


*CCH China, Your new way to know ...*

新途新知



**CCH**

a Wolters Kluwer business

An aerial photograph of a sandy beach. The top of the image shows the ocean with white foam from waves washing onto the shore. The rest of the image is a vast expanse of golden sand. A series of footprints are visible, starting from the bottom right and moving towards the top right. A thin, dark line, possibly a piece of driftwood or a shadow, runs vertically through the middle of the beach.

## The Professional's First Choice

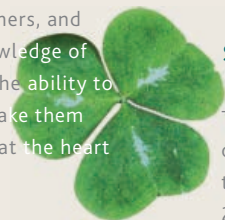
Wolters Kluwer aspires to be the Professional's First Choice to provide the information, tools and solutions to help them make their most critical decisions effectively and improve their productivity. Because we are innovative and forward looking, we use the latest technologies to customize the products and services we provide our customers, ensuring that we can deliver the solutions they need, when and how they need them.

At Wolters Kluwer, we excel at creating content solutions for use in a professional context in the fields of health, corporate services, finance, tax, accounting, law, regulation, and education.

We are professionals serving professionals and are committed to delivering essential content, software, and services to help our customers make their most critical business decisions. Utilizing the latest in information technology, we ensure that our customers have the solutions they need, when they need them, and in the media best suited to their requirements. When we achieve this, we deliver on our goal of being the market leader in content in context.

### Partners in Innovation

Wolters Kluwer professionals are continuously engaged in an ongoing exchange of expertise and ideas with our customers about their work. This partnership in innovation is at the heart of meeting our commitment to the lawyers, doctors, nurses, tax advisors, teachers, and business executives we serve. Knowledge of their professional workflows and the ability to apply emerging technologies to make them more efficient and productive are at the heart of this partnership.




### Leading Positions and Brands

Strong market positions are very important to our business strategies at Wolters Kluwer, and we value the leading positions we hold in most of our markets. Across all of our markets, we own strong, enduring brands such as Adis, Bankers Systems, Bildungsverlag EINS, CCH, Croner, CT Corporation, Ipsoa, Kluwer, Lamy, La Ley, Liber, Lippincott Williams & Wilkins, Luchterhand, Ovid, Teleroute, and Wolters Noordhoff. These brands have promised and delivered high quality information for decades, and we are committed to continuing to do everything necessary to earn, retain, and expand leadership positions in our selected markets.

### Strategy for Growth

The year just ended saw successful completion of the first full year of Wolters Kluwer's new three-year strategy, announced in October of 2003. By reorganizing Wolters Kluwer for growth, reducing costs through lasting structural improvements, and investing in growth around our leading market positions, top-line growth was restored, and Wolters Kluwer laid the foundation for delivering sustainable growth and profitability going forward.



## 专业人士的首选

Wolters Kluwer渴望成为专业人士的首选，为他们提供信息工具和解决方案，帮助他们有效决策和提高生产力。我们追求创新，放眼未来，利用最新技术为客户量身定制产品和服务，确保及时为客户提供满意的解决方案。

### 领袖地位与品牌

强有力的市场地位对于Wolters Kluwer的商业战略非常重要，我们非常看重我们在市场上取得的成就。在所有我们的市场中都拥有强有力的、有持久性的品牌，比如Adis, Bankers Systems, Bildungsverlag EINS, CCH, Croner, CT Corporation, Ipsoa, Kluwer, Lamy, La Ley, Liber, Lippincott Williams & Wilkins, Luchterhand, Ovid, Teleroute和Wolters Noordhoff。这些品牌保证了我们多年来为客户提供高质量的信息产品。我们还将继续努力，巩固并扩大我们在市场上的领导地位。

### 发展战略

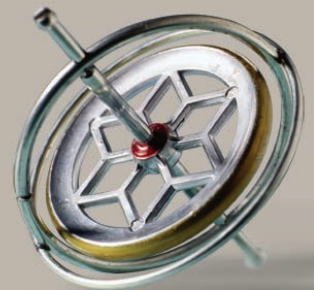
去年是Wolters Kluwer于2003年10月宣布的新三年战略规划成功完成的第一年。Wolters Kluwer调整了企业结构，减少了成本，加强了以领袖市场地位为核心的增长投资，恢复了顶线增长，为Wolters Kluwer的持续发展和赢利奠定了坚实的基础。

Wolters Kluwer在制定医疗、企业服务、金融、税务、会计、法律、规章制度和教育领域的信息产品解决方案上能力卓著。我们专门为专业人士提供服务，致力于提供基本信息、软件和服务，帮助客户进行有效的商务决策。

我们利用最新信息技术及时为客户提供他们最需要的解决方案，这也是我们的目标，即成为信息产品市场的行业领袖。

### 创新合作

Wolters Kluwer的专家们致力于不断与客户交流专业知识和想法。这种在创新上的合作是我们实现对律师、医生、护士、税务顾问、教师和企业家承诺的核心。此外丰富的行业经验和有效运用新兴技术的能力使他们更有效率和更多产，也是我们创新合作的关键所在。



## Corporate Profile

### The Professional's First Choice

Being partners in innovation with our professional customers is deeply important to Wolters Kluwer and at the heart of our competitive advantage. We lead in our markets because we are continuously striving to be the business partner who best understands our professional customers and their work.

