

# L&P

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Bangkok

Ho Chi Minh City

Hong Kong



# Lorenz & Partners

## THE FIRM

**Lorenz & Partners** is an international firm of business lawyers and consultants headquartered in Bangkok since 1995. The firm specialises in legal, tax and business consultation for foreign companies investing in Southeast Asia. Further to Bangkok, we maintain offices in Hong Kong and Ho Chi Minh City. In addition, we are successfully cooperating with other Legal 500 firms throughout Europe and Asia. Our lead partners are also Registered Foreign Lawyers in Vietnam.

Our clients are mostly large European and American enterprises investing or doing business in Southeast Asia.

As a “One Stop Coordinator”, we provide integrated consulting services to our clients. Our concept is of particular interest to companies that, for reasons of efficiency, prefer to mandate only one consultant for the complete planning, handling and supervision of their entire engagement in Asia. Due to our long-standing cooperation with partners, authorities and local companies in the region, our company established a network that enables us to handle our clients’ projects in an efficient and target-oriented way.

The economic success of our clients is our top priority. Therefore, instead of the usual standardised procedures used by most firms, Lorenz & Partners offers an individual and personal consultation customised to your particular project and your company’s requirements. Consequently, your consultant is available for questions at any time – even beyond regular office hours.

# Lorenz & Partners

## OUR RANGE OF PRACTICE

### **Your Office in Asia**

If you wish to keep your administration efforts low, we invite you to use our company as "Your Office in Asia" and as your source for extensive and ongoing advice, guidance and management services. Upon request, we can handle not only your accounting requirements but also the entire administration of your local business, including the use of our office facilities for meetings. If required, we are capable of providing the commercial management of your subsidiary in all respects, enabling you to focus on production and distribution rather than on time-consuming administrative tasks, especially in the start-up period. As a matter of course, everything will be customised to your individual needs.

### **Development of Investment Concepts for Southeast Asia**

We can advise you on investment and marketing opportunities, especially on taxation matters and market access opportunities. Due to our supra-regional structure, we are able to identify and recommend alternatives to the intended investment and to optimise the structures in terms of taxation, if advisable. In this context, we can also prepare market studies, project-related memoranda and expert opinions.

### **Counselling and Intermediation in Tax and Legal Business Matters**

Our lawyers will advise you not only with regard to domestic and international business law but also with a view to international taxation issues. The commercial performance of your company is our top priority at all times.

### **Administrative Support, Supervision of Your Subsidiary and Compliance**

We can handle the organisation of shareholder meetings, board meetings, applications for required licences, including work permits, import licences etc. and monitor the legal compliance of your local business with local and international laws so that you can focus on running your business.

### **Rendering of Tax Consultancy for Expatriates**

We also provide tax planning and counselling for expatriates, including giving advice on possible tax optimisation.

# Lorenz & Partners

## OUR SERVICES IN DETAIL

### I. **LEGAL**

- National and International Contract and Commercial Law
- Drafting Standard Trade Terms and Conditions
- International Corporate Law
- Company Set Up, Mergers and Acquisitions, Shareholder Agreements, Joint Ventures, Licence and Distribution Agreements
- Labour Law Issues (National and International)
- Visa and Work Permits
- Protection of Intellectual Property Rights, including Patents and Trademarks
- Insolvency Law

### II. **TAX**

- International Tax Law: Tax Advice and Tax Structuring of Projects, Agreements and Investments
- Domestic Tax Law: Corporate Income Tax, Personal Income Tax, Value Added Tax, Withholding Tax, Stamp Duty etc. in Thailand, Hong Kong, Vietnam and China
- German Tax Law: Corporate Income Tax, Personal Income Tax, Inheritance Tax etc.
- Tax Optimisation, Application and Planning for Fiscal Incentives and Tax Reductions and Promotions (e.g. Board of Investment)

