



General Introduction to Services

AHK Greater China



 PartnerForGrowth

AHK Global ▼

SERVING GERMAN BUSINESSES ALL OVER THE WORLD



48,000+
Global Members

1894
Year of Inception

90+
Countries & Regions

150+
Global Offices

AHK Greater China ▼

STRATEGIC GROWTH SUPPORT FOR SINO-GERMAN BUSINESS ACTIVITIES

Established in
1994



AHK Greater China is part of the German Chambers of Commerce Worldwide Network (AHK). As an official institution of Germany's foreign trade promotion, AHK Greater China has been representing the economic interests of German companies in China for over 30 years.

Our primary objective is to promote bilateral trade and investment between Germany and China by advising, supporting, and representing German companies seeking to establish or expand their business in China.

We offer a comprehensive range of business services and growth solutions to support companies in entering the Chinese market or expanding their presence. From setting up the company and finding suitable business partners to HR solutions and accounting & tax services, we provide tailored expertise to empower businesses to thrive in China.

1,800+
member companies in China

11
offices in Chinese mainland

500+

” Successfully incubated German businesses in China since 1997

1,400+

” Corporate clients served from 2023 to 2025

600+

” German companies joining fairs and trade shows via AHK

1,000+

” Network of Chinese companies, government and industrial park representatives

Services & Solutions Spotlight ▼

BACKING YOUR MARKET ENTRY & OPERATION IN CHINA

Market Entry Solutions

Consulting & Professional Support



Incubation Solutions (IBS)

Offering another route to doing business in China: IBS by AHK. IBS offsets many of the limitations of representative offices (such as restrictions on hiring local or foreign staff), without imposing the same capital and operational requirements stipulated by Wholly Foreign-Owned Enterprises (WFOEs).

Market Entry Solutions

Supporting market research, business trips, delegation visits & business partner identification for German companies.

Fair Solutions

Providing German SMEs with a premium platform for trade shows participation via the AHK German Pavilion.

Sino-German Industry Bridge

Connecting Chinese industrial zones and regional manufacturing clusters with German businesses, industry summits, supplier & government visits and more.

Visa and Identity Verification Services

Offering professional support services for visa and official document applications and processing, provided in close cooperation with the German Embassy, German banking institutions, also includes the joint China-Germany Youth Interns Exchange Program.

Legal & Investment Services

Professional services spanning contract consulting, tax advisory, investment strategy, location studies, M&A advisory, company establishment & more.

Vocational Education & Training, HR Solutions

Dual Vocational Education modelled on the German IHK standards and a full range of HR Services to support the recruitment needs of German companies in China.

Incubation Solutions (IBS) ▼


The Incubation Solutions (IBS) offers a smarter, faster, and more cost-effective way to establish your presence in China. Leveraging the established framework of AHK Greater China, this program enables newcomers to China to quickly and compliantly establish a local operational presence. Participating companies can efficiently set up localized operations, benefit from flexible business models, and adjust their strategic plans and resource allocation based on market feedback and development needs.

IBS is a comprehensive suite of services designed to help companies access the market and manage full-time employees across China—**even without establishing a local entity**.

