



Marcus Peter and Andreas Heinzmann
(GSK Stockmann)

Building bridges to China

Marcus Peter and Andreas Heinzmann of law firm GSK Stockmann in Luxembourg see growing opportunities for the Grand Duchy to strengthen its role as an investment hub for Chinese groups in Europe and internationally – as well as a test-bed for the country’s FinTech innovators.

What is GSK’s background and why did it establish a Luxembourg office?

Marcus Peter: Established in Germany in the 1990s, GSK Stockmann is today recognised as a leading law firm in real estate transactions and financial services, including capital markets, regulation and investment funds as well as banking & finance. As a result of our reputation in Germany, many clients already active in Luxembourg encouraged GSK Stockmann to establish an office there which was opened in 2016.

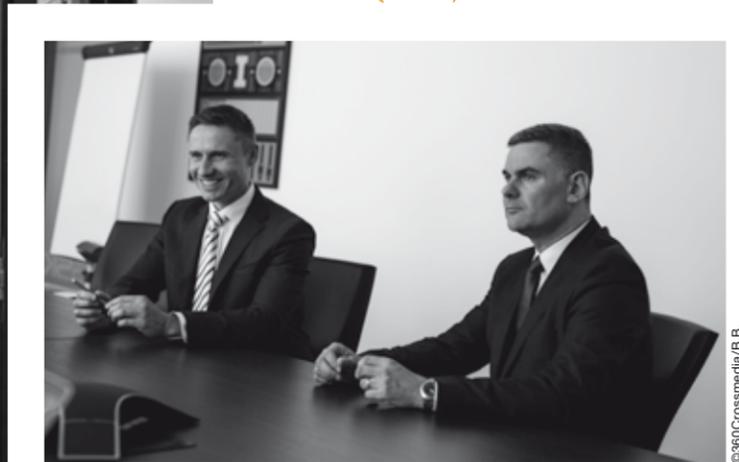
Andreas Heinzmann: We have been active as lawyers in Luxembourg starting in 2004 and serving Chinese clients since 2008, travelling to China on a regular basis. Initially, we promoted Luxembourg as a hub for corporate and finance activities throughout and beyond Europe. Given the number of Chinese banks having a presence in Luxembourg, and using the Grand Duchy as platform for expansion of their EU activities, we have developed a growing number of relationships with clients from China.

MP: We have helped our Chinese clients to establish their presence and incrementally strengthen their substance in Luxembourg. Chinese banks have expanded their business

carefully, conducting transactions in Europe and South America. They have gradually developed substance in Luxembourg, acquiring real estate and hiring employees as part of a dynamic from which everyone benefits. The same applies to certain Chinese state-owned enterprises, which are growing their workforce and office space here in Luxembourg.

How have the needs of your Chinese clients evolved over the years?

AH: We started out offering corporate advice. Today we have broadened our spectrum of services in relation to finance, investment funds, payment services as well as tax including ancillary services such as helping clients to select board members, finding office space and facilitating immigration formalities.



“We help our Chinese clients to establish their presence and incrementally strengthen their substance in Luxembourg.”

Marcus Peter, GSK Stockmann Luxembourg

MP: We see that Chinese clients are becoming more and more sophisticated and try to expand their businesses. We are happy to be part of this development and to build a bridge between China and Europe and in particular Luxembourg as a hub for RMB clearing, green financing, capital markets and investment funds.

What opportunities do you see for the future?

MP: Together with our cross-border Chinese desk we aim to focus even more on Chinese outbound as well as inbound business in the context of the OBOR (one belt one road) initiative. In this respect, we are continuously fostering our team including the hiring of lawyers having a Chinese background. Given the unique position of Luxembourg as hub to enter the EU, we are confident that Luxembourg will remain in the global spotlight for Chinese investors and others.