### III. **BUSINESS CONSULTING**

- Continuous Management and Support for your Projects
- Provision of Managing Directors
- Personal Representation of your Company
- Project Management and Reporting
- Provision of Cash Management and Payments, Accounting, Preparation of Financial Statements and Auditing Services
- Negotiations with Financial Institutions and Investors
- Localisation and Acquisition of Office Space and / or Production Facilities
- Recruiting of Personnel and Executives

# Lorenz & Partners

## OUR LEAD PARTNERS

We will assign one advisor to you who will be fully informed about your project at all times. The following lead partners will be responsible for you and your company with regard to all legal, business and tax questions:

### Michael Lorenz



*German Attorney-at Law*

Michael Lorenz (born 1 October 1963 in Saarbrücken, Germany) studied Law and Economics in Freiburg, Taipei, Vienna and Paris. After graduating, he worked as the Head of the Legal Department of the German-Thai Chamber of Commerce in Thailand. In 1995, he founded the law firm Lorenz & Partners in Bangkok. From the beginning, the law office has focused not only on legal consulting, but also on providing specific management assistance to its clients.

As the first German speaking lawyer in Thailand, Michael Lorenz possesses broad experience in company and tax law as well as in the field of investment opportunities in the region.

### Till Morstadt



*German Attorney-at-Law*

*Managing Partner Bangkok*

Till Morstadt (born 25 April 1968 in Offenburg) studied Law and Business Economics in Bayreuth, Lausanne and Münster. After graduating, he started working for one of the world's leading audit and consulting firms. During this time, he was seconded to European clients in Argentina for two years. Upon his return to Germany, he switched into the industrial sector. After two years in the head office of a German machine manufacturer, he took over the commercial management of their Thai subsidiary.

Till Morstadt has been an equity partner of Lorenz & Partners since April 2004.

# Lorenz & Partners

## OUR PARTNERS

### **Naowarat Karst**



*Partner*  
*Head of Tax and Accounting*

Mrs. Naowarat Karst (born 1977) studied Business Administration, majoring in Accounting at Assumption University of Thailand (ABAC), Bangkok. After graduating in 1999, she worked for Deloitte as Senior Audit Supervisor for five years. She has been a Certified Public Accountant (CPA) in Thailand since 2003.

In 2003, Mrs. Karst transferred to the industrial sector as Financial Manager of the Thai subsidiary of H.J. Heinz Company. Since June 2004 she has been Chief Accountant and Head of Tax Department of Lorenz & Partners Bangkok.

### **Athitaya Chanthasirichot**



*Partner*  
*Head of Corporate Law*

Mrs. Athitaya Chanthasirichot (born 1981) completed a Bachelor in Laws in 2002 at Thammasat University, Bangkok, one of the leading universities in Thailand. In the same year, she received her lawyer's licence and commenced post graduate legal studies at Chulalongkorn University, Bangkok. In 2003, Mrs. Chanthasirichot earned a Master in Laws (LL.M.) specialising in Business Law, with cumulative top score.

After graduating, Mrs. Chanthasirichot worked for an international law firm focusing on corporate, investment, labour and real estate law.

She joined Lorenz & Partners in 2005. She became a Registered Foreign Lawyer in Hong Kong in 2010.

Mrs. Chanthasirichot advises primarily European clients in Thailand on matters of foreign investment in Thailand. She has special expertise in corporate and investment law, labour law, customs, and real estate law. Since 2008, Mrs. Chanthasirichot is the head of our Corporate Department.

# Lorenz & Partners

## OUR PARTNERS

### **Rapeesak Kesasuwan**



*Partner*  
*Head of Commercial Law*

Mr. Rapeesak Kesasuwan (born 1983) studied Law at Thammasat University, after which he has been admitted as a member of the Thai Bar Association in 2005. After earning an LL.M. degree, specializing in international business law, from the American University, Washington College of Law, Washington D.C. in 2008, he returned to Thailand.

Since his return, he has been advising foreign and domestic clients in various functions, amongst others as inhouse legal counsel for a leading US automotive manufacturer.

He first joined Lorenz & Partners as Senior Associated Lawyer in early 2013 and returned in 2017 as Head of the Commercial Law Department leading our team of business and labour law specialists.



