



GWA

LAW - TAX - ACCOUNTING

BANGKOK - BEIJING - BERGAMO - HANOI - HONG KONG
MILANO - SAIGON - SHANGHAI - SINGAPORE - TOKYO





ABOUT US

We are an international consulting firm operating in Asia since 2004 with headquarters in Shanghai. We have also offices in Bangkok, Beijing, Bergamo, Hanoi, Hong Kong, Milan, Saigon, Singapore, and Tokyo. We assist more than two hundred clients spanning from large enterprises to small and medium ones.



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.



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.

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 FDI, Corporate and Commercial Law as well as in arbitration and mediation. He is member of Panel of arbitrators at SHIAC and VIAC.



Daniele Zibetti

Managing Partner

Daniele is a business lawyer specialized in Mergers and Acquisition operations, Commercial Law and International arbitration. He has worked as advisor for several investment projects and dispute resolutions in China and South East Asia.



PARTNERS AND SENIOR EXPERTS



Filippo Sticconi

Partner – Lawyer

Filippo is a business lawyer specialized in Int. Commercial Law, Dispute Resolution, and IP. Head of International Practice and Vietnam office, he currently assists companies in China, Europe and Asia. He is an Italian certified lawyer, holds a Law degree from Bologna University and studied in CUPL Beijing.



Tina Yang

Head of Legal Department

Tina Yang is a business lawyer specializing in FDI, ODI, M&A and corporate restructuring. She also offers legal consulting for foreign-invested enterprises on compliance in corporate management, operations, labor, intellectual property, and personal data protection. She holds a PRC Legal Certificate.



Marta Snaidero

Partner – CPA

Marta is an Italian CPA and auditor, specialized in international tax law with a focus on Chinese and Vietnamese regulations. She has been practicing since 2010 and leads GWA's China and Vietnam department. She is author of several articles and books on international and Asian tax law.



Lei Yang

Head of Tax Department

Lei Yang is an expert tax advisor specialized in internal audit, tax, accounting compliance, and due diligence. She brings over 15 years of experience across various industries. She is member of the Association of Chartered Certified Accountants.

OUR SERVICES

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

LEGAL

ACCOUNTING

TAX SERVICES



LEGAL

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.



ACCOUNTING

We support companies in Asia and in Europe helping them in meeting accounting and reporting requirements.



TAX SERVICES

We support companies helping them in tax and compliance requirements in Asia and in Europe.



LEGAL SERVICES

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

Our team is composed by Asian (mainly Chinese, Vietnamese, Japanese 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
- Tax Planning Solutions
- Tax Due Diligence
- Annual Statutory Compliance



ACCOUNTING AND OUTSOURCING SERVICES

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



MARKET ENTRY TASK FORCE

A pool of our partners with different background and expertise provides tailored market entry strategy services to assist our Clients in navigating the complexities of ASEAN and European markets. Market entry strategy includes:

- Entry plan regulatory compliance.
- Partner identification and due diligence.
- Operational setup and implementation.
- Supply chain sourcing.
- HR management.
- Risk assessment and mitigation.

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.”

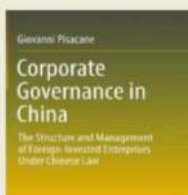
“Giovanni Pisacane was appointed as a Special Advisor for Italy-China business relations by the Italian Ministry of Economic Development. Giovanni Pisacane has gained an extensive experience in assisting foreign investors with the set-up of Foreign-Invested Enterprises of which he has often been appointed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



“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

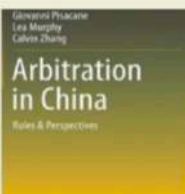
A valuable guide to the discipline of the Corporate Governance of the foreign invested companies in the China.



“Fare Affari in Cina”

GWA and Italian Trade Agency 2019

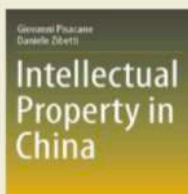
A comprehensive and practical guide to the Chinese regulatory landscape from the management of a company to the intellectual property protection.



“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.

PUBLICATIONS

INTERNATIONAL NETWORKS



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



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.

OUR PARTNERS



Algebra is a firm based in Singapore, run by professionals Chartered accountants qualified in Italy, Singapore, UK and Australia.



TCL China provides flexible corporate services to businesses and entrepreneurs in Hong Kong S.A.R. and Mainland China. We assist investors in structuring their businesses and offer expert guidance for efficient company establishment.

OUR PARTNERS



Suga Professional Tax Services is a Tokyo-based independent tax firm providing Japanese tax advice to foreign capitalized entities such as Japanese subsidiaries and English speakers having Japanese tax issues.



AdvisingAsia is a company that helps business enter and grow into South-East Asia markets. They advise Western companies to win Far East markets, and Asian companies to develop their business in the global markets.



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