

Deloitte.
德勤

Innovating Financial
Management,
Enhancing Value ●
财务创造价值 ●



理念

Concept

在现代企业制度中，财务早已摆脱了传统的支持服务型角色，日益在企业的战略决策和执行中发挥着更为广泛的作用。国际先进集团企业的经验告诉我们，财务管理已逐渐成为企业战略的规划者、运营的执行者、绩效的管理者和风险的治理者，成为企业管理创新的领军人物。德勤咨询在推进国有企业改革的进程中，一直倡导“财务创造价值”的理念，秉承为中国企业探寻财务转型的最优路径，为客户提供可操作、易执行的财务管理解决方案为己任，运用独有的工具方法并积累了丰富实战经验，通过提升财务管理水平帮助企业落实战略目标，推动企业价值最大化的实现。

In the modern corporate system, the role of finance has been transformed from the traditional role of supporting service to a more extensive role in corporate strategic decision-making and execution. The experience of advanced global companies has shown that financial management has increasingly become a planner for corporate strategy, an executor for operation, a manager for performance and a governor for risk as well as a champion for corporate management innovation. In the process of promoting reform of state-owned enterprises (SOEs) in China, Deloitte Consulting, which has been always upholding the concept of “Finance delivers value”, took up the mission of seeking the best path to financial transformation and providing their clients with operational and feasible financial management solutions. Deloitte adopts unique tools and methodologies and accumulates rich practical experience. By improving financial management performance of the companies to help them achieve strategic goals, we facilitate them to realize the maximum value.

团队

Team

财务管理转型服务团队由多位资深合伙人、总监、高级经理和专业顾问组成，在北京、上海、香港开展管理咨询业务。我们参照全球领先实践和德勤国际先进的方法论，结合十余年服务国内企业的咨询经验，为大中型国有企业集团及高速成长的民营企业提供高水准的财务管理咨询服务，涉及电力、石化、电子、汽车、通讯、制造、有色金属、进出口贸易、出版等多个行业。

我们提供全面的财务管理解决方案，将解决方案融入到客户的管理实践中，为客户提供真正的价值，帮助企业有效解决财务管理中遇到的种种挑战和难题，极大地提升企业的财务管理能力，有效推动企业的战略实施、业绩提升和管理改进，因而获得广大客户的广泛好评。

- 2009年被美国市场调查机构“肯尼迪信息公司 (Kennedy Information)”评为“财务管理市场领先者”
- 2008年在《首席执行官》杂志开展的大型调查中荣膺“中国CFO最信赖的实施顾问机构”称号
- 2008年在中国软件协会与ERP世界网共同举办的IT应用厂商与企业交流大会上被评为“2007年度十大咨询服务商之一”

Financial management transformation team consists of many senior partners, directors, senior managers and professional consultants, conducting management and consulting business in Beijing, Shanghai, and Hong Kong. By leveraging the globally leading practices and internationally advanced methods of Deloitte and incorporating the consulting experience in serving domestic companies for a decade, we deliver high-level financial management and consulting service to large and super large SOEs as well as rapidly growing private companies in a range of industries, i.e. electric power, oil and gas, electronics, automobile, communication, manufacturing, nonferrous metal, import and export and publishing. We provide a comprehensive financial management solution, integrate the solution into management practices of our clients, deliver real value to our clients, and help the companies effectively address various challenges and difficulties arising from financial management so as to greatly enhance their financial management capability, effectively promote strategic implementation,