# Lorenz & Partners

## OUR TEAM

These days, we have more than 30 employees who take care of all legal and tax matters for our clients.

We are proud of our well-trained team of lawyers, accountants and administrators.



# Lorenz & Partners

## LIST OF REFERENCES

We believe the recommendation of clients is more expressive than extensive self-portrayal.  
Therefore, we have listed some of our clients below for your reference:

### Automotive

#### **Brose Fahrzeugteile GmbH & Co. KG (since 2009)**

- Mr. Stefan Noll, Head of Legal Department

#### **KUKA Systems GmbH (since 2010)**

- Mr. Paul Ambros, Executive Vice President / CFO

#### **MAN Truck and Bus Asia Pacific Co., Ltd. (since 2005)**

- Mr. Daniel Fischbeck, Head of Controlling & Accounting

#### **Schuler Pressen GmbH (since 2010)**

- Mr. Joachim Schommer, Commercial Director  
Technology Field Service

### Machinery & Engineering

#### **Alpla GmbH & Co. KG (since 2015)**

- Mr. Bernd Wachter, CEO Thailand

#### **Andritz AG (since 2016)**

- Mr. Markus Jäger, Senior Project Manager Commercial

#### **Bauer Maschinen GmbH (since 1997)**

- Mr. Arnulf Christa, CEO

#### **Frigel Firenze S. p. A. (since 2011)**

- Mr. Filippo Dorin, Managing Director

#### **Herrenknecht AG (since 2002)**

- Mr. Alexander Mallaney, CEO Thailand

#### **Krones AG (since 2003)**

- Mr. Markus Winter, Member of the Board

#### **Liebherr Group (since 2001)**

- Mr. Andreas Boehm, CEO

#### **Maschinenfabrik Berthold Hermle AG (since 2019)**

- Mr. Franz-Xaver Bernhard, Member of the Board

#### **Minimax GmbH & Co. KG (since 2003)**

- Mr. Andreas Teckenburg, Regional Manager

#### **Peri GmbH (since 2014)**

- Mr. Yannick Cagnard, Managing Director Thailand

#### **ProMinent GmbH (since 2019)**

- Prof. Andreas Dulger, Co-Owner and CEO

#### **Putzmeister Holding GmbH (since 1997)**

- Mr. Michael Schmid-Lindenmayer, CEO Asia Pacific

#### **Syntegon Technology GmbH (since 2019)**

- Dr. Wolfgang Kuebler, Head of Legal & Compliance

#### **Siempelkamp Pte Ltd.**

- Mr. Henning Gloede, Managing Director Singapore

#### **Voith GmbH (since 2007)**

- Ms. Christina Roth, Group Taxes

#### **Voith Paper GmbH & Co. KG (since 2007)**

- Mr. Adam Moran, CEO Voith Paper Indonesia

#### **Voestalpine VAE GmbH (since 2014)**

- Mr. Stefan Tomek, Head of Legal and Insurance

#### **Windmoeller & Hoelscher KG (since 2006)**

- Mr. Michael Fischer, Regional Director Asia Pacific

### Logistics

#### **Dachser GmbH & Co. KG (since 2010)**

- Mr. Rolf Mertins, Global Administration and Network  
Development

#### **Hansa Meyer Global Transport (since 2019)**

- Mr. Andre Starke, CEO Thailand

#### **The Havi Group LP (since 2019)**

- Mr. Kenneth Florek, Head of Global Tax

#### **LESCHACO Group (since 2002)**

- Mr. Oliver Oestreich, Member of the Board

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## LIST OF REFERENCES

### Medical, Pharmaceutical & Chemicals

#### **Aclires International Ltd. (since 2005)**

- Prof. Robert Murphy, CEO

#### **ASK Chemicals GmbH (since 2016)**

- Mr. Marco Küpper, Senior Manager

#### **VAMED Engineering GmbH & Co. KG (since 2009)**

- Dr. Martin Tremel, Regional Director Southeast Asia

### Energy

#### **Andritz Hydro GmbH (since 2016)**

- Mr. Thomas Wolf, Commercial Manager

#### **Enercon GmbH (since 2012)**

- Mr. Johannes Coordes, Head of Tax Department

