

China is a growth market and everyone knows it. Increasingly, our international clients want to expand their local presence through building and acquiring plants or other projects. They indicated that they could do with more local assistance and we listened. In May, we opened our first office in China.



## New Office in Shanghai

The office is headed by our trusted colleagues Theo Tombeur from Belgium and Thomas Kustusch from Germany. They had not met before, but both responded when the new positions were announced. That's how the two became a team. Theo will ensure that matters run smoothly: "My tasks includes managing the office, set out the strategies, monitor projects and liaise with our clients." The Belgian moved straight to Shanghai after five years in Romania. There, he turned a small office into a well-oiled machine providing a wide range of services for water, construction and infrastructure projects. Thomas, the other Arcadian, will be primarily dedicated to actual project implementation. He is a lead auditor in our international Mergers and Acquisitions team, a service which is in brisk demand in China.

### SUPPORTING LARGE MULTINATIONALS

The new office aims at supporting multinational clients. When a corporation from Europe or the United States wants to develop a project in South East Asia, it can contact the Shanghai office. A team can then be formed, which includes our own as well as local expertise. To acquire permits or local design approvals, it is essential to involve the right third parties. Theo explains: "You can shorten project cycle times when you work with trustworthy and professional local partners – making sure we include them on our teams is part of our mission here." In the area of the environment, the Chinese market has a long way to go. "The legislation," says Thomas, "is devised by highly educated scientists and caters for the future. Sometimes that

means that the local technology is not ready yet."

### SHANGHAI, A WESTERN CITY

Everything moves very fast in China, though. "Shanghai is a western metropolis – not the rural China where a peasant may still be pulling his own plough – in which construction and other work go on around the clock," Thomas emphasizes. "I expect that it will take considerably less than a decade to have up-to-date soil remediation legislation completely operational".

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Thomas Kustusch, has excellent roots in the multinational-client network as well as a great deal of experience with providing environmental services. Thomas' wife, together with Valerie their nine-month-old baby girl, will join him in September.

Theo Tombeur worked in Romania for five years, where he turned a small office into large, well-oiled machine. His offspring are studying at university and will remain in Belgium, an arrangement that has already proven to work wonderfully well in the past five years – thanks to his wife and children.

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