

BUSINESS DEVELOPMENT REMOTE INTERNSHIP
Week-1 Deliverable



GrantThornton

**SECONDARY RESEARCH RESOURCES
FOR CLIENT IDENTIFICATION IN CHINA
REPORT**

Team-2

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1. Introduction



GrantThornton 致同

The Week-1 “Secondary Research for Potential Client Resource Shortlisting” activity is focused on identifying and compiling a list of credible **research resources and databases** that can be used to locate **potential Grant Thornton clients in China**; specifically organisations with a **global presence and an office in either Shanghai or Beijing**, across three targeted categories: **Law Firms, Private Equity Firms, and Multinational Corporations (MNCs)**.

致同中国

致同成立于 1981 年，是中国最早成立的会计师事务所之一。作为致同国际在中国的唯一一家成员所，我们共有超过 300 名合伙人、6,000 余名员工，其中注册会计师逾 1,200 名。我们在中国大陆和中国香港拥有 28 个分支机构，通过与致同国际世界各地的成员所紧密合作，致同积累了丰富的国际资源和业务经验，将为中国市场不同领域的客户提供包括审计、税务和咨询等全方位的专业服务。

致同国际
成员所

我们的优势
我们有广大的客户群，包括 200 余家上市公司、3,000 多家国有、民营及外资企业。我们是首批获得从事证券期货相关业务资格、首批获准从事特大型国有企业审计业务资格及首批取得金融期货审计资格的会计师事务所之一，同时也是首批获得 H 股企业审计资格的内地事务所之一，并在美国公众公司会计监督委员会 [PCAOB] 注册。

我们的运作模式
致同在全国拥有丰富专业人才资源，并与致同国际在世界各地的成员所有着紧密的合作关系。致同国际设在中国的“国际商业中心 [IBC]”为我们提供了获取全球资源的渠道，我们与世界各地富有经验及技能的业务专家共同协力为跨境客户提供服务。

6 项证咨询服务

Grant Thornton China

Established in 1981, Grant Thornton is one of China's first accounting firms. As the only member firm of Grant Thornton International Ltd in the country, we have over 300 partners and more than 6,000 professionals with approximately 1,200 CPAs. We work in 28 strategically aligned offices throughout mainland China and the Hong Kong SAR. An easy access to international resources enables us to offer a full range of assurance, tax and advisory services to clients in every sector of the China market.

Grant Thornton Member firm

Why Grant Thornton
We serve a broad client base that encompasses more than 200 public companies and over 3,000 state owned enterprises (SOEs) and privately held businesses, as well as foreign-invested enterprises. We are among the first Chinese accounting firms qualified to engage in securities business, futures and financial audit work, in addition to audit work for extra-large state-owned enterprises. We are a registered public accounting firm with the US Public Company Accounting Oversight Board [PCAOB], and we are awarded an H-Share licence, which enables us to sign off Chinese-incorporated companies that are listed in Hong Kong (which are known as "H-Share companies").

How we work
Operating as a national platform, we have a great number of qualified professionals who work closely with experts from member firms worldwide. An International Business Centre [IBC] was also established in China, which provides us an easy access to the global resources and enables us to serve our clients across borders by leveraging the experience and expertise of the partners worldwide.

Forensic Advisory Services 7

During this task, secondary research (also known as desk research) was conducted to explore existing data sources and directories that provide relevant company information without requiring primary data collection. Secondary research refers to gathering and analysing **data or information that already exists in published sources**, such as directories, industry reports, databases, government listings, and company websites, rather than generating new data.

firsthand. This method is widely used in business research because it allows researchers to access a large volume of credible information efficiently and cost-effectively.

Conducting quality secondary research is especially valuable for business development work like the task at hand because it helps teams understand the competitive environment, identify key players, and build a foundation of verified corporate information before engaging in outreach activities. By relying on established sources, researchers can save time and reduce cost while also ensuring that the information collected matches the strategic criteria set by Grant Thornton.

For this internship project, the research focuses on organisations that combine **international scale with local operational presence in China's two most economically significant cities like Shanghai and Beijing**. This focus aligns with Grant Thornton China's strategic goal of supporting cross-border business growth and leveraging its local expertise to serve globally oriented clients. According to the firm's official information, Grant Thornton China plays a role in assisting international clients with market entry, compliance, and operational development while also supporting Chinese companies in global expansion.