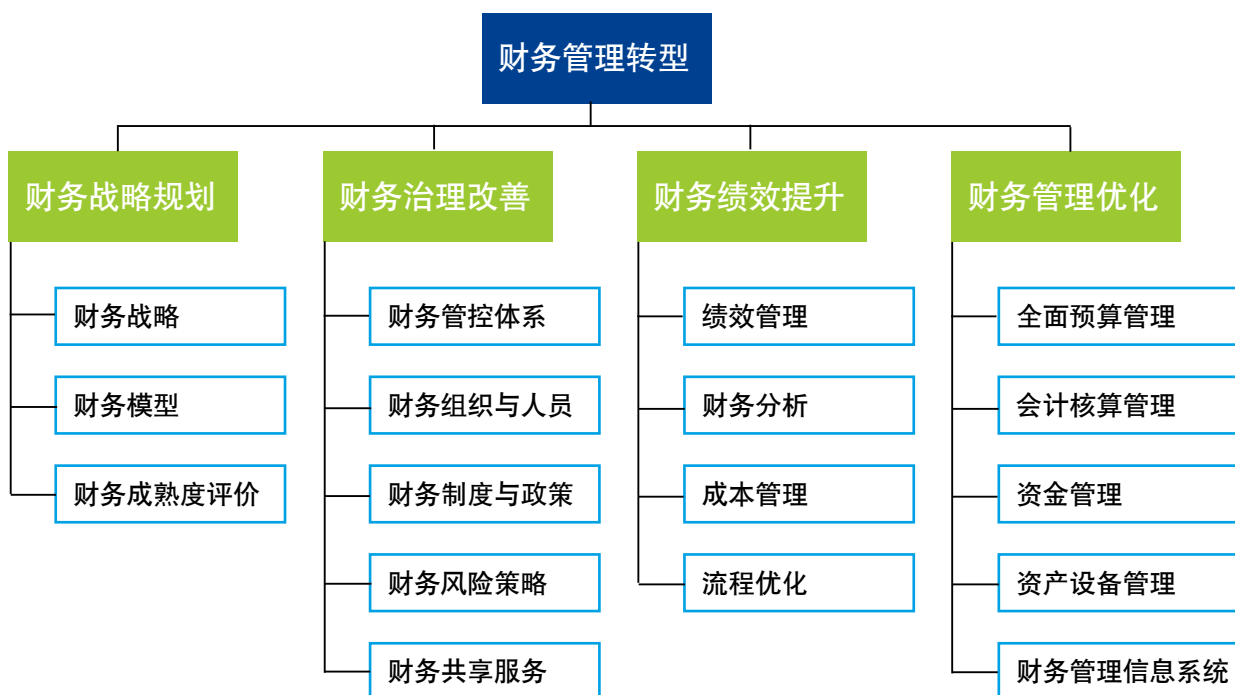
performance and management improvement, therefore gaining positive reputation from a large number of clients.

- Awarded as “The Market Leader for Financial Management” by Kennedy Information, an American market research institute, in 2009
- Awarded as “Chinese CFOs’ Most Trusted Implementation Advisor in 2007” by a large-scale investigation conducted by the magazine CEO in 2008
- Awarded as “2007 Top 10 Consulting Service Providers” in the communication conference between IT application providers and companies co-organized by China Industry Software Association and ERP World in 2008.

