

To Our Friends in China:

We value our friendship. We value our partnership.

This relationship has broadened and deepened over the last quarter of a century, during which the British Virgin Islands (BVI) has played its role in enabling and facilitating China's long term economic growth, by working with businesses as well as individuals.

We have enjoyed a period of mutual benefit and prosperity. We are proud of our contribution to your success. It is a relationship which is born of longevity, mutual respect and trust.

We are the international partner of choice for China – in the past, in the present and it is our hope and intention to continue this partnership into the future.

We, in the BVI, are focused on creating value and enabling growth by providing a world class destination for international finance and commerce.

We are a centre of excellence for global business with a diversified base. BVI remains at the forefront of international corporate structuring for cross-border transactions and investing worldwide, as well as providing access to market leading expertise and products in areas such as banking, insurance and investment funds.

Our characteristics, such as a familiar legal system based on English common law, internationally compliant regulations and tax neutrality, make us an especially attractive jurisdiction for Chinese businesses seeking to incorporate, and for Chinese individuals looking to manage their wealth or create appropriate vehicles for succession planning.

Chinese companies investing in international markets want the certainty that BVI structures, backed by the BVI's legal system, provide. China's fast-rising middle class wants trust funds, private wealth management and other services in which BVI has significant expertise.

We are also a centre of excellence for dispute resolution - home to a well-regarded Commercial Court as well as the new International Arbitration Centre.

Underpinning the BVI's expertise in this area is the Commercial Division of the Eastern Caribbean Supreme Court, which is based on the main island of Tortola. The Commercial Court, established in May 2009 brings confidence, stability, and transparency to all BVI legal proceedings. Although the Court may hear cases from any of the nine member jurisdictions of the Supreme



Court, in practice the Commercial Division's work predominately originates in the BVI with its reputation as a neutral and well-respected jurisdiction.

In addition to the Court, the new International Arbitration Centre (BVI IAC) is soon to become fully operational. The Centre has been established to provide support and facilities for the conduct of arbitral and mediation proceedings in the BVI, and receive and process documents on behalf of parties that choose to settle their disputes through arbitration in the BVI.

As well as being a centre of excellence for global business, the BVI is also constantly evolving to remain best in class.

We pride ourselves on continually and pro-actively evolving services and regulations to reflect the changing demands of global commerce, building on the regulatory framework we have diligently built over the last 30 years in active partnership with international standard setters.

We are pushing forward with initiatives to build on the strength of the jurisdiction's internationally renowned financial services sector by further improving the quality of the operating environment and developing a sustainable and exciting future for the industry by introducing new services to benefit clients.

These and other initiatives will continue to strengthen the BVI's position as a premier international finance centre and as a leading facilitator of global business and commerce.

As we have been evolving, we have observed the development of China's long-term Go Global Strategy, including the Belt & Road Initiative, the nation's increased involvement in international markets, and the continued growth of the private sector, as contained in the 13th Five-Year Plan (FYP) for 2016-2020.

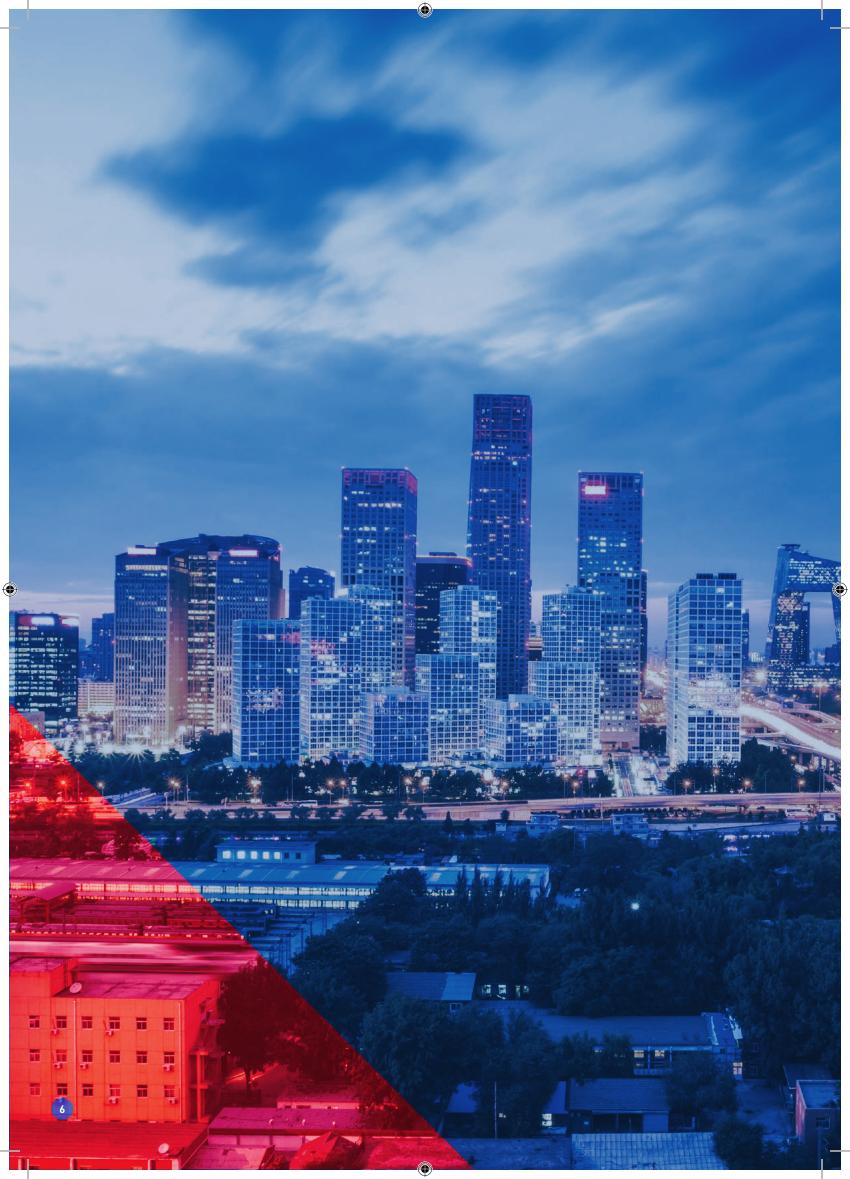
With our history of partnership with China, combined with our wide range of services, robust courts bolstered by new initiatives in arbitration and regulation, the BVI stands ready to support as you continue to reach out to international markets.