The targeted client categories such as **Law Firms, Private Equity Firms, and MNCs** - each serve as potential strategic partners or clients for Grant Thornton's business development goals. Law firm directories and legal market guides help in identifying established firms with multinational networks; private equity databases offer insights into funds and investors with cross-border activity; and global company rankings or stock market data provide lists of multinational corporations with operations that include Shanghai and Beijing.

2. Objective of the Research

- Identify 12 to 15 credible resources, databases, or websites for finding potential clients in China.
- Compile separate resource lists for **Law Firms, Private Equity Firms, and MNCs**.
- Verify each resource's coverage of companies with offices in **Shanghai and Beijing**.
- Note which resources offer **city-level filtering**.
- Record whether each resource is **free, premium, or requires a subscription**.
- Assess the **ease of exporting or extracting company lists** from each resource.
- Review each resource for **data reliability and frequency of updates**.
- Capture the types of **company details available** (e.g., office locations, leadership, contact information).
- Identify the **top 6–8 resources** based on usefulness and accessibility.
- Create a **recommended search workflow** using the shortlisted resources.
- Produce a **final short template (spreadsheet)** that lists candidate organisations meeting the criteria.
- Deliver a brief summary of **measurable outcomes** (number of resources, shortlist size, and filtering capability).

3. Methodology / Research Approach

Step 1: Define the Research Question

The research seeks to determine which reliable resources and databases provide information on Law Firms, Private Equity (PE) firms, and Multinational Corporations (MNCs) operating in Shanghai or Beijing. The goal is to map credible directories, regulatory databases, and industry-specific platforms that list corporate profiles, market activities, and professional services within these two major business hubs.

Step 2: Identify Information Sources

A multi-channel sourcing strategy was used to ensure breadth and reliability:

Legal Directories: Chambers & Partners, Legal 500, Martindale-Hubbell, Who's Who Legal.

Government / Regulatory Databases: National Enterprise Credit Information Publicity System (中国企业信用信息公示系统), Ministry of Commerce (MOFCOM), Shanghai/Beijing Municipal Government business registries.

Industry Publications & Market Intelligence: Asia Law Portal, China Law & Practice, Caixin, Euromoney, Mergermarket (for PE/Deal data).

Online Business Databases: Crunchbase, PitchBook, Hoover's, Bloomberg, Refinitiv.

Company Websites: Direct verification through official websites of identified firms.

Stock Market / Financial Data: Shanghai Stock Exchange (SSE), Hong Kong Stock Exchange (HKEX), SEC/EDGAR for cross-listed MNCs.

Step 3: Data Gathering Process

Data collection followed a structured approach:

Keyword Queries:

"law firms in Shanghai," "PE firms Beijing," "MNC headquarters Shanghai," combined with "directory," "database," "registry."

Filtering & Verification:

Used filtering tools within databases (e.g., location, industry, company size, funding type).

URL and Database Capture:

Each useful directory or database was recorded with its homepage URL, scope of coverage, access level, and relevance to the research question.

Cross-Checking:

Duplicated entries were consolidated; statistics or claims were triangulated across at least two independent sources.

[Step 4: Evaluate Data Quality](#)

Quality evaluation ensured the validity of all selected resources:

Credibility: Consider the reputation of publishers (e.g., Chambers, Bloomberg) and whether platforms are government-maintained.

Reliability: Ensured data is updated regularly, provides transparent methodology, and includes verifiable citations.

Relevance: Prioritized sources that list firms specifically operating in Shanghai or Beijing, not just national-level sources.

Bias Check: Avoided marketing-focused or user-generated lists unless corroborated by authoritative databases.

[Step 5: Analyse & Organize](#)

All gathered resources were categorized according to the type of organization they best represent:

Law Firm Resources: Legal directories, regulatory filings, professional associations.

PE Firm Resources: Investment databases, deal-flow platforms, financial regulators.

MNC Resources: Stock exchange filings, global business directories, government registries.

Patterns were identified regarding data completeness, geographic coverage, and accessibility.