 Speed to market

 Managed risk

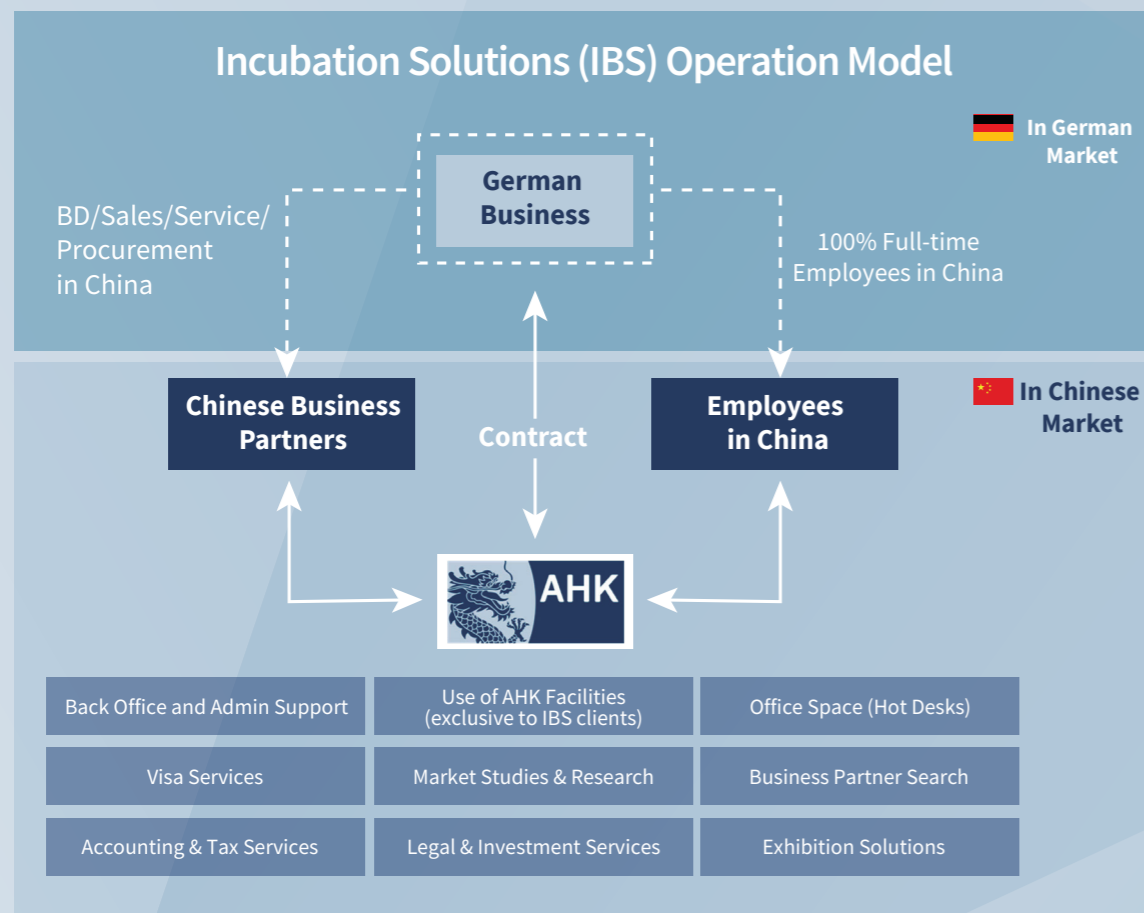
 Scalability

 Single reliable partnership



With 30+ years of expertise and trusted by over 500 German companies, IBS Services by AHK Greater China delivers **streamlined, cost-effective** market entry solutions. We enable rapid market establishment with minimal upfront costs and no legal entity requirements, ensuring full compliance for low-risk entry into China.

Incubation Solutions (IBS) Operation Model

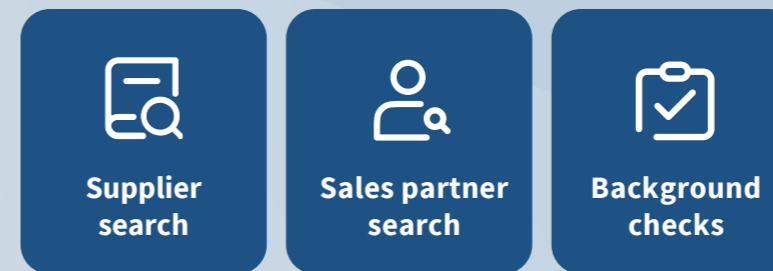


Market Research Services ▼

We tailor economic analyses and market insights for China-Germany businesses, delivering structured data to law firms, consultancies, and end clients. Our primary market research combines **qualitative and quantitative methods** to support strategic decision-making through comprehensive market studies and background checks, covering the scopes including market entry and opportunity assessment, industry benchmarking, competitive analysis, target audience research, summaries of the regulatory framework, and more.



Business Partner Identification ▼



Our Business Partner Identification services help German companies identify suitable suppliers, distributors, and sales agents. Leveraging our extensive network and local expertise, we evaluate potential partners based on your specific requirements. From initial contact to negotiations, we provide full support, ensuring a **strong foundation** for your success in China.