We are your partner of choice.

Sincerely,

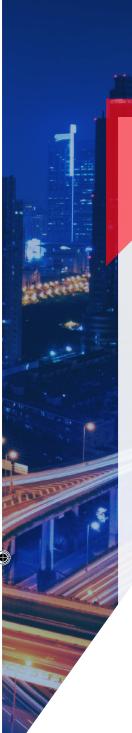
Dr. the Honourable D. Orlando Smith, OBE Premier and Minister for Finance of the British Virgin Islands











The BVI Advantage: Structuring Solutions

The BVI remains at the forefront of international corporate structuring for cross-border transactions and investing worldwide. The BVI assists clients in structuring Chinese outbound investment across various sectors – among them energy, infrastructure, technology and agriculture. The BVI's attributes, such as a familiar legal system based on English common law, internationally compliant regulations and tax neutrality, make it an especially attractive jurisdiction for pooling capital globally and investing it in markets where legal barriers or political risks would otherwise deter investment.

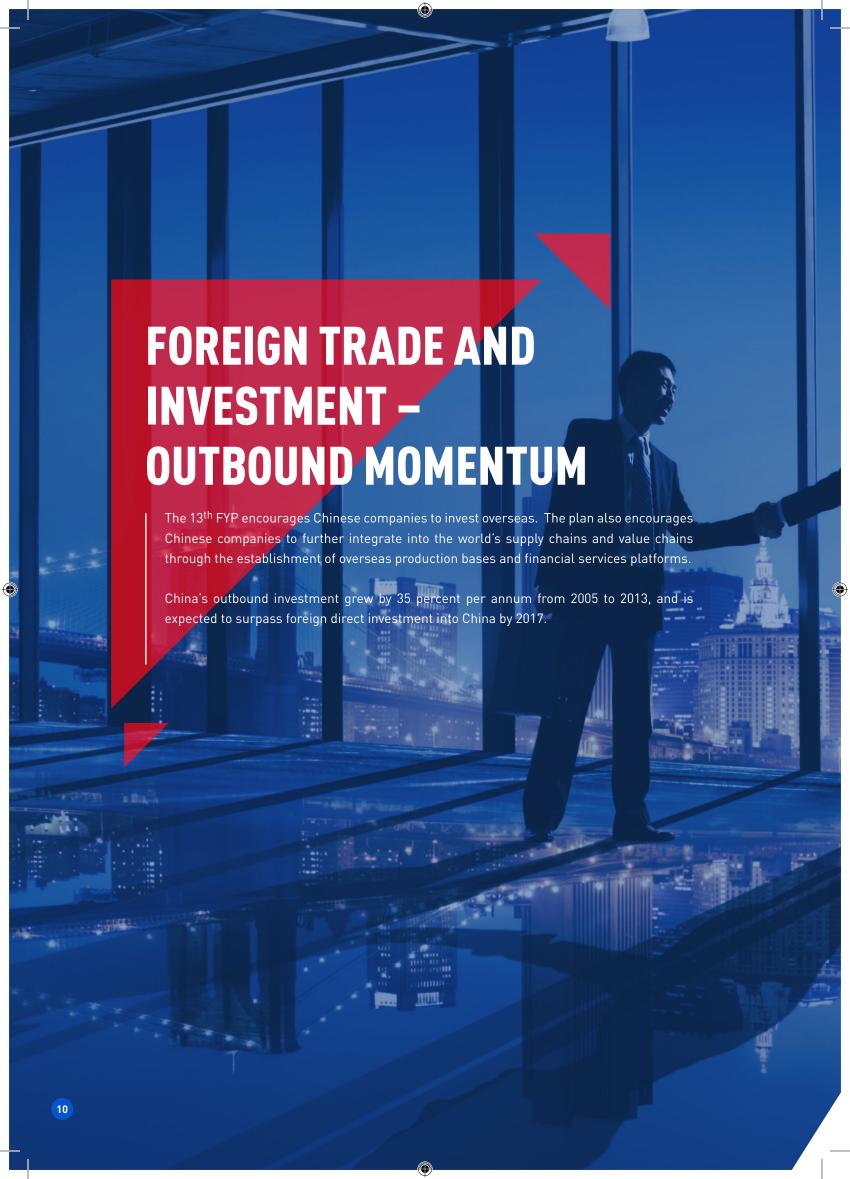
Spotlight: Financing the Belt & Road Initiative

The **Silk Road Economic Belt** focuses on bringing together China, Central Asia, Russia and Europe (the Baltic); linking China with the Persian Gulf and the Mediterranean Sea through Central Asia and West Asia; and connecting China with Southeast Asia, South Asia and the Indian Ocean. The **21st Century Maritime Silk Road** is designed to go from China's coast through the South China Sea and the Indian Ocean, and from China's coast through the South China Sea to the South Pacific.