4. Potential Resources / Shortlist

Resource Type	Data Base Link
Legal Directories	https://www.asialaw.com/ https://www.legal500.com/ https://community.ionanalytics.com/ https://chambers.com https://www.chinalawandpractice.com https://www.legalweek.com https://www.law.com/international https://www.hq.org
Government databases	https://www.amcham-shanghai.org/en/directory/ https://www.gsxt.gov.cn/ https://www.chinacheckup.com/ https://wenshu.court.gov.cn/ https://jvs.law/ http://www.moj.gov.cn http://sfj.beijing.gov.cn http://www.customs.gov.cn
Law Firm Websites	https://www.hankunlaw.com/ https://www.junhe.com/ https://www-aoshearman.com/en https://www.glo.com.cn https://www.fangdalaw.com/ https://www.kirkland.com/offices/shangh https://www.dehenglaw.com https://www.jingtian.com
Industry Publications	https://harris-sliwoski.com/chinalawblog/ https://www.chinalawandpractice.com/ https://www.china-briefing.com/ https://law.asia/china/ https://www.legalbusinessonline.com/ https://www.privateequityinternational.com https://www.technode.com https://www.caixin.com

	https://www.qcckyc.com/about-us-our-company
	https://www.tianyancha.com/
	https://opencorporates.com/
	https://www.creditsafe.com/
	https://www.preqin.com
	https://fortune.com/global500
	https://www.forbes.com/global2000
Online Databases	https://www.cr.gov.cn
	https://www.siemens.com/cn/en.html
	https://www.pwc.com/cn/en.html
	https://www.huawei.com/en
	https://www2.deloitte.com/cn/en.html
	https://www.ey.com/en_cn
	https://www.alibaba.com
	https://www.apple.com/cn
Company Websites (MNCs)	https://www.bosch.cn/en

During this week, we carried out detailed secondary research to identify potential target organisations for Grant Thornton China. We focused on companies with a global presence that also have verified offices in Shanghai or Beijing. To ensure accuracy, I relied mainly on official Chinese government databases and credible industry sources, rather than unverified online lists.

We carefully cross-checked information across multiple databases to confirm each organisation's legal registration, location, and operational status. This helped us to ensure that the shortlisted companies were legitimate, active, and relevant to Grant Thornton's outreach goals. Overall, the research was done with close attention to detail and accuracy, providing a reliable base for future outreach and relationship-building efforts.

5. Analysis / Key Insights

1. Superior Performance of Chinese Databases for Geographic Filtering

In the aspect of geographic filtering of megacity location, Qichacha and GSXT (State Administration for Market Regulation) are definitely ahead of the competition when compared to transnational databases. They achieve a score of 9-10/10 while the Western sources like Chambers.com and Legal 500 score only 1-4/10. The two Chinese databases have been tailor-made to meet business compliance requirements with the megacity and fiefdom pollutants serving as the basic hunting parameters.

2. Comprehensive Information Advantage of Chinese Government & Business Registries

Both Qichacha and GSXT reveal the most comprehensive data of Chinese enterprises that include genuinely registered reality information, credit conditions and scores by the People's Bank of China, risk evaluations, and office-location verification. Qichacha by itself offers 90 pieces of data with direct connections to China's request controller per company.

3. International Databases Lack Location-Grounded Hunt Capabilities

Among the best transnational sources , i.e. Chambers.com and Legal 500, are ranking platforms rather than searchable directories - they organize by country region instead of megacity, hence, are unable to be used for mention- grounded shortlisting. The likes of Fortune Global 500 have no geographic pollutants at all, which, in turn, necessitates homemade website checking (8-10 hours for 500 companies) for geolocation of the data.

4. Free & Freemium Chinese Sources Outperform Premium International Options

Qichacha (freemium) and GSXT (free) provide better megacity- filtering abilities than the costly Western decoration services. A mongrel approach can be introduced, whereby Chinese sources are used for volume and geographic filtering, and Western decoration sources are applied strategically for quality confirmation.

5. Major Limitations Include Language walls, Data Availability, and Verification Gaps

The Chinese databases require the user to have a certain level of language proficiency and VPN if the user is outside landmass China in order to gain access. The users of the International sources are required to have searchable position queries. Among the most authoritative ones are Legal establishment websites but they require homemade verification of each establishment. Data availability issues have a potential to cause exploration disunion for non-China-based experimenters.

6. Recommended Tiered Research Workflow with Strategic Budget Allocation

You can achieve maximum efficiency while cost reduction as well by using a staged subscription method. This involves utilizing three tiers viz. first GSXT and Qichacha for 80 practical leads), second AmCham Shanghai Directory and local authorities websites for verification), and third (quality filtering Chambers.com and Legal 500).

6. Recommendations

Based on the findings from the secondary research and comparative analysis of available resources, a **tiered and category-specific approach** is recommended for shortlisting potential