When we succeed at this, we are The Professional's First Choice, and this is our ultimate commitment to the professionals we serve.

### Facts

Revenues:	€3.3 billion
Employees:	18,400
Markets:	Health, Corporate Services, Finance, Tax, Accounting, Law, Regulation, and Education
Operations:	Europe, North America, and Asia Pacific
Headquarters:	Amsterdam, the Netherlands
Stock listing:	Euronext Amsterdam: WLSNC.AS, stock code 39588, ISIN code NL0000395887; included in the AEX and Euronext 100 indices.

<b>Health</b>	Brands <ul style="list-style-type: none"><li>- Adis</li><li>- Facts &amp; Comparisons</li><li>- Lippincott Williams &amp; Wilkins</li><li>- Medi-Span</li><li>- Ovid</li></ul>
<b>Corporate &amp; Financial Services</b>	Brands <ul style="list-style-type: none"><li>- Bankers Systems</li><li>- CCH CORSEARCH</li><li>- CCH Insurance Services</li><li>- CCH Wall Street</li><li>- CT Corporation</li><li>- GainsKeeper</li><li>- Summation Technologies</li><li>- TyMetrix</li><li>- UCC Direct Services</li><li>- VMP Mortgage Solutions</li></ul>
<b>Tax, Accounting &amp; Legal</b>	Brands <ul style="list-style-type: none"><li>- Aspen</li><li>- CCH INCORPORATED</li><li>- CCH Asia Pacific*</li><li>- Kluwer Law International</li><li>- ProSystem fx</li></ul>
<b>Legal, Tax &amp; Regulatory Europe</b>	Brands <ul style="list-style-type: none"><li>- Croner.CCH</li><li>- Ipsoa</li><li>- Kluwer</li><li>- La Ley</li><li>- Lamy</li><li>- Luchterhand</li><li>- Norstedts Juridik</li><li>- Teleroute**</li></ul>
<b>Education</b>	Brands <ul style="list-style-type: none"><li>- Bildungsverlag EINS</li><li>- Digital Spirit</li><li>- Jugend &amp; Volk</li><li>- Liber</li><li>- M ü szaki</li><li>- Nelson Thornes</li><li>- Wolters-Noordhoff</li><li>- Wolters Plantyn</li></ul>



## 公司简介

### 专业人士的首选

与我们的专业客户开展创新合作对于Wolters Kluwer来说至关重要，也是我们竞争优势的核心。我们之所以能够引领市场，是因为我们不断地努力成为他们的商业伙伴，了解我们专业客户的需求和业务。当我们成功地做到这一点时，我们便成为专业人士的最佳选择，这也是我们服务专业人士的最终目标。

### 资料

收入： 33亿欧元  
雇员： 18,400人  
市场： 医疗、企业服务、金融、税务、  
会计、法律、规章制度和教育  
业务范围： 欧洲、北美和亚太地区  
总部： 荷兰，阿姆斯特丹  
上市股票登记： Euronext Amsterdam：  
WLSNC.AS, 股票代码 39588，  
ISIN代码：NL0000395887；  
包括AEX和Euronext 100指数。

医疗

品牌

- Adis
- Facts & Comparisons
- Lippincott Williams & Wilkins
- Medi-Span
- Ovid

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企业和金融服务

品牌

- Bankers Systems
- CCH CORSEARCH
- CCH Insurance Services
- CCH Wall Street
- CT Corporation
- GainsKeeper
- Summation Technologies
- TyMetrix
- UCC Direct Services
- VMP Mortgage Solutions

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税务、会计和  
法律

品牌

- Aspen
- CCH INCORPORATED
- CCH Asia Pacific\*
- Kluwer Law International
- ProSystem fx

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法律、税务和  
欧洲的监管制度

品牌

- Croner.CCH
- Ipsa
- Kluwer
- La Ley
- Lamy
- Luchterhand
- Norstedts Juridik
- Teleroute\*\*

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教育

品牌

- Bildungsverlag EINS
- Digital spirit
- Jugend & Volk
- Liber
- M ü szaki
- Nelson Thornes
- Wolters-Noordhoff
- Wolters Plantyn



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## About CCH

CCH is the leader in providing information to professionals who need to take command of complex regulatory issues in the areas of tax, accounting, human resources, business and law. CCH works closely with specialists in these fields to provide insight that advances companies' knowledge and productivity.