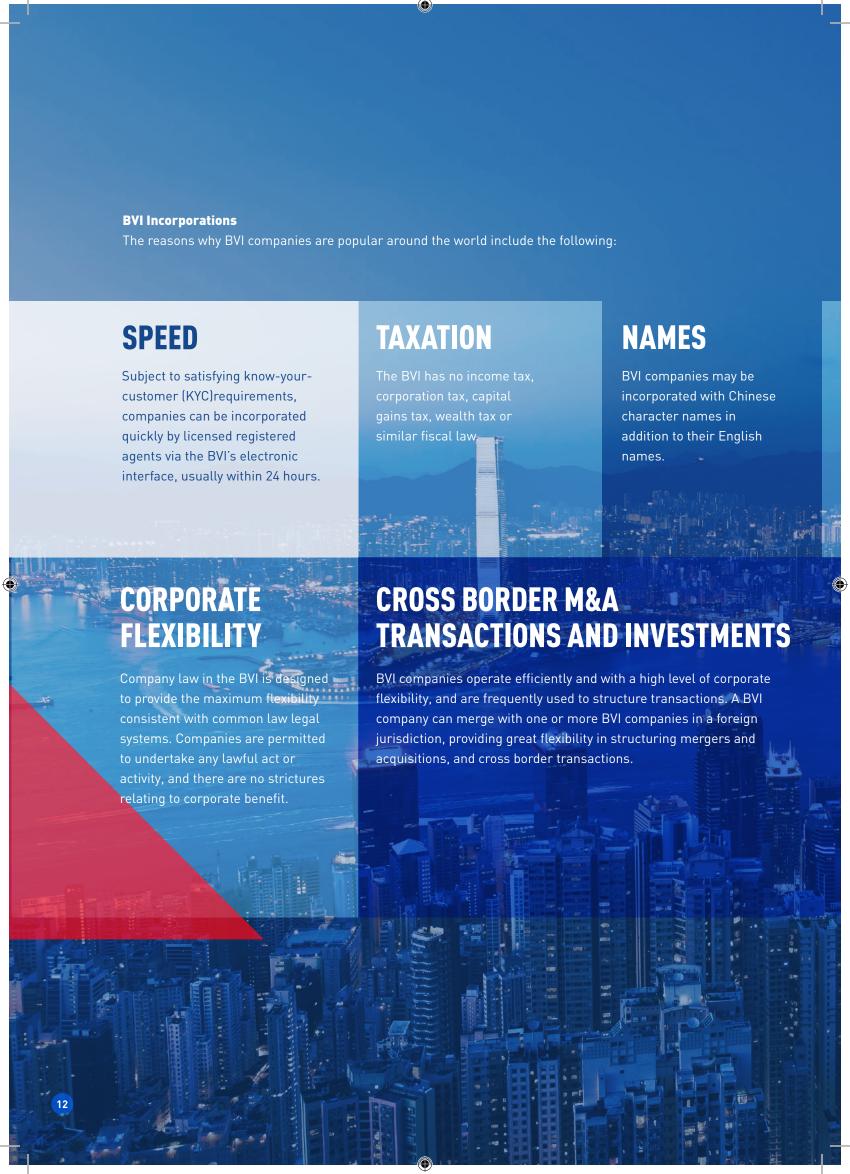
The **Go Global Strategy** provides investors with a range of potential opportunities in which to participate, thus joining Chinese State-owned Enterprises as well as private enterprises that have been aligning with the Belt & Road Initiative. The BVI has been utilised in joint venture structures as part of mergers and acquisitions transactions, and as part of structures for project finance, or for the setting-up of private equity funds. The BVI demonstrates its flexibility and ability to cut through the complexity of different industries by arranging structures for projects and transactions in such areas as oil and natural gas, petrochemicals, metal industries, manufacturing and electronics.

The BVI is well-known for being trustworthy and robust, all of which plays a part in the globalised demand for the use of BVI structures. In Asia and China particularly there is a wide availability of seasoned and highly skilled professionals who deal with both the legal and financial aspects of working with BVI structures.









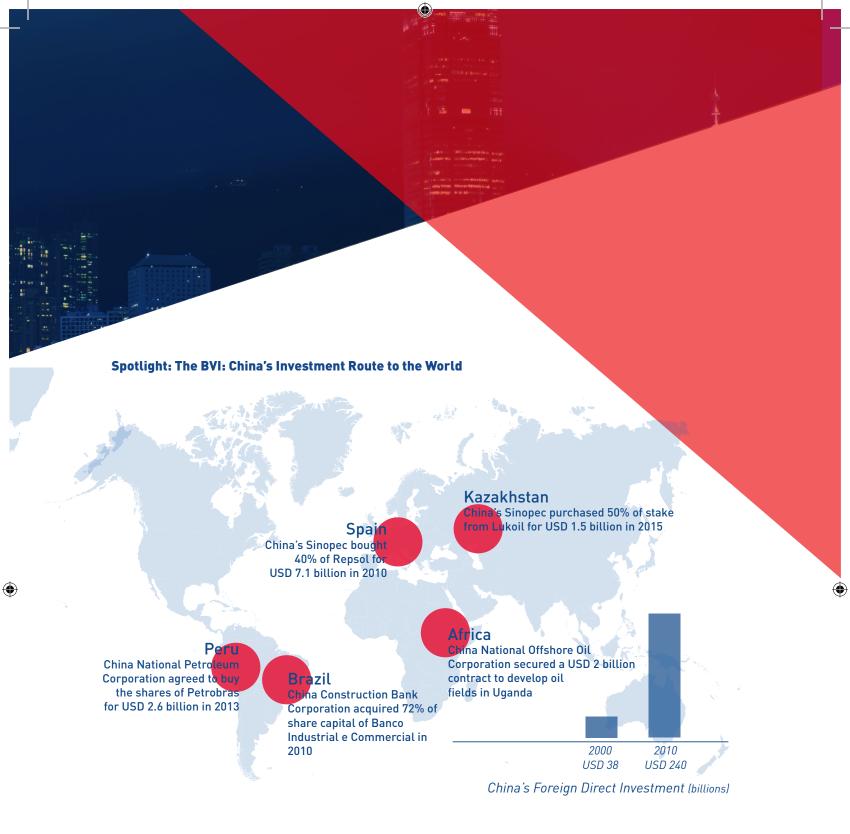




Implications of International Regulations for Chinese Individuals / Enterprises Using BVI Structures

The BVI is compliant with international standards and its own standards consistently meet the highest possible benchmarks. The BVI's robust regulatory regime is recognized by international organisations such as the International Monetary Fund (IMF) and the Financial Action Task Force (FATF).

While the BVI recognises that business owners may have many legitimate reasons why they want to keep details of their holdings confidential, the jurisdiction is fully committed to combatting money laundering, tax evasion and other financial crimes.



BVI Funds: Made for the Emerging Fund Manager in China

There are almost 2,000 funds registered in the BVI, and the jurisdiction is an excellent funds domicile. When the BVI introduced the Approved Manager regime at the end of 2012, it was heralded as a significant step forward for beleaguered emerging fund managers who faced investor preference for regulatory oversight and higher barriers to entry from a cost perspective. The new regime changed that. Managers suddenly had the ability to enjoy lighter touch regulatory oversight more in line with their needs, and lower barriers from a cost perspective.