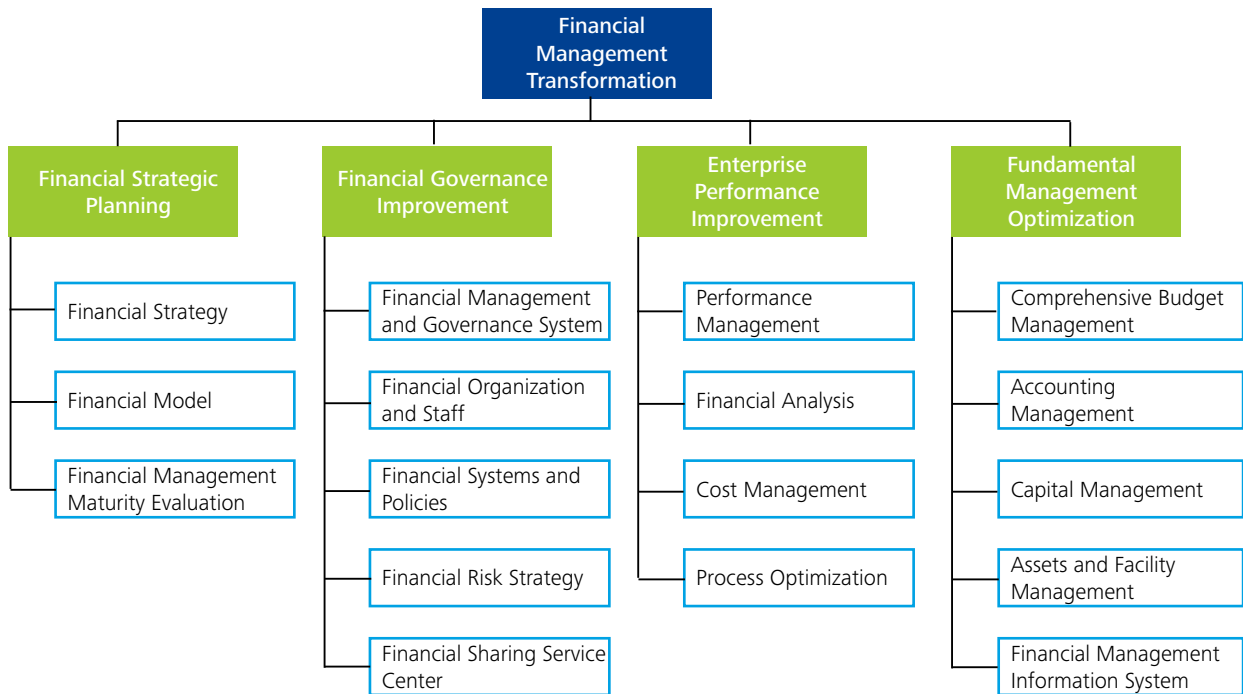
服务

Services

我们的财务管理转型服务主要包括财务战略规划、财务治理改善、企业绩效提升和基础管理优化等四部分解决方案。每项方案都包含着精深的专业知识和深厚的管理经验，是实现财务管理向四个角色转型的精髓所在。



Our financial management transformation service mainly includes offering such four solutions as financial strategic planning, financial governance improvement, corporate performance improvement and basic management optimization. Each solution contains in-depth expertise and rich management experience and is the key for financial management to realize role transformation.



财务战略规划

财务战略

随着企业的不断发展和市场竞争的加剧，企业财务管理由传统的单纯执行向更具战略性、规划性的角色转变。企业必须制定相应的财务规划以配合整体战略的实现。我们协助企业制定财务战略，进行财务规划，帮助企业确定关键成功要素，建立关键绩效指标，针对企业财务管理存在的主要问题，设计切实可行的财务管理转型规划。

- 企业战略回顾与评价
- 财务战略诊断与梳理
- 财务管理转型规划

财务模型

企业运营受内外部众多因素影响，在复杂的经营环境下，企业需要寻找一种决策支持工具，结合关键驱动因素，对战略目标进行量化，进而更有效地通过预算管理、绩效管理有效地使战略落实。我们协助企业建立财务分析、投资决策评价模型，进行敏感度分析，判断未来经营模式和策略，以支撑高效率的管理决策；并帮助企业厘清经营思路，通过优化资本结构，筹划税收安排，合理配置业态组合等多种手段帮助企业制定价值最大化目标。同时，我们帮助企业通过管理软件的实施，将财务模型在系统内固化，并与

预算管理系统、绩效管理系统集成，从而形成企业统一的决策支持平台。

- 企业价值模型框架
- 敏感性因素
- 财务模型设计
- 财务模型系统实施

财务管理成熟度评价

通常来说，企业都是通过财务管理的改善作为绩效提升的突破口。在传统的单纯依靠财务指标评价财务工作的基础上，紧密围绕财务管理的多角色定位，我们进一步对财务管理各领域的工作提出了专业的评价标准，作为衡量企业财务综合管理水平的依据。根据国际经验，我们建立了标准化、具有较强实际操作性的财务管理成熟度评价模型和评价体系，通过定量与定性相结合的方法，对企业的财务管理工作进行系统性评价，帮助企业快速甄别现有财务管理工作的优势和薄弱环节，并进一步提出针对性改善建议，不断提高财务管理的工作质量和效率。

- 财务管理成熟度模型设计
- 财务管理成熟度评价与运用

Financial Strategic Planning

Financial Strategy

With ongoing development of companies and intense market competition, corporate financial management is changing from the traditional role of implementation to the role of strategic planning. Companies must make appropriate financial plans in order to realize the comprehensive strategy. We assist companies in developing financial strategy and making financial plans. We help companies identify key factors of success, develop key performance indicators and design feasible plans for financial management transformation according to current major problems in corporate financial management transformation.

- Corporate strategy review and evaluation
- Financial strategy diagnosis and organization
- Financial management transformation plan

Financial Model

Corporate operation is effected by many internal and external factors. In the complex operational environment, companies need to find a decision supporting tool integrated with key drivers to quantify strategic goals, and then implement their strategies effectively through budget management and performance management. In order to support efficient management decision-making, we assist the enterprises in building financial analysis model and investment decision evaluation model, conducting sensitivity analysis, judging future operating patterns and strategies. We help the enterprises define business concepts and develop value maximization goal by optimizing capital structure, planning tax arrangements and configuring appropriate business

portfolios, etc. Also, we help the enterprises stabilize financial models in the systems by implementing management software and integrate them with budget management system and performance management system, thereby forming a unified decision-making support platform.