CCH is proud to be a division of Wolters Kluwer, a global information-services company that is active in 26 countries - including the United States, Canada, the Netherlands, the United Kingdom and Australia. CCH employs approximately 19,000 people worldwide. We have annual sales estimated at U\$3 billion.

US-based CCH (Commerce Clearing House ) was founded in 1913, however, our company's roots date back to 1892.

Since its beginning, CCH has had an outstanding reputation for authoritative and accurate reporting - including clarification - of tax laws. Over the years, CCH has broadened its product base to include accounting, business, law and human resources. For more than a century, professionals have regarded CCH's products as "absolutely essential" for keeping pace with day-to-day changes in laws and business practices.

CCH currently has content available in the print, electronic and online formats. The combination of accuracy, authority, practicability, and ease of reference distinguishes CCH products from those of our competitors. CCH's reputation as a predominant and highly respected provider of information for professionals is well recognized worldwide.

## CCH China

Since 1985, CCH has been compiling, translating and publishing China's laws for foreign businesses. Many of the field's experts, who have tremendous knowledge of Chinese and foreign laws and regulations, have assisted us in our work. A unique information system, focusing on China's laws and covering more than 10 types of products, was developed after years of hard work. The most impressive features of CCH's products are the regular and bilingual - Chinese and English - updates, which are sources of reliable information for investors - whether domestic or overseas, foreign-investment companies, foreign organizations in China or other professional companies - seeking legal information that will help them conduct business in China.

To continuously serve foreign customers in the Chinese market and to better understand the needs of the local professionals' market, CCH established, in January 2000, its branch office in China. With the aim of "creating value for professionals," we have also designed and published products specially for the local market. CCH's clients range from multinational companies - including GE, Lucent and Siemens - to some well-known international law firms and accounting firms, as well as professional companies, universities and research institutes. We are very proud that, through tremendous effort, we have been able to meet our clients' needs for professional information.



## 关于CCH

CCH公司是世界领先的专业信息出版商，旨在为需要随时把握财税、商业、法律和人力资源领域复杂规则的专业人士提供一流信息服务。CCH联手各领域的专家，贡献精辟见解，帮助全球各地的专业人员提升工作效率、创造更佳业绩。

CCH公司是大型跨国出版机构威科集团的成员。威科集团活跃在美国、加拿大、荷兰、英国、澳大利亚等26个国家，共有员工19,000人，年销售收入超过30亿欧元。



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CCH公司1913年诞生于美国，公司业务的肇始更可以上溯到1892年。从那时起，CCH就在准确、权威地整理和出版税法方面奠定了良好基础，此后，公司又逐渐将出版范围扩展至会计、商业、法律、人力资源等领域。百多年来，业界人士一致认同：CCH产品是确保与日新月异商业实践同步的“必不可少的工具”。

CCH的产品包括书籍、活页、电子产品和网络等多样化形式，长期以来，其优质、可靠、及时和方便查阅的特点在全球专业领域享有很高的声誉。



## CCH 中国

1985年起，CCH公司就涉足于中国对外商业法规的整理、翻译和出版业务，聘请熟悉中外法律的专家，经年累月，不辍耕耘，逐渐形成了独有的、包括十余种产品的中国法律信息体系。其定期更新和中英文对照的特色为海内外投资人、外商投资企业、外国驻华机构和各类专业公司在华开展业务、获取法律信息提供了可靠的保障。



为更好地服务于在华客户，也为更好地理解本地专业人士的需求，CCH于2000年1月在中国设立了分支机构。本着“为专业人士创造价值”的理念，我们开发了针对本地市场的产品，为本地用户提供了便利的服务。目前CCH中国产品的客户既有诸如通用电气、朗讯、西门子等大型跨国企业，也有国际知名的律师、会计师事务所和专业公司，以及众多大学和研究机构。我们感到自豪的是，通过我们的不懈努力，满足了更多用户对专业信息的迫切需求。



Nowadays, China is a land full of hope. China's entry into the World Trade Organization is creating greater business opportunities in China. CCH plans to seize on this great opportunity to develop more products that meet clients' needs better, and we plan to offer the best-quality products and excellent business services and legal information, in Chinese, to the market. We believe we can help you improve your knowledge base, business efficiency and achieve greater success.