That initiative was followed up with the introduction of two new fund products positioned alongside the Approved Manager regime in May 2015: the BVI Incubator Fund and the BVI Approved Fund.

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The **incubator fund** is aimed at managers who do not have the benefit of investor seed capital but who wish to set up quickly and establish a track record with minimal set-up costs without having to comply with onerous regulatory obligations. The incubator fund is expected to be attractive to start-up managers who are seeking the best environment to grow their AUM in the most cost efficient manner. It is permitted to operate for two years (with the possibility of one additional year) and has no mandatory requirement to appoint administrators, custodians or auditors except as the manager sees fit.

That high degree of flexibility is contingent on the fund remaining within the thresholds relevant to the fund at all times. Those thresholds are:

- A maximum of 20 investors
- A minimum initial investment of USD 20,000 by each investor
- A cap of USD 20 million on the value of the net assets of the fund



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The **approved fund** is aimed at managers who wish to establish a fund for a longer term, but on the basis of a more private offering, which may appeal to Chinese family offices or an investor base of close connections. The approved fund also has relevant thresholds:

- A maximum of 20 investors
- A cap of USD 100 million on the value of the net assets of the fund

As the home of the emerging manager from China, the BVI recognises the importance of speed, with both new fund products being able to commence within two business days, and lower costs for start-up managers setting up a private or professional fund. With the Approved Manager regime, the BVI is uniquely positioned with three products that offer a complete package for the emerging manager. No other offshore jurisdiction has such an offering.









The BVI Advantage: Flexibility

From a structuring perspective, the flexibility that BVI vehicles offer cuts through the complexity of different industries and becomes an advantage for investors.

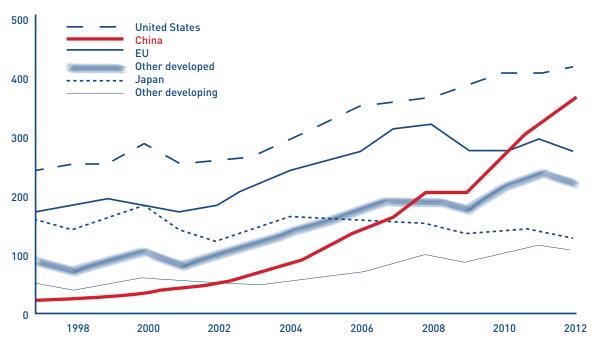
Spotlight: Financing the Made in China 2025 Initiative

The Made in China 2025 initiative aims to build China into a manufacturing "powerhouse" by 2025. In the past decade or so, China's industrial sector has undergone rapid expansion. Revenues generated by industrial enterprises soared from RMB 8.4 trillion in 2000 to RMB 110.3 trillion in 2015.

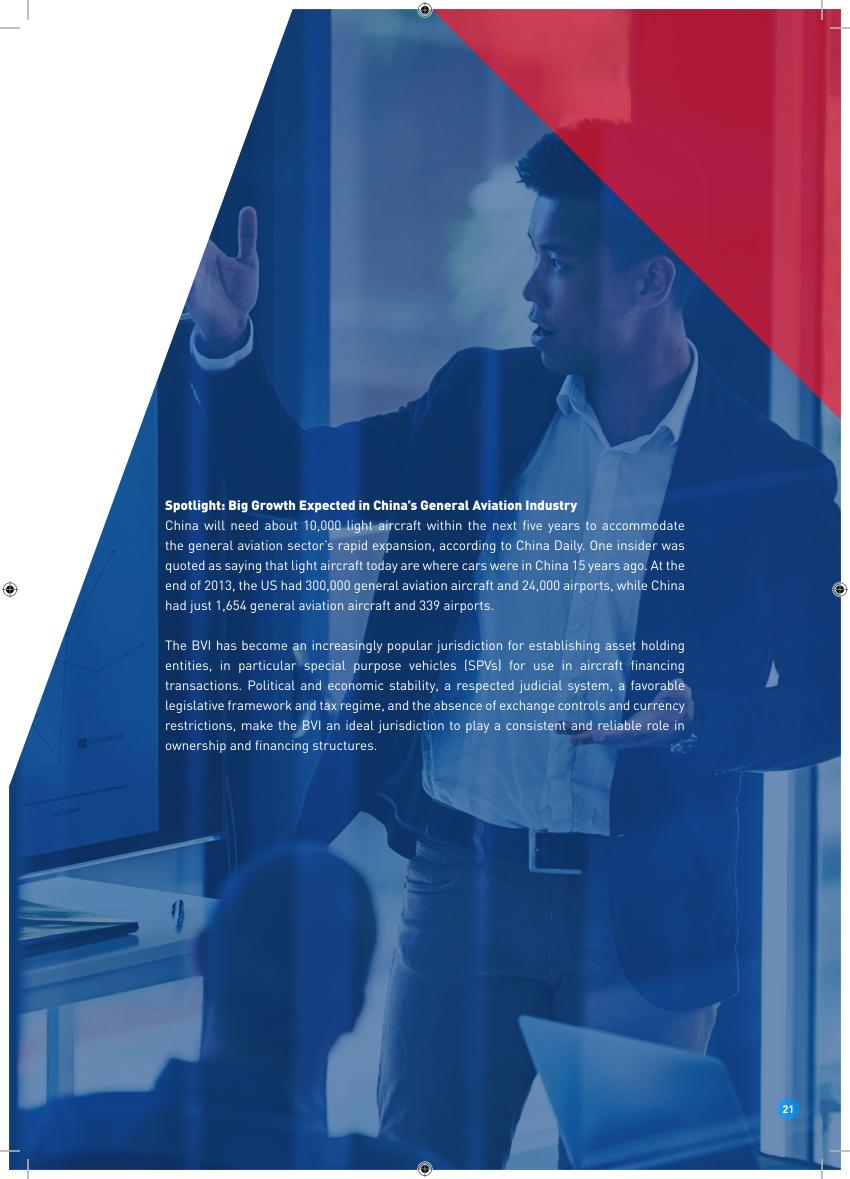
However, high tech manufacturing accounts for only 12 percent of the country's total industrial production. In addition, China still must rely on imported key parts, components and production equipment, resulting in small profit margins for high-tech manufacturing. The goal of the initiative is to shift from low value-added business to medium- and high-end manufacturing. Increased emphasis will be placed on new-generation technology innovation, bio-tech applications, energy storage and distributed resources, advanced materials, smart grids, photovoltaics, nanomaterials and semiconductors, and new-energy cars.