- Framework corporate value model
- Sensitivity elements
- Financial model design
- Realization of financial model system

Financial Management Maturity Evaluation

Generally speaking, the enterprises regard the financial management improvement as the breakthrough point of performance enhancement. Based on traditional financial evaluation relying on financial indicators, we focus on multiple roles positioning of financial management and further put forward professional evaluative standards for each field of financial management. Those standards are the basis to measure comprehensive management level of corporate finance. With international experience, we establish standardized financial management maturity model and evaluation system with strong practical operability to conduct systemic evaluation on corporate financial management by qualitative and quantitative methodologies, so as to help the enterprises quickly differentiate benefits and weaknesses of financial management. Then we further provide corresponding recommendation for enhancing quality and efficiency of financial management.

- Design of financial management maturity model
- Evaluation and application of financial management maturity

财务治理改善

管控体系

我们帮助企业完善公司治理结构下的财务管控结构，包括总分公司、母子公司之间的财务管理权责，会计核算与财务报告体系，财务管理监控体系等各个领域，发挥集团管理的优势。

- 企业管控体系评价与改进
- 企业组织结构设计与调整
- 财务管控体系评估与诊断
- 财务管控体系设计与改进
- 财务管控体系后评价

财务组织与人员

我们在财务战略及管控体系下审视客户的财务机构及人员，协助客户设计符合企业特点及管理需要的组织、岗位及人员管理模式，通过机构的调整，岗位的充实，以及财务管理人才的选拔、培养、培训、委任及考核，提高企业管控能力、加强财务管理能力、监控财务风险。

- 财务组织的机构设置与定位
- 财务岗位设置及职责安排
- 财务人员管理模式设计
- 财务人员委派制

财务制度与政策

财务制度与政策是企业财务管理方式的书面体现，也是实现企业管控意图的有力保障。我们结合企业管理现状与发展需要，对财务制度及政策的设计合理性及执行有效性进行诊断与检查，提出针对性建议并协助改善；同时，我们可以将财务管理改进方案落实为企业可直接执行的具体制度及配套表单，有力推动方案的落地。此外，我们从制度的发布、执行、检查、修订、完善直至废止的全流程审视财务制度本身的管理，为财务制度的动态更新奠定基础。

- 财务制度设计诊断
- 财务制度执行检查
- 财务制度修订与完善
- 财务制度全流程管理



Financial Governance Improvement

Management and Control System

In order to bring the advantages of group management into full play, we assist the enterprises in perfecting financial management and control structure under corporate governance structure, including accounting and financial reporting system, financial management and control system, and financial management rights and responsibilities between headquarters and branches as well as between parent companies and subsidiaries, etc.

- Evaluation and improvement of corporate management and control system
- Design and adjustment of corporate organizational structure
- Evaluation and diagnosis of financial management and control system
- Design and improvement of financial management and control system
- Post-evaluation of financial management and control system

Financial Organization and Staff

Under the financial strategic system and financial management and control system, we review the clients' financial institutions and staff to help them design organization, roles and staff management patterns in accordance with corporate characteristics and management requirements. Through organizational adjustment, role enrichment, and selection, development, training, appointment and assessment of financial management talents, the corporate management and control ability will be increased, financial management ability will be

strengthened, and financial risks will be monitored.

- Establishment and positioning of financial organization
- Establishment and responsibilities arrangement of financial roles
- Design of financial staff management pattern
- Appointment system of financial staff

Financial Systems and Policies

Financial systems and policies are written demonstration of corporate financial management and effective guarantee for realizing corporate management and control. Combined with the enterprises' management situation and development needs, we diagnose and review the rationality of design and effectiveness of implementation of financial systems and policies, and then provide corresponding recommendations for improvement. Also, we can put financial management improvement programs into detailed systems and supporting tables to be directly adopted by the enterprises, facilitating the implementation of those programs. In addition, we review the management on financial system from their issuance, execution, examination, amendment, perfection to cancellation, providing the foundation to dynamic updates of financial system.

- Diagnosis upon design of financial systems
- Review on implementation of financial systems
- Amendment and improvement of financial systems
- Full process management of financial systems

财务风险策略

在经济全球化、竞争国际化、知识经济化的新经济时代下，财务风险策略愈来愈成为企业财务管理的核心问题。我们致力于从企业整体层面识别潜在的财务风险因素，把握企业当前的财务风险管理现状，基于企业现有的管理流程和内部控制体系，完善财务管理制度，优化监控指标体系，强化运营和管理流程中的财务风险控制。构建财务风险策略，从根本上提升风险管理的效率和效果。