Fair Solutions ▼

As the official institution of Germany's foreign trade promotion, AHK Greater China Fair Solutions brings strong capabilities supporting German companies in China. We deliver **tailored one-stop fair solutions**, leveraging industry expertise and resources to drive bilateral trade and investment. Our services act as a strategic link for compliant, efficient Sino-German industry collaboration.



Delegations & Business Trips ▼

We offer tailored business trips connecting German and Chinese companies with expert planning and strategic networking in Germany and China. Whether you're organizing smaller management visits or larger delegations, our local knowledge and extensive networks guarantee a **seamless experience** that aligns with your business objectives in both markets.

Sino-German Industry Bridge ▼

Leveraging over a century of industry experience, we provide German businesses with professional market development support and a resource network spanning China's core economic zones and emerging investment hotspots. We promote **sustainable business cooperation and strategic interaction**, build in-depth dialogue platforms between enterprises, and facilitate precise connections with Chinese enterprises, government bodies at all levels, manufacturing clusters, and supply chain resources.

Legal & Investment Services ▼

| | | |
|--------------------------------------|---|---|
| Investment strategy consulting | Investment location search and analysis | Company establishment and restructuring |
| Deal & partnership advisory services | Intellectual property management consulting | Alternative dispute resolution |
| Contract consulting | Compliance consulting | |

We deliver end-to-end solutions for market entry and expansion in China, covering investment strategy consulting, location studies, company setup and restructuring, M&A advisory, contracts service, IP management and compliance consulting. Our mediation services help to resolve disputes efficiently, while our legal seminars equip clients with **actionable insights and customized solutions** for seamless operations.

Corporate Services (Accounting & Tax Services) ▼

We provide financial and tax solutions to streamline your business operations in China. Our scope spans compliant bookkeeping, tax filing, and HR payroll management, supported by multilingual teams (Chinese/English/German) for seamless communication.

| | | | | |
|-----------------------------------|----------------------|-----------------------|----------------------------|---|
| Professional bookkeeping services | Efficient tax filing | HR payroll settlement | Customized group reporting | Comprehensive financial and tax consulting and planning |
|-----------------------------------|----------------------|-----------------------|----------------------------|---|

Beyond compliance, we deliver strategic insights through **customized group reporting and tax advisory services**, empowering businesses to mitigate risks, optimize efficiency, and focus on growth.

German Bank Authentication ▼

Based on an agreement between the German Banking Industry and the German Chamber of Commerce and Industry, we provide efficient German Bank Authentication services ("GwG-Identification") in China. Our expert team conducts identity verification and legitimacy checks for natural persons and legal entities within one working day. We handle all necessary documentation and liaise directly with German banking institutions, **simplifying your account opening process** and ensuring full compliance with German regulations.

HR Solutions ▼

We customize talent solutions for German businesses operating in China. Our services encompass recruitment, training, employee retention, and HR consulting, all designed to support your efforts in **building an elite team**. With our broad network, market knowledge, and deep understanding of German companies' needs in China, we offer unique and suitable strategies to boost your organizational efficiency and drive sustainable business growth in this dynamic market.



Visa & Identity Verification Solutions ▼

We bring over two decades of specialization in visa consultancy, specializing in Schengen visa, long-term national visa for Germany and China. Our team of experts is dedicated to ensuring that your visa application process is as **smooth and stress-free** as possible. Additionally, we offer assistance in handling document notarization and/or authentication services in China, simplifying the preparation of all required documentation for you.



Vocational Education & Training ▼

More than **11,000** Chinese students

AHK Greater China champions dual training programs, bridging vocational schools and companies with German-standard examination and certification processes. We provide comprehensive support, including teacher and trainer development, and consulting services for companies interested in German vocational education. **More than 11,000 Chinese students have obtained AHK certificates since 2008.**

| Benefits for German companies | Benefits for partner schools | |
|--|---|--|
| <ul style="list-style-type: none"> Access to well-trained staff. Ability to upskill Chinese workforce without the necessity to invest in own training centers and resources. Attract high-caliber blue collar talent. Higher staff commitment and improved employee retention. | <ul style="list-style-type: none"> Credible differentiator. Better graduate placement rate. Increased likelihood of being recognized by provincial government as an educational excellence center. | |
| Dual Vocational Education | Taught modules | On the job training |
| <ul style="list-style-type: none"> 3-year vocational training. Modelled according to German standards. Recognized degree programs in Jiangsu Province and Beijing. | <ul style="list-style-type: none"> Acquiring critical knowledge of important concepts. Mastering different tools, systems, and processes. | <ul style="list-style-type: none"> Developing problem solving skills. Accumulating practical experiences. Becoming an active contributor from day one on the job. |