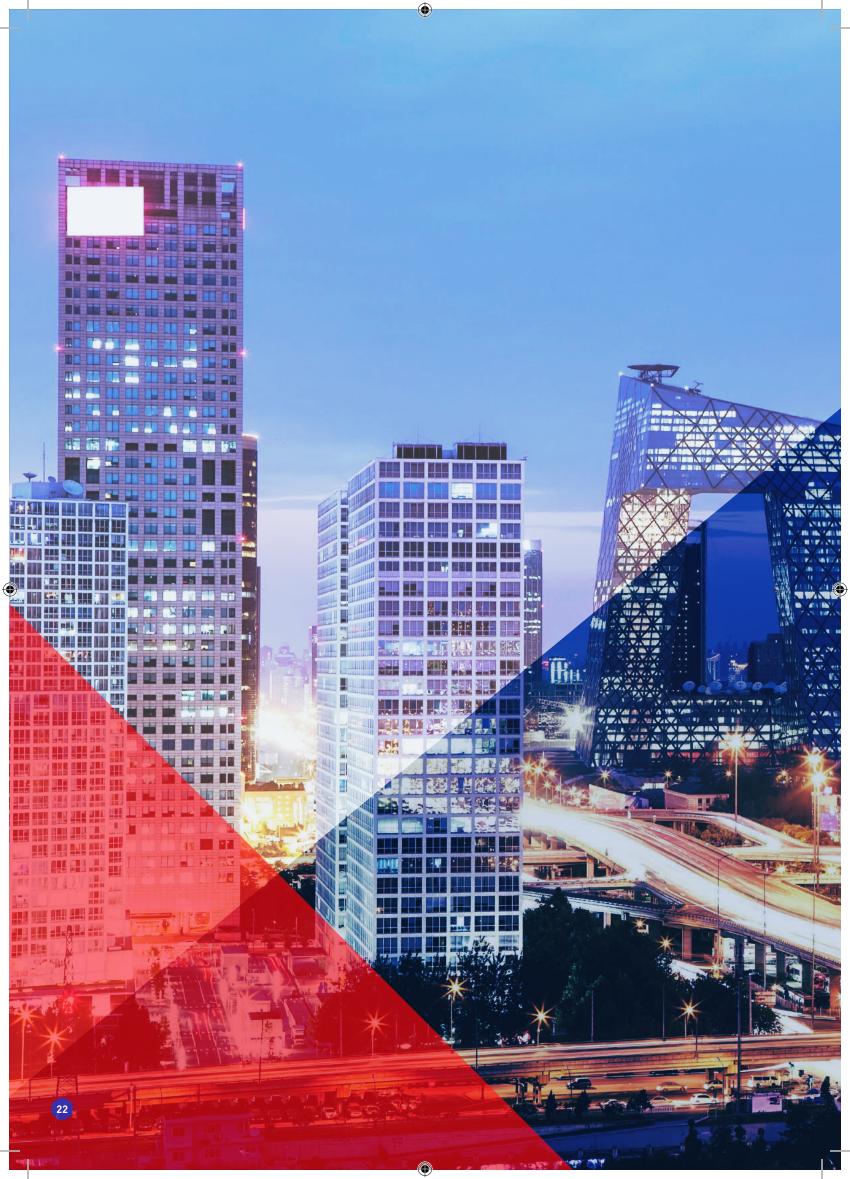
Financing the initiative will require, in addition to state funding, cost-effective loans, funds and financing services. In this context, the BVI can help Chinese investors, and indeed investors from all over the world, participate in making Made in China 2025 a reality.

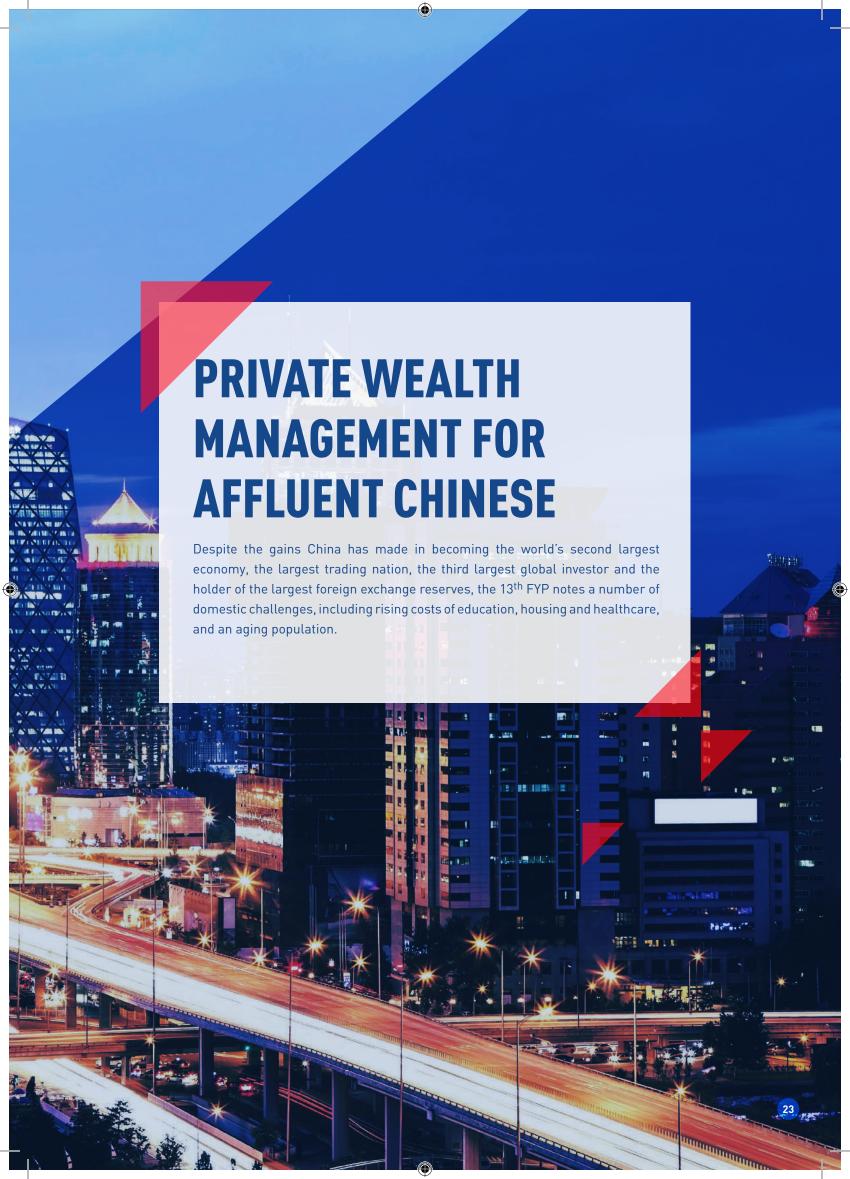
Billions of dollars (USD)



