- M&A Advisory
- Market Exit Strategy

We will assist you in implementing new operating models and improve the odds of successful M&A through an integrated, battle-tested approach that links acquisition strategy, commercial diligence and merger integration.



Service Sectors


S.J. Grand has a wide range of experiences in cooperating with clients from different industries. Through years of experience, we understand the difficulties and the problems faced by corporates, enabling us to provide industry-specific solutions.



**Information
Technology**



**Travel &
Leisure**



Logistics



Education



Consulting



Luxury & Retail



**Trading &
Sourcing**



Engineering



NGOs



**Pharmaceutical
& Healthcare**



Manufacturing



F&B



**Marketing &
Advertising**



**Real estate &
Construction**



E-commerce



Client Testimonials



I am highly satisfied with S.J. Grand's services. I have often recommended them when foreigners doing business in China come to me to tell me about their problems. It's like hiring the special forces and being assured that they will make sure that everything gets solved. They have excellent government relations and the reputation of having the highest ethical standards precedes them. I can only recommend them to anyone wanting to do business in China. Don't commit the mistake that many incur of first hiring a cheaper Chinese firm that will not deliver in terms of quality.

Matthieu David, Owner and CEO



S.J. Grand has helped me sell and acquire several big manufacturing plants in China. Although I have been doing business with China for more than twenty years, I could have never done it without S.J. Grand's deep understanding of how to deal with Chinese managers and regulatory authorities. Their top staff always goes well beyond what could be expected from a service provider, they certainly provide much more personalized service than the large firms I have hired in the US. Doing business in China means having to be able to deal with the unpredictable and nobody better than S.J. Grand for doing this.

Dennis Cohlma, President



What makes S.J. Grand so great is that they are not just "business experts". The foreign top managers speak fluently Mandarin, have graduate degrees in Chinese law, and get what is needed to help foreign firms succeed in China. Stephane Grand is the best speaker I have ever encountered, so that it is not surprising that he is a sought-after mentor for institutions such as the European Commission and new diplomats arriving in China. All the people I have recommended S.J. Grand to, have thanked me profusely.

Alexander Pelayo, Owner and CEO



Recognized Expertise in the Greater China region

Our professional team comprises **40+** professional consultants, each with globally recognized expertise and detailed familiarity of financial reporting standards and regulatory standards. Led by our experienced leaders with **25+** years of experience in the financial and corporate advisory fields, we are highly capable of providing sound advice and integrated solutions with high-quality multi-disciplinary approaches that support every step of clients' agenda.





Leadership Team

Stephane J. Grand



President

Stephane Grand has over 30 years financial and legal advisory experience on foreign investment in China, specializing in capital structure optimization and management restructuring.

Through the early 1990s, he gained hands-on experience of the PRC legal system as an associate of the Beijing office of law firm Gide Loyrette Nouel and with the World Bank Legal Reform and Private Sector Development Departments.

Stephane was a founding partner of US barcode technology firm Scanbuy, and held senior consultancy positions with Coltrin and Associates in New York and Claydon Gescher Associates, a Beijing-based consulting firm specializing in Internet and Telecoms. He went on to lead the China practice of RSM International (audit and consulting) and created its tax and management consultancy practices.

He founded S.J. Grand Financial and Tax Advisory in 2003.

Stephane is a graduate of HEC Paris (MBA), La Sorbonne (Ph.D. in Chinese contract law) and the Fletcher School of Law and Diplomacy (MALD) at Harvard/Tufts.

Rico Lu



Head of Accounting & Tax

Rico Lu has been with S.J. Grand Financial and Tax Advisory for 20 years. A Business English graduate, Rico then certified as Accountant in the P.R.C. and became member of ACCA. Now he leads the Accounting & Tax Practice and has a remarkable track record of negotiations with both customs and tax administrations.

Rico's major accounts include Thales, Kan-Pak (Golden State Food), FLO, KUONI Travel, FM Logistic, VALLOUREC, etc.

Rico is native in Mandarin and fluent in English.



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