- 财务风险评估与识别
- 财务风险策略的构建
- 业务和管理流程优化
- 重大投资决策、财务报告、衍生产品交易流程优化
- 突发事件、危机管理系统

财务共享服务

为实现持续增长和应对日益激烈的竞争，越来越多的大型集团企业开始建立财务共享中心来实现协同增效、体现规模效应、有效降低成本和加强财务管控，我们通过帮助企业建立财务共享中心，进行集中核算、集中资金、集中税收筹划和提供财务培训等管理，极大地提高财务管理的效率和效果，帮助企业提高财务标准化、规范化水平，降低财务和运营风险。

- 财务共享中心组织及岗位设立
- 财务共享中心业务流程设计与优化
- 财务共享中心位置选择
- 财务共享中心系统实施



Financial Risk Strategy

Under the new era of economic globalization, competition internationalization and knowledge economy, financial risk strategy is becoming the core of corporate financial management. We are committed to identifying potential financial risk elements from the level of the whole enterprise, grasping current situation of financial risk management, perfecting financial management system, optimizing monitoring indicator system, consolidating financial risk control in operating and management process, based on current management processes and internal control system. We improve the efficiency and results of risk management fundamentally by building financial risk strategy.

- Evaluation and identification of financial risks
- Establishment of financial risk strategy
- Optimization of business and management processes
- Optimization of significant investment decision-making process, financial reporting process and derivative product transaction process
- Incident and crisis management system

Financial Sharing Service

In order to achieve ongoing growth and address severer competition, more and more large groups and companies start setting up financial sharing service centers to realize synergy effect, reflect scale effect, reduce costs effectively and strengthen financial management and control. We assist the enterprises to build financial sharing centers to conduct a range of management on centralized calculation, centralized capital and centralized tax planning and provide financial training, significantly improving the efficiency and effects of financial management and financial standardization level, and reducing financial and operating risks.

- Organization and role establishment of financial sharing center
- Business process design and optimization of financial sharing center

企业绩效提升

绩效管理

企业整体绩效不仅取决于员工个人绩效水平，还取决于组织绩效。我们在审视管控模式和组织架构的基础上，设计组织绩效考核体系，评估现行绩效指标的有效性，从财务与非财务两个视角优化指标体系，建立合理的绩效管理流程，形成各级组织的财务绩效考核方案。

- 组织绩效考核方案设计
- 绩效指标优化与完善
- 绩效管理流程优化

财务分析

我们针对企业不同层级、不同部门的管理需求，以财务分析为基础，协助企业建立各层次的管理报告和分析体系，提供企业绩效、目标和环境的改进建议。并配合国际先进的信息系统，实现信息的自动获取和分析报告的多层次、多角度展现，并协助管理层深入分析问题形成原因。

- 财务分析体系搭建
- 财务分析模型设计
- 财务分析流程优化
- 财务分析系统实施

成本管理

成本管理是企业管理中的关键环节。我们的服务着眼于关注成本预算、成本投入、成本管控、成本分析、成本评价等完整生命周期的全过程管理，通过引进国际先进的作业成本管理经验和作业成本分析模型和相关的信息系统，并将成本管理和全面预算管理有机结合，使企业能够更加清晰的识别真实的成本构成，建立起成本与日常各项经营管理活动间的有机联系，明确企业资源的投入方向，从而为经营决策提供更为有效的依据，帮忙企业将有限的资源应用于更高价值的领域，整体提高企业成本管控精细化、自动化水平。并在此基础上，针对采购、生产、基建、物流、维护等各运营管理环节提出专业优化建议。

- 作业成本模型搭建
- 作业成本分析于应用
- 作业成本管理系统实施
- 供应链成本管理

Enterprise Performance Improvement

Performance management

The overall corporate performance depends not only on the individual performance level of the staff, but also on organizational performance. Based on the review of management and control pattern and organizational framework, we design organizational performance assessment system, evaluate the effectiveness of current performance indicators, optimize indicator system from the financial and non-financial perspective, build reasonable performance management process, and develop financial performance assessment programs of different organizational levels.

- Design of organizational performance assessment programs
- Optimization and perfection of performance indicators
- Optimization of performance management processes

Financial Analysis

With regard to the management requirements of different levels and different departments, we assist the enterprises in building management reporting and analysis system for each level, on the basis of financial analysis. We provide recommendations for improving corporate performance, goals and environment. Together with international state-of-the-art information system, we realize the automatic information acquisition and the demonstration of analysis report from multiple levels and aspects. Also, we assist the management with deep analysis of the causes of the problems.