Official Recognition of AHK Dual Vocational Programs:

Our certificates are highly valued across China, with several vocational majors recognized as "Level II (Technician)" by Jiangsu Province.

Equipped with state-of-the-art facilities and staffed with experienced instructors, the AHK Academy opened in 2025 is designed to provide first-class industrial education solutions.

| | | |
|----------------|----------------|---|
| Mechatronics | Electronics | Industrial mechanics |
| Tool mechanics | CNC technology | Vehicle body and construction mechanics |

China-Germany Youth Interns Exchange Program (CGYIEP) ▼

| | | |
|------------------------|---------------------|--|
| Online job ads posting | Confirmation letter | Visa application A&B (before and after entering) |
|------------------------|---------------------|--|

The German Internship Program is an initiative jointly launched by China and Germany, that aims to strengthen bilateral relations, especially people-to-people exchanges, cooperation, and friendship, by promoting international internships for young people from both countries. We support companies that are recruiting German interns through this program, while also helping German interns who wish to intern in China **in finding suitable positions**.

| China | Germany |
|---|--|
| <ul style="list-style-type: none"> Leading authorities: International Cooperation Department, Ministry of Human Resources and Social Security, PRC Implementing organization: National Center of Human Resources Mobility, Ministry of Human Resources and Social Security, PRC | <ul style="list-style-type: none"> Leading authorities: Asian Affairs Department, Federal Foreign Office, the Federal Republic of Germany Partner Institution: AHK Greater China |

Partnering for Growth ▼

THE AHK GREATER CHINA: A BEACON OF TRUST AND LET US HELP YOU NAVIGATE CHINA'S BUSINESS LANDSCAPE



Family-owned confectionery business and producer of world-renowned Mozart Chocolates.

“ We have commissioned AHK to **find well-connected distributors in China** to help us sell our high-end chocolate products locally. **Within a few weeks, we received 12 detailed company profiles**, which were **beyond our expectations**. Thank you for your professional service and assistance. We are looking forward to working with AHK again in the future.

Yusif Gurbanov
Export Key Account Manager
Paul Reber GmbH & Co. KG



German engineering company entered the Chinese market via IBS with eight years of continued partnership.

“ If you are considering expanding your business into the Chinese market, IBS by AHK might be the right solution for you. It **eliminates the lengthy process of setting up a legal entity**, and you will benefit from a **robust support system** that mobilizes rich resources aimed at fostering your business growth at every step.

Steffen Dieterle
Partner
GRAF-SYTECO GmbH & Co. KG



German biogas plant operator with a total installed capacity of more than 10 MW.

“ Looking back, I can say that the trip to Shanghai and Hefei was highly diverse. The **itinerary offered a rich and varied experience**, leaving me with an array of vivid and lasting impressions. Notably, the **professional planning and seamless execution** by the AHK were of **exceptional quality**. I would like to recommend AHK's service without reservation!

Dr. Claus Diekel
Managing Director
CornTec GmbH



German essential medical care products and consumables supplier with century-long history.

“ WIBU experienced **significant growth in our direct sourcing volume in China**, with procurement for **several product lines increasing 2-3 times**. Entry into the Chinese market through IBS by AHK has helped to **save hundreds of thousands of Euros in cost** by bypassing third-party importers. We will continue our journey in China with IBS.

Franco Pasalic
Sourcing Group Manager
WIBU

Some of Our Partners and Clients:



Supported by:



Let us help you navigate China's business landscape

Ready to move forward? Let's build your China strategy together. Get in touch with us today!

on the basis of a decision by the German Bundestag



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