China's share of high-tech manufacturing









The BVI Advantage: Trusts and Wealth Planning

Chinese investors can utilise the trust-related offerings of the BVI to develop succession planning and secure asset protection through Virgin Islands Special Trust Act (VISTA) trusts and Private Trust Companies (PTCs). These services also make the jurisdiction attractive to family offices in Hong Kong and on the mainland.

When considering a structure that enables a client to protect their assets, structure their wealth or plan for future generations, it is hard to look past the concept of a trust. The trust concept is well recognised and is tried and tested. Trusts are also a powerful and flexible planning tool that are scalable and can be drafted to meet the individual circumstances of a particular client. What attributes does a trust have that allows it to achieve a client's objectives?

Privacy – assets are held in the trustee's name, while the identity and interests of the beneficiaries are confidential.

Preservation of Wealth – a trust may be used to preserve the continuation of certain assets, such as a property or business, within a family.

Implementation of a Forced Savings Plan – a trust can help with retirement, health and welfare or education planning.

Asset Protection – a trust, correctly set up, can protect assets from claims from creditors, to the extent permitted by law.

Asset Consolidation – a trust is an ideal way to place all of your assets under one holding structure. Often, a client will have a number of companies, all of which will be held under a single trust structure.

Succession Planning – a trust is an effective tool to deal with succession planning for your family, friends and charities, and avoids the need for probate on death.



PTCs enjoy the benefit of limited liability and perpetual existence that are usually the features of corporate vehicles and have the following further advantages:

- The establishment of a PTC generally enables the individual or the individual's family to exercise a significant degree of control over trustees' decisions by being directors of PTCs. This enables them to respond quickly to issues that arise and make decisions on the basis of their own personal knowledge and changing circumstances.
- Confidentiality is preserved. This is an issue of increasing importance to high net worth Chinese individuals and families.
- A PTC enables the trustee's charges to be kept in check.

Spotlight: Investment Trends Among China's Wealthiest Individuals

The number of Chinese high-net-worth individuals with more than RMB 10 million (USD 1.5 million) in investable assets reached one million in 2015. The country's total private wealth market now totals RMB 130 trillion (USD 20.3 trillion) in investable assets. As China's richest individuals grow in number they are becoming more sophisticated in their investments. For example, in the luxury market they increasingly prefer brands that provide quality for money without logos and are increasingly interested in luxury travel and experiences, such as spas, cruises and safaris. Unlike the population at large, which holds 40 to 50 percent of its net worth in cash and deposits, China's wealthiest individuals typically keep 10 to 20 percent in cash and deposits, and are boosting the portion of their assets that they entrust to private wealth managers.

Rank	City	Province	Number of Millionairess	Percentage	New Millionaires	Percentage Increase
1	Beijing	Beijing	192,000	17.61%	8,000	4.17%
2	Shanghai	Shanghai	159,000	14.59%	12,000	7.55%
3	Shenzhen	Guangdong	50,400	4.62%	4,000	7.94%
4	Guangzhou	Guangdong	45,900	4.21%	2,900	6.32%
5	Hangzhou	Zhejiang	34,300	3.15%	0	0.00%
6	Ningbo	Zhejiang	23,300	2.14%	-500	-2.15%
7	Foshan	Guangdong	21,600	1.98%	1,000	4.63%
8	Tianjin	Tianjin	20,600	1.89%	1,600	7.77%
9	Suzhou	Jiangsu	18,900	1.73%	700	3.70%
10	Dongguan	Guangdong	18,000	1.65%	800	4.44%









The BVI's New Arbitration Centre

The mission of the new BVI International Arbitration Centre based in Tortola is to become a beacon for all alternative dispute resolution (ADR) in the Caribbean, the Americas and beyond. A focal point for ADR, thought leadership, seminars and trainings as well as various other initiatives that contribute to the expansion of arbitration worldwide. Having an international arbitration institution in the BVI will reassure investors and users of BVI structures. It will validate the fact that such investments and structures are safeguarded by a modern ADR system, lowering the risk of operating such structures or making such investments.

The BVI IAC will administer arbitrations under its own rules, but it will also offer users of 'ad hoc' or other institutional arbitration first class premises and support services in a Model Law and New York Convention jurisdiction, which enjoys a high reputation for the quality of its Commercial and Appellate courts and for political stability. BVI arbitrations can be administered anywhere in the world, providing the facilities are conducive to arbitration proceedings. The aim of Government, the governing body of the BVI IAC and its CEO is to ensure that the BVI IAC becomes the regional centre of choice for the arbitration of disputes arising not only out of business activity, investments and projects worldwide, but in the BVI, the Caribbean, and beyond.

Why arbitrate under BVI IAC rules, in the BVI?