- Establishment of financial analysis systems
- Design of financial analysis models
- Optimization of financial analysis processes
- Implementation of financial analysis systems



流程优化

流程是落实企业财务和相关管理思想的载体，也是企业提高企业管理水平、建立标准化体系的基本前提。建立权责明确、操作高效、逻辑合理的管理流程是企业发展到一定规模后保持效率、控制风险的有效手段。我们遵循高效、可控的流程设计原则，结合企业的发展战略、管控思路和管理现状，设计适合企业的管理流程和业务流程，并对企业的信息化建设准备工作提出建议。

- 流程诊断
- 确定业务流程、管理流程框架
- 细化各级管理子流程
- 确定流程活动、关键控制点、主要文档
- 提出流程优化的实施方案，改进步骤

Cost Management

Cost management is the key section of enterprise management. Our services specially focus on the whole lifecycle management of cost budget, input, control, analysis, evaluation, and etc. Deloitte enables the enterprise to clearly identify real cost components, to establish the organic link between cost and regular operation activities, as well as to clearly define the direction for investing resources, by introducing international advanced experience in activity-based cost management, building analytic models for activity-based costing, related information system and the combination of cost management and comprehensive budget management, thus providing more effective basis for business decision-making and assisting the enterprises in investing limited resources in areas of higher value. Meanwhile, refine the cost control and automation levels, based on which, Deloitte provides professional advice on the optimization of operational sections regarding purchase, production, infrastructure, logistics, maintenance, and etc.

- Activity-based costing/Activity-Based cost management
- Establishment of cost analytic system
- Implementation of cost management system
- Purchase management
- Production management
- Infrastructure management

Process Optimization

The processes bear the corporate finance and related management concepts and they are also the basic premise for the enterprises to improve management level and establish a standardized system. Building a management process with clear rights and liabilities, efficient operation and rational logics is the effective approach for the enterprises to keep efficiency and control risk when they have developed to a certain scale. By following the design principles of high efficiency and controllable operation, we design appropriate management and business processes, based on the integration of the enterprises' development strategies, concepts on management and control as well as the current management situation. We also provide advice on enterprises' preparation for informatization construction.

- Process diagnose
- Determine business process and framework of management process
- Refine the sub-process of management at all levels
- Determine process activities, key controlling points and documents
- Propose the implementation solution of process optimization and improve the steps

基础管理优化

会计核算

核算是推进财务管理各项工作提升的基础，其作用发挥已从单纯记录运营信息对外满足报表披露要求日益向支持内部管理分析决策转型，近年来愈发受到企业的高度重视。我们一直倡导在遵循会计准则的基础上，从业务角度出发，体现价值链管理思想，以专业知识和经验帮助客户强化其会计核算功效，体现财务与业务的高度结合，为内外部利益相关者提供高质量的财务数据及管理信息。

- 会计核算体系设计与搭建
- 会计核算手册编制
- 会计科目设置及会计报表编报优化
- 财务报告流程梳理与改进
- 《国际财务报告准则》实施及合规应用
- 合并报表方案设计及系统实施

全面预算

预算管理是推进企业战略落地的有效方法。我们帮助企业根据其行业、战略、组织和经营特点，建立规范、系统、高效的全面预算管理体系。通过帮助企业改善预算方案并推动实施，提高企业的预算管理水平，使企业真正建立战略规划与年度目标、经营计划与财务预算之间有机连接的全面预算体系。

- 全面预算组织的建立健全
- 全面预算流程设计与改进
- 全面预算方案设计
- 预算管理系统实施

资金管理

资金是企业保持生命活力的血液，资金的高效管理往往是集团企业面临的管理重点和难点。我们依据德勤领进的资金管理方法论，帮助企业建立先进的资金管理模式，从资金的预测、集中、调配、监控等诸多环节改进资金管理与控制，提高资金的使用效率，增强企业竞争力。

- 资金计划编制
- 资金调配
- 资金执行监控
- 资金管理系统实施

Fundamental Management Optimization

Accounting Calculation

As the basis to propel the improvement of financial management, accounting calculation gradually transfers its role from purely recording operation information to meet external requirements on statement disclosure to supporting internal management's analysis and decision-making, on which the enterprises are increasingly putting a premium. On the basis of accounting standards, Deloitte is always promoting the following principles, i.e. to reflect value-chain management thought from the business view, to help the clients enhance accounting effectiveness with our professional expertise, to embody the high-level integration of finance and business, and to provide high-quality financial data as well as management information for both internal and external stakeholders.