## Outlook

## Products & Services

### Tax & Accounting

CCH's tax and accounting services include reporting about legislation, writing commentaries, reporting on cases and the best tax practices, accounting and auditing standards and principles.

Our renowned tax and accounting services include the CCH Master Tax Series, which covers the complex tax laws and practices in China, Hong Kong, Singapore, Malaysia and Japan. These are indispensable guides for tax specialists, financial controllers, accountants, auditors and students.

### Human Resources

CCH's comprehensive Human Resources and Employment Law series prepares and guides you through the complexities of workplace practices and procedures, and provides you with up-to-date developments in the HR field.

In addition to the print and online versions of our Human Resources range, we have software-workflow tools that have aided thousands of HR professionals as they have reduced time spent on administrative tasks. These tools have also helped our clients enhance productivity in their day-to-day tasks. Such solutions can be easily customized to suit the needs of local and regional HR professionals.

### Law

CCH's Law library provides information about business regulations and practical advice on conducting business in local and international regimes. This series contains commentaries and legislation - including the Company Law, General Reference, Insurance Law and Employment Law.

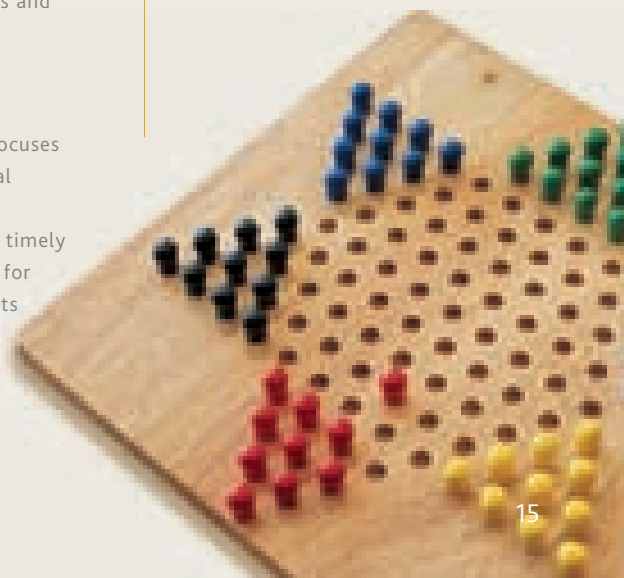
These resources are essential for practitioners, legal business consultants and in-house advisers who must advise their clients in related matters.

### CCH Executive Events

CCH Executive Events is the seminar and conference arm of CCH Asia. It focuses on issues within the Tax, Accounting, Business, Human Resources and Legal groups.

These events provide our delegates with business-critical information and timely insight and analyses from expert presenters. Our events are opportunities for delegates to engage in discussions, which allow them to examine the tenets of the ideas presented, and to share their experiences with others.

CCH's events are organized by academics and practitioners from the relevant sectors, who provide participants with a well-balanced blend of theory and practical applications.



## 展望

今天的中国是一个希望之地，加入WTO给企业带来了更多的商机。CCH愿意与时俱进，开发更多适应用户需要的产品，把我们卓越的品质和优良的服务带到中国，让您享受到一流的商业和法律资讯服务。我们相信，我们的产品和服务一定能给您带来知识资本和工作效率的双重提升，使您的事业蒸蒸日上。

## 产品与服务

### 财会及税务

CCH财税产品包括税法汇编、评论、案例以及税务、会计和审计准则等实践参考信息。

CCH财税方面的主要系列产品: CCH Master Tax Series, 其包含了中国大陆、香港、新加坡、马来西亚及日本等国纷繁复杂的税务法则和实用的操作方法，是会计、审计、税务工作者及财经院校学生必不可少的“参考之源”。

### 人力资源

CCH人力资源和雇佣法系列产品让读者优先掌握亚洲各国劳动法规和人力资源管理最新动态和政策，并就企业和职工在日常操作中所遇到的各种实际问题提供解决良策。

CCH的产品除了印刷和网络形式外，我们还为人力资源专业人士开发制作了各种人力资源实用软件，帮助他们节省时间、提高工作效率。

### 法律法规

CCH法律法规系列提供了丰富的本地和国际商业法规信息以及法律实务操作指南。这一系列涵盖了公司法、一般参考资料、保险法、雇佣法等诸多领域，由评论、法规构成的有机的参考体系。

律师、法务咨询人士和公司法律顾问都认为CCH产品是他们为客户提供法律意见时十分必要的信息来源。

### 专业会议服务

CCH Executive Events是专门组织和举办财税、商业、法律和人力资源领域讲座及培训的会议机构，为来自国内外的专业人士了解、学习最新政策法规，交流与分享业界的种种经验提供平台。