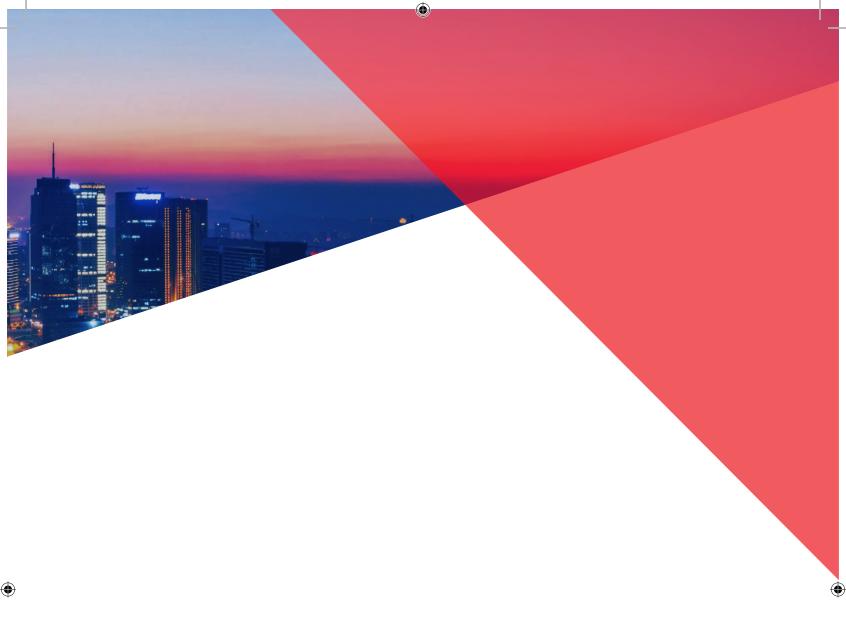
- 1 The BVI has an excellent new Arbitration Act, based on the UNCITRAL model law
- The new Arbitration Act gives the parties to arbitration the freedom to select a legal representative of their choice without restriction
- 3 The Arbitration Act gives civil immunity to arbitrators
- 4 BVI's accession to the New York Convention on 25 May 2014
- 5 Strong governmental support
- 6 The BVI has a sophisticated, learned, ethical and impartial judiciary
- 7 High quality legal community and Bar Association
- 8 The BVI's strong reputation as an international financial services centre
- 9 BVI's existing expertise in financial and complementary services with a ready pool of experts
- 10 Outstanding, state-of-the-art facilities



The BVI's Limited Partnership Bill

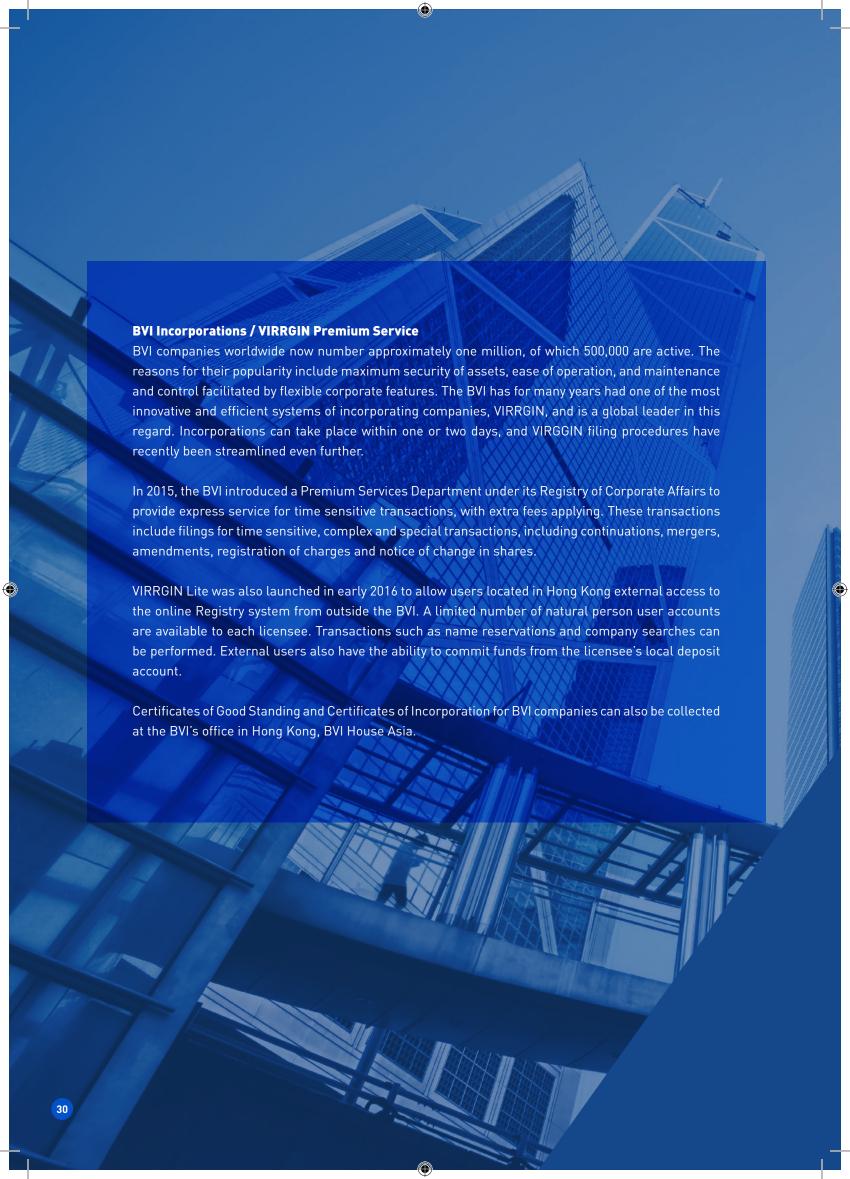
The BVI is pleased to introduce a new Limited Partnership Bill. The limited partnership bill will provide modern, bespoke legislation for the formation and operation of limited partnerships. Certain features of the bill are as follows:

- Persons looking to form a limited partnership may choose between having a limited partnership either with legal personality or without legal personality. Those limited partnerships with legal personality may hold assets, enter into contracts and litigate directly in their own name rather than through their general partner.
- The role of the registered agent will remain as is and will be similar to that for BVI business companies.
- Limited partnerships formed under the existing Partnership Act may be re-registered as limited partnerships formed under the new limited partnership act.
- The list of "safe harbour" activities of limited partners which expressly do not constitute taking part
 in the management of the limited partnership business will be expanded to provide limited partners
 with greater certainty that such activities will not expose them to liability.