- Design and establishment of accounting calculation system
- Preparation of accounting calculation manual
- Setting of accounting subjects and optimization of accounting statement
- Improvement of financial reporting process
- IFRS implementation and compliance application
- Design of consolidated statement solution and system implementation

Comprehensive Budget Management

Budget management is an effective approach to carry out the enterprise strategic implementation. Deloitte helps enterprises establish a formal, systematic,

efficient and comprehensive budget management system, according to their characteristics in respect to the industries, strategies, organizations and operations. We help to increase the budget management level by assisting the enterprises in improving their budget programs and facilitate implementation, thereby truly achieving a comprehensive budget system which incorporates the organic links between strategic planning and annual objectives as well as between operating programs and financial budgets.

- Establishment and improvement of comprehensive budget organization
- Design and improvement of comprehensive budget process
- Design of comprehensive budget solution
- Implementation of budget management system

Capital Management

Capital is the blood to maintain the vitality of enterprises, and efficient management on capital is often the key point and difficulty for the enterprises. Based on Deloitte's advanced capital management methodology, we help the enterprises establish state-of-the-art capital management model, improve capital management and controls in various parts of capital forecasting, centralization, deployment and monitoring, thereby promoting the efficiency of capital use and enhance the enterprise's competitiveness.

- Design of capital centralization solution
- Capital program development
- Capital monitoring
- System implementation

资产设备管理

面向资产密集型企业的精细化管理，以重要资产的采购、仓储、运行及维修为管理核心，以追求设备生命周期的费用最小化和效能最大化为目的，结合我们在资产维护、信息管理、全面预算、成本控制方面的经验，帮助客户实施先进的企业资产管理系统，实现资产稳定运行，降低资产运行维护成本，提高资产利用率。

- 资产管理现状诊断
- 资产管理方案设计及流程优化
- 资产全生命周期管理
- 资产管理系统实施



财务管理信息系统

随着财务管理水平的不断提升，越来越多的集团企业对于财务管理信息系统的功能要求也日趋完善。在帮助企业实施ERP系统之外，我们还进一步帮助企业实施有关预算、合并、绩效分析、作业成本管理等专业软件，具有丰富的包括Hyperion, Cognos, SAS, SAP, Oracle等在内的国际最先进的财务管理软件实施经验，使企业运用这些先进的管理工具，高效率地完成多维度、多层次、多口径的极为复杂的合并报表、预算管理、成本分析等，从而更好地促进财务管理对企业决策的支持。我们可以协助实施的系统包括：

- 全面预算系统
- 报表合并系统
- 作业成本管理系统
- 投资决策系统
- 管理分析系统和门户
- 风险管理系统等等

Assets and Facility Management

The specified and refined management for assets-intensive enterprises takes purchase, storage, operation and maintenance of key assets as the core of management, and pursues expense minimization as well as efficiency maximization during facilities' lifecycle. Combining our experience in asset maintenance, information management, comprehensive budgeting and cost control, we are able to help clients implement advanced enterprise asset management system, realize the steady operation of assets, reduce maintenance cost on asset operation and enhance assets utilization rate.

- Current status diagnose of asset management
- Asset management program design and process optimization
- Asset lifecycle management
- Implementation of asset management system

Financial Management Information System (FMIS)

As financial management level keeps escalating, more and more enterprise groups increasingly require financial management information system to be completed. Besides the implementation of ERP system, we further assist enterprises in implementing professional software on budgeting, consolidation, performance analysis and activity-based cost management. We have considerable experience in most advanced international financial management software, including Hyperion, Cognos, SAS, SAP, Oracle, etc. Thus we enable enterprises to utilize the above management tools so as to finish complicated consolidated statements, budget management and cost analysis of multi-dimension, multi-level and multi-caliber; accordingly, we can propel financial management to better support enterprises' decision-making. We can help implement the followings systems:

- Comprehensive budget system
- Financial statement consolidation system
- Activity-based cost management system
- Investment decision-making system
- Management analytic system and portals
- Risk management system, etc.