#### **GreenYellow (Thailand) Ltd. (since 2015)**

- Mr. Frank Gluck, Managing Director Thailand

#### **Maschinenfabrik Reinhausen GmbH (since 2015)**

- Ms. Stefanie Hofmeister, General Counsel

#### **TGE Gas Engineering GmbH (since 2019)**

- Mr. Thomas Wehrheim, Managing Director

#### **Thales (Thailand) Ltd. (since 2017)**

- Mr. Massimo Marzini (Country Director)

#### **Voith Hydro Shanghai Ltd. (since 2014)**

- Ms. Ying Yue, China Tax Director

### Technical Consulting

#### **Coop Himmelb(l)au GmbH (since 2008)**

- Prof. Wolf D. Prix, Owner & Architect

#### **Detecon International GmbH (since 2005)**

- Dr. Klaus Hofmann, CEO

- Mr. Thomas Wehr,

CEO Detecon Asia Pacific Ltd.

#### **Dorsch Holding GmbH (since 2004)**

- Mr. Olaf Hoffmann, Managing Director

- Mr. Juergen Supik, Regional Manager

#### **Jos. Schneider Optische Werke GmbH (since 2007)**

- Mr. Dirk Muschert, Director

### IT & E-Commerce

#### **Adastra Corporation (since 2017)**

- Dr. Jan Mrazek, Co-owner

#### **Heroleads (Thailand) Co., Ltd. (since 2017)**

- Mr. Tim Roemer, Managing Director

#### **Delivery Hero SE**

- Mr. Alexander Felde, CEO Delivery Hero

(Thailand) Co., Ltd.

#### **MIC Datenverarbeitung GmbH (since 2015)**

- Mr. Alfred Hiebl, Managing Director

#### **Netscout Systems Inc. (since 2016)**

- Ms. Jennifer Scalia, Director Corporate Accounting

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## LIST OF REFERENCES

### Trading

#### **Haefele GmbH & Co. KG (since 1997)**

- Mr. Ulrich Haefele, Co-Owner
- Mr. Volker Hellstern, CEO Thailand

#### **OBI Bau- und Heimwerkenmärkte GmbH & Co. KG (since 2007)**

- Mr. Markus Vieler, CEO

#### **Oryx Stainless Holding B.V (since 2018)**

- Mr. Roland Mauss, CFO

#### **Roxcel Handelsgesellschaft m.b.H. (since 2008)**

- Mr. Helmut F. Gruber, Managing Director

### Others

#### **Alfred Kaercher GmbH & Co. KG (since 2011)**

- Mr. Udo Pfizenmayer, Head Group Controlling

#### **Boldrocchi Srl (since 2017)**

- Mr. Marco Bailo, General Manager

#### **Breuning GmbH (since 2010)**

- Mr. Marcus Breuning, Owner / CEO

#### **Burkardt & Bischoff GmbH & Co. KG (since 2008)**

- Mr. Rolf Burkardt, Owner

#### **fischerinternational GmbH (since 2011)**

- Mr. Martin Hengel, Head of Legal Department

#### **Grohe AG (since 2010)**

- Ms. Kah Huey Tan, Asia Region Finance Director

#### **Haix-Schuhe Produktions- und Vertriebs GmbH (since 2011)**

- Mr. Josef Cremer, Chief Controller

#### **Heraeus Deutschland GmbH & Co., KG (since 2015)**

- Mr. Philipp Grothe, Global Head of Finance

#### **Lenzing AG (since 2016)**

- Mr. Christian Dressler, Global Strategy Officer

#### **Lixil (Thailand) Plc (since 2016)**

- Ms. Keren Hsiang, Senior Compliance and Legal Manager, Asia-Pacific

#### **SMS group GmbH (since 2015)**

- Mr. Dirk Boergmann, General Manager

#### **Torqeedo GmbH (since 2017)**

- Dr. Christoph Ballin, CEO

#### **Wortmann Schuh-Holding KG (since 2017)**

- Dr. Tobias Seng, CFO

# Lorenz & Partners

## LIST OF PUBLICATIONS

We offer numerous comprehensive brochures and newsletters on investment related legal matters to our clients, which contain information on legal, tax and commercial issues in Asia. Newsletters can be downloaded from our website [www.lorenz-partners.com](http://www.lorenz-partners.com) free of charge. Brochures are available upon request.