- It will be possible to register a description of charge against a limited partnership formed with legal personality, and thereby obtain priority. For those limited partnerships not formed with legal personality, a filing will be possible against the name of the limited partnership to assist in putting the public on notice of the charge.
- It will be possible to continue limited partnerships into the British Virgin Islands and out of the British Virgin Islands.
- Subject to the limited partnership agreement, it will be possible to merge or consolidate a limited partnership with another limited partnership, and to squeeze out certain partners under provisions similar to section 176 of the BVI Business Companies Act, with protections provided to dissenting partners along the lines of section 179 of the BVI Business Companies Act.

The bill, which will become law in early 2017, has been designed with the requirements of private equity and venture capital in mind. It will introduce a modern, up to date and business friendly approach to limited partnerships, taking into account concepts and ideas used globally for limited partnerships as well as from the BVI Business Companies Act.



The BVI Forward Campaign

The campaign comprises 10 specific initiatives, which form part of a strategic plan to chart the future of the industry. Each initiative is assigned a sponsor who is either a senior government official or prominent individual in the private sector.

The initiatives are as follows: Establish a dedicated Delivery Unit to coordinate and drive implementation; Revamp the International Finance Centre; Strengthen the Business Development Function; Engage the Population; Build BVIslander Capability; Pursue Tax Initiatives; Enhance Customer Service at the Financial Services Commission; Attract and Offer Value-Added Services; Reform Immigration and Labour and Invest in Infrastructure.

Compliance with the Organisation for

Economic Co-operation and Development Regulations

The BVI continues to demonstrate its strong commitment to regulatory compliance and international cooperation. Earlier this year the BVI enacted domestic legislation implementing the Organisationfor Economic Co-operation and Development (OECD) Common Reporting Standard (CRS). CRS is the OECD initiative for the global automatic exchange of information (AEOI) for tax purposes.

Currently over 90 jurisdictions, including the BVI, have committed to the implementation of the OECD Multilateral Convention on Mutual Administrative Assistance in Tax Matters and over 60 jurisdictions have signed a Multilateral Competent Authority Agreement which permits participating countries to enter into agreements that, inter alia, provide for AEOI. The principles under the BVI CRS Legislation are very similar to the BVI, US and UK Foreign Account Tax Compliance Act (FATCA) legislation, although there are some important distinctions. For example, while US FATCA focused on citizenship and tax residency, CRS only focuses on tax residency.

The BVI also has a complement of bilateral tax information exchange agreements with 28 countries globally.

BVI Engagement with China's Special Economic Zones

In its continuing effort to support China's Go Global Strategy, the BVI has engaged the country's special economic zones, sending delegations to Shenzhen Qianhai Economic Zone for exchanges of views, as well as sending a delegation to attend the Shenzhen International Sister Cities Roundtable Conference and a Go Global Forum in Tianjin's Binhai New Area CBD.



WHY THE BVI?

Chinese businesses and individuals using BVI services gain a number of competitive advantages, including speed of access (particularly with a well-developed infrastructure of competent and well-experienced practitioners in the Asia-Pacific region), enduring political and economic stability, cost efficiency and an internationally recognised regulatory regime.

The BVI provides true value for money, offering straightforward, flexible and proven structures used by leading Asian businesses and individuals for more than 25 years. The jurisdiction leverages its extensive knowhow and mature infrastructure across the region to maximise its benefit to clients. As China's economy continues to develop, the BVI will remain the "go-to" jurisdiction for Chinese offshore investment.

The BVI offers unparalleled advantages for Chinese businesses and individuals including:

Strong International Reputation – The BVI is ranked as the most important offshore financial center in the Global Financial Centers Index and the Offshore 2020 report, enhancing investor perception and priming businesses for first-mover advantage. The BVI is compliant with international standards and its own standards consistently meet the highest possible benchmarks. The BVI's robust regulatory regime is recognised by international organisations such as the International Monetary Fund and the Financial Action Task Force. The BVI also received top-tier ranking from the International Finance Board.



Cost Effectiveness – The BVI is known as the most cost-efficient jurisdiction in which to do business. The set up cost of a company, partnership fund or trust arrangement is low, and operating fees are minimal.

Efficiency – The BVI's innovative legislation facilitates efficient incorporation and administration of companies. There are no requirements for annual shareholder meetings, no requirements to file audited accounts, and no requirements for directors to reside in the BVI, ensuring simple and quick corporate transactions.

Legal and Commercial Certainty – The BVI's legal system is based on English common law, familiar to lawyers in other common law jurisdictions, such as Hong Kong or Singapore. The BVI is home to a well-regarded Commercial Court backed by a robust legal framework. The court system deals with matters expeditiously, economically and proportionately, and its highest court of appeal is the London Privy Council.

Tax and Foreign Exchange Neutrality – BVI companies are tax neutral, and there are no foreign exchange controls or corporate tax in the BVI, so BVI companies can be used in international investment planning without fear of adding layers of tax.

Flexibility – The BVI is well-known for the flexibility of structures that meet the needs of companies, fund managers, high net worth individuals and others. New initiatives undertaken by the BVI have increased the variety of structures available and the ease and speed of putting these in place.







Whether an investor sits in China, Russia or America or Africa, Europe or Asia, they know that if they put their money into an investment project incorporated in the BVI, they have recourse to well-run courts that uphold the British common law.

Investors know that their BVI corporation exists under the oversight of the Financial Services Commission, in a jurisdiction that has been named among the best regulated in the world, and conforms to the absolute highest global standards.

As China continues to go global, reaching out to sell into international markets and buy assets in those markets, the BVI remains the number one jurisdiction through which Chinese investors can structure their businesses and investments.

The BVI is open for business. We have not paused to take stock, or hesitated in continuing to move forward. It is no exaggeration to say that in virtually every corner of the world today there are businesses being run, profits being generated, people being employed and local taxes being paid by companies that are domiciled in the BVI. The BVI is truly the international partner of choice for China.

About BVI House Asia

BVI House Asia, based in Hong Kong, was established as the BVI Government's Representative Office in Asia to support and expand the strong relationship that the BVI has had with the Asia Pacific region for more than 25 years. BVI House Asia allows the BVI Government to be responsive in real time, answering any questions about BVI business, and working with industry practitioners to increase knowledge and awareness about business opportunities, especially in the financial services industry.