方法论及工具

Methodologies and Tools

- CFO财务管理框架 (CFO Framework)
- 企业价值图 (Enterprise Value Map)
- IPM 综合绩效管理 (Intergrated Performance Management)
- 行业蓝图 (Industry Prints)
- CFO Framework
- Enterprise Value Map
- Comprehensive Performance Management of Integrated Performance Management
- Industry Prints

代表性客户

Our Clients

- 国务院国有资产监督管理委员会
- 中国银行
- 国家开发银行
- 中国光大银行
- 国家开发投资公司
- 中国信达资产管理公司
- 大连银行
- 中国建银投资有限公司
- 中国平安保险(集团)股份有限公司
- 中国再保险(集团)股份有限公司
- 国家电网公司
- 中国华能电力集团
- 中国华电集团
- 大唐国际发电股份有限公司
- 中国神华集团
- 国华电力
- 国家电网公司河南省电力公司
- 中国广东核电集团有限公司
- 中国国际航空股份有限公司
- 四川省机场集团有限公司
- 中国铁路建筑总公司
- 中国中铁股份有限公司
- 中国海外工程建设总公司
- 中成集团
- 中国国际海运集装箱(集团)股份有限公司
- 厦门国贸集团股份有限公司
- 宝钢集团有限公司
- 宝钢发展有限公司
- 首创置业股份有限公司
- 中国泛海控股集团有限公司
- 中国石油化工股份有限公司
- 中国石油化工集团国际勘探公司
- 中国石油天然气股份有限公司
- 中国海洋石油总公司
- 中国海洋石油有限公司
- 中海石油炼化有限公司
- 中海油能源发展有限公司
- 陕西延长石油(集团)有限责任公司
- 中国五矿集团公司
- 中国有色矿业集团有限公司
- 山东黄金集团有限公司
- 中国远洋运输(集团)总公司
- 中国电信集团公司
- 中国移动通信集团公司
- 中国网络通信集团公司
- 华润(集团)有限公司
- 上海实业集团
- 广州地铁
- 郑州地铁
- 海尔集团
- 美的集团
- 北大方正集团有限公司
- 双汇集团
- 李宁体育用品有限公司
- 宝胜国际
- 新奥集团股份有限公司
- 中航工业沈阳黎明航空发动机(集团)有限责任公司
- 三一重工股份有限公司
- 山东里能集团有限公司

- Stated-owned Assets Supervision and Administration Commission of the State Council (SASAC)
- Bank of China(BOC)
- China Development Bank(CDB)
- China Everbright Bank
- State Development & Investment Corporation(SDIC)
- China Cinda Asset Management Corporation(CCAMC)
- Bank of Dalian
- China Jiayin Investment Co.,Ltd
- China Reinsurance (Group) Corporation
- State Grid Corporation of China(SGCC)
- China Huaneng Group(CHNG)
- China Huadian Corporation
- Datang International Power Generation Company Limited(Datang Power)
- Shenhua Group Corporation Limited
- Electric Power of HeNan
- China Guangdong Nuclear Power Holding Corporation (CGNPC)
- China National Aviation Holding Company(AirChina Group)
- Sichuan Province Airport Group Co., Ltd
- China Railway Construction Corporation Limited (CRCC)
- China Railway Group Limited
- China Overseas Construction and Engineering Group(COCEG)
- China Complant Group Co., LTD
- China International Marine Containers (Group) Ltd
- Xiamen International Trade Group Corp.,Ltd.
- Baosteel Group Corporation (Baosteel)
- Baosteel Development Co., Ltd
- Beijing Capital Land Ltd. (BCL)
- China Oceanwide Holdings Group (COHG)
- China Petroleum & Chemical Corporation (SINOPEC)
- China National Petroleum Corporation(CNPC)
- China National Offshore Oil Corporation(CNOOC)
- China National Offshore Oil Corporation Limited(CNOOC Ltd.)
- CNOOC Refinery Co., Ltd.
- CNOOC Energy Development Co., Ltd.
- China Minmetals Corporation(Minmetals)
- China Ocean Shipping (Group) Company (COSCO)
- Shaanxi Yanchang Petroleum (Group) Co., Ltd
- China Nonferrous Metal Mining (Group) Co., LTD
- Shandong Gold Group Co.,Ltd.
- China Telecommunications Corporation (China Telecom)
- China Mobile Communications Corporation (CMCC)
- China Netcom Group Co.,Ltd. (CNC)
- China Resources Group
- Shanghai Industrial Investment (Holdings) Company Limited
- Guangzhou Metro Corporation
- Zhengzhou Metro Corporation
- Haier Group
- Midea Group
- Founder Group
- Shineway Group
- Li-Ning Company Limited
- Pousheng (Holding) Co. Ltd
- XinAo Gas Holdings Limited (XinAo Gas)
- AVIC Shenyang Liming Aero-Engine (Group) Co. Ltd
- SANY Heavy Industry Co.,Ltd.(SANY)
- Shandong Lineng Group Limited

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