AH: Looking East is an important element in developing our future strategy and we feel well prepared for this endeavour. The ecosystem in Luxembourg corresponds in particular to the new needs Chinese business have such as green finance or creating funds to invest in renewable energy but has already been tried and tested by Chinese investors and entrepreneurs for finance and corporate M&A. Other topics that will become increasingly important are related to mobility and the development of payment services/FinTech. We are pleased to be able to participate in the Chinese community life in Luxembourg and benefit from our good reputation. As such we are well prepared to expand our Chinese activities with our growing team, both in Luxembourg and in Germany.

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搭建连接中国的桥梁

GSK Stockmann律师事务所卢森堡办公室(GSK Stockmann in Luxembourg)的Marcus Peter和Andreas Heinzmann认为, 大公国对于中国企业在欧洲甚至是国际范围的投资, 以及在帮助中国科技金融领域的创新者在海外拓展的尝试上, 扮演着越来越重要的角色。

GSK品牌由来以及为什么在卢森堡设立办公室?

Marcus Peter (MP): GSK Stockmann律师事务所成立于上世纪90年代的德国, 如今被公认为房地产交易及相关金融服务领域(包括资本市场、监管和投资基金, 以及银行金融)的领先律师事务所。由于我们在德国的声誉, 许多已经活跃在卢森堡的客户敦促GSK在卢森堡设立办公室。最终, GSK卢森堡办公室于2016年成立。

Andreas Heinzmann (AH): 我们从2004年开始在卢森堡执业, 从2008年开始为中国客户服务。我们定期前往中国。最初, 我们推广卢森堡作为中资客户在整个欧洲和欧洲以外开展公司和金融活动的中心。随着众多中资银行在卢森堡开展业务并利用大公国作为扩大其欧盟业务的平台, 我们与越来越多的中国客户建立了合作关系。

MP: 我们帮助我们的中资客户在卢森堡设立实体, 并逐步增强在这里的商业实质。中资银行通过卢森堡谨慎

地拓展业务, 比如在欧洲和南美洲。他们逐步地在卢森堡增加商业实质, 比如增加办公场所并且在当地雇佣员工。以这种充满活力的增长方式让中资银行和卢森堡实现了互利双赢。同样, 越来越多的中国国有企业也开始在卢森堡增加本地员工和办公场所。

近年来中国客户的需求有何变化?

AH: 我们刚开始提供公司法相关的法律咨询服务。如今, 我们的服务范围已扩展至金融、投资基金、支付业务服务, 税务以及辅助服务(例如协助客户挑选董事、寻找办公地点及办理入境手续等)。

MP: 卢森堡作为人民币清算、绿色金融、资本市场和投资基金的中心, 在



“我们帮助我们的中资客户在卢森堡设立实体, 并逐步增强在这里的商业实质。”

GSK Stockmann卢森堡办公室Marcus Peter

中欧之间架起了一座桥梁, 让中国客户有更多机会在卢森堡发展业务, 我们很高兴能够见证并参与这一发展。

你认为未来有哪些机遇?

MP: 我们的目标是与德国办公室的中国业务部门一起, 在中国“一带一路”政策下, 更加关注中国企业的“走出去”和“引进来”。在这方面, 我们正在不断培养我们的团队, 包括雇用具有中国背景的律师。鉴于卢森堡作为进入欧盟的桥头堡的独特地位, 我们相信卢森堡将继续成为中国投资者和其他国家投资者的焦点。

AH: 展望东方是发展我们未来战略的重要因素, 我们为此努力, 并做好了充分的准备。除了已经被很多中国投资者和企业家实践过的金融和企业并购领域, 卢森堡的生态系统还能满足中国企业不断增长的新需求, 比如绿色金融、设立基金投资可再生能源等领域。手机支付、科技金融(FinTech)等话题也变得越来越重要。我们很高兴可以越来越多的融入到在卢森堡的中国社区中, 同时感受到律所良好声誉带来的种种益处。正因如此, 我们准备好与我们不断壮大的团队一起, 扩大在卢森堡和德国的中国业务。

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