



GlocalWin (Beijing) Consulting Co.



Welcome to GlocalWin (Beijing)

Successfully Organized the 1st Overseas Consulting Project Led by Chinese Institutions

- Originally established in 1996, registered with both World Bank & Asian Development Bank(CMS No: 005699)
- Market pioneer and leader in Technical Assistance and Loaned Projects

GlocalWin : Name and Logo

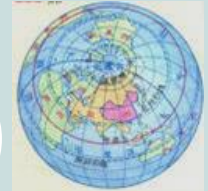
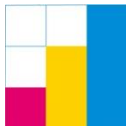
Support Global and Local Win Scientifically

- GlocalWin means Win Global and Local;
- GlocalWin, in pure Chinese, imply a sound foundation in pursuit of excellency, derived from Mencius, one of the Four Books of Confucianism, of which the author, Meng-tzu, Chinese philosopher believed that rulers should provide for the welfare for the people and that human nature is intrinsically good
- The Logo is an increasing square in three colors, signifying the tendency of excellency and win Global & Local, with close cooperation of GlocalWin and her Clients.



Philosophy: Win Global & Local by Benchmarking and Innovation

Landmark of GlocalWin



Established jointly
by Chinese and
international
consultants in 1996

Technical Assistance
and Loan Projects by
World Bank and ADB
since 1998

Consulting Services
for China Dev. Bank,
State Economic &
Trade Commission,
NDRC since 2001

Consulting for
SASAC, investor of
over 100 largest state-
owned Co., on
performance
evaluation/improving,
corporate governance,
benchmark
established; for
National People's
Congress on
Securities Law
Amendment, since
2004; for Cambodian
Government on SME
development and
finance, etc..

Three Strategic
Business Units
since 2008,
focusing on
management
consulting,
finance & inv.,
data and
information
provision,
purporting to
support global
and local win

Unique Advantages of GlocalWin

Market Pioneer and leader in technical assistance and loan projects financed by World Bank and Asian Development Bank

Scientific/systematical approach and methodology by harnomizing best international practice and local context

Sophisticated professionals with Master or PHD, and Gigantic information database

Proved records in government policy-making and institutional decision-making process.

Typical Clients

□ Government

- National People's Congress, Finance & Economic Committee
- National Development & Reform Commission
- State-owned Asset Superv. & Administration of the State Council
- Ministry of Construction
- Cambodian Royal Government, Ministry of Industry, Mines and Energy
- Ministry of Finance, the Socialist Republic of Vietnam
- Beijing Municipal Government
- Beijing Dev. & Reform Commission
- Beijing Finance Bureau
- Hunan Provincial Government
- Changsha Municipal Economic Commission
- Harbin Municipal Government

□ Financial Institutions

- World Bank
- Asian Development Bank
- China Development Bank
- China Construction Bank
- Shanghai Pudong Dev. Bank
- New China Life Insurance
- China Cinda Asset Management Corp.

□ Companies

- China Power Investment Group
- China Communications Construction Group
- China Oriental Electrics Corp
- Beijing Capital International Airport
- Beijing District Heating Group
- Beijing Capital Ltd
- Hong Kong InterChina Holding
- Thames Water, UK
- Suez Environment, France
- Suncor Energy, Canada
- Golden State Group, USA
- Misui Group, Japan
- Vivendi(France)

Strategic Partner

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- ❑ IBM Consulting
 - ❑ KPMG Accounting
 - ❑ Fullerton Financial Holdings
 - ❑ Gallup Inc.
 - ❑ Landell Mills UK
 - ❑ Black&Veatch, USA
 - ❑ MWH Global, USA
 - ❑ Poyry Inc.
 - ❑ Landell Mills
 - ❑ King & Wood Law Firm

Management Consulting

Content

- Performance Evaluation
 - Methodology
 - Measures
 - Benchmark
- Compensation System
- Industrial Benchmark
- Benchmarking Management



Typical Cases

- State-owned Asset Super&Amin Commission (SASAC)
 - Performance Evaluation and governance
 - Benchmark of 18 industries
- China Development Bank
 - Human Resource Management
 - Performance and Compensation/motive
- China Power Inv. Group
 - Performance Evaluation System
 - Compensation for branches
- Oriental Electric Group
 - KPI and Performance Evaluation
- China Beijing Capital Group
 - Human Resource and Performance Eva.
- PetroChina/CMCC/BaoSteel/Cosco
 - Performance Eva. and Benchmarking

Finance and Investment

Content

- World Bank/ADB Projects
- Infrastructure Finance
- Corporate Finance
- Policy & Decision Making in Finance and Investment
- Overseas Investment/Finance
- Business Plan and Due Diligence



Typical Cases

- Harbin Water Supply:PPTA & Implementation
- Hunan Changsha-Zhuzhou-Xiangtan Integration
- Concession Policy on Public Utilities
- BOT, Chengdu Water Plant NO. 6
- Beijing Water Supply Plant No 10
- Finance and Capital Plan for Xingfa Group
- SETC/NDRC Policy Study
- Beijing DRC/Finance Bureau Policy Study
- State Northeastern Office Policy Study
- Cambodian Government Policy Study
- BOT, Changsha Solid Waste
- MWH Asia Client Satisfaction Survey
- CPI/CCC/Beijing Enery Inv. Co. Overseas inv

Data and Information Provision

Content

- Industry Research
- Benchmarking
- International and Local
- Financial Quantitative Analysis
- Mathematical Statistics
- Data Outsourcing & Embedded



Typical Cases

- 18 Industries Benchmark for SASAC
- Benchmark Annual Update for SASAC
- Mining Ind Report for China Imp.&Exp. Bank
- Infrastructure Report for China Minsheng Bank
- Capital-Intensive Industry Report for World Bank/ADB
- Power Industry Report for Beijing Ene. Inv.
- Highway Report for China Comm. Constr. Co.
- Power Industry Report for China Power Inv.
- Market Survey for MWH Asia
- Water Supply/Waste Water Treatment Report
- Steel Industry Report
- Non-ferrous Industry Report

Contact Information

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graph TD; Root[ ] --- MC[Management Consulting]; Root --- FI[Finance & Investment]; Root --- DIP[Data & Info Provision];
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Management Consulting

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Support Global & Local Win