Some examples of our publications in German (GE) and/or English (EN) are listed below:

### **I. Books**

- The German and Chinese Labour and Tax Law (quadrilingual GE/EN/CN/JAP)  
2nd Edition, 2019, 391 pages
- Investment in Thailand: Das Rechts- und Steuerhandbuch für den Praktiker,  
11th Edition, 2019, 388 pages
- Investment in Hongkong: Das Rechts- und Steuerhandbuch für den Praktiker  
5th Edition, 2014, 243 pages
- Investment in China: Das Rechts- und Steuerhandbuch für den Praktiker  
2nd Edition, 2014, 169 pages

### **II. International:**

- What WTO Means to Your Business (EN)
- International Trade Terms (INCOTERMS) (EN)
- Demand Guarantees and Unfair Calling of Guarantees (EN)
- Personal Income Tax for Expatriates Working in Hong Kong, Germany and China (EN)
- Das UN-Kaufrecht (GE)
- Das Schiedsgerichtsverfahren (Arbitration) und die  
Vollstreckung von Schiedsgerichtsurteilen (GE)
- Forderungssicherung und -einziehung bei internationalen Geschäften (GE)
- Schadensersatz Hongkong/Thailand/Deutschland im Vergleich (GE)
- Versteuerung deutscher Kapitalgewinne bei beschränkter Steuerpflicht in  
Deutschland (GE)
- Doppelbesteuerungsabkommen Deutschland / Thailand / Hongkong (GE)

### **III. Thailand:**

- Withholding Tax in Thailand (EN)
- Who requires a Foreign Business Operating License? (EN)
- How to Set up a Company in Thailand (EN, GE)
- Protection of Patents and Trademarks in Thailand (EN, GE)
- Steuerinformationen Deutschland/Thailand (GE)
- The Thai Labour Law (EN, GE)
- The Thai Civil and Commercial Code (EN, GE)
- Visa und Work Permit für Ausländer in Thailand (GE)
- Pflichten und Haftung von Direktoren einer thailändischen Unternehmung (GE)
- Transfer of Shares and Shareholder Book (EN)
- How to Secure Performances and Obligations under Contracts (EN, GE)
- Establishment of a Representative Office (EN, GE)

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## LIST OF PUBLICATIONS

### IV. Hong Kong/China:

- Profits Tax Liabilities for Hong Kong Business  
Onshore/Offshore Taxation (EN)
- HongKong/ThailandDoubleTaxationAgreement (EN)
- Setting-Up a Trust - Purpose & Legal Requirements (EN)
- Investments and Taxes in Hong Kong (EN, GE)
- Tax structuring in Labuan (Malaysia) and Hong Kong (EN, GE)
- Income Tax Liability for in Hong Kong Employed Persons  
Rendering Services Outside Hong Kong (EN, GE)
- Business in Asien: Produktion in China - Logistik und Finanzierung in Hongkong -  
Headquarters in Europa (GE)
- Investieren in China - Aber wo? In Peking, Shanghai, Chengdu oder im  
Perflussdelta? (GE)
- Errichtung einer Vertriebs- und Verkaufsgesellschaft in Hongkong (GE)

### V. Vietnam:

- Business and Investments in Vietnam (EN)
- Personal Income Tax in Vietnam (EN)
- Corporate Income Tax in Vietnam (EN)
- Value Added Tax in Vietnam (EN)
- Foreign Contractor Withholding Tax in Vietnam (EN)
- Work Permit for Foreigners employed in Vietnam (EN)
- Wind Energy in Vietnam (EN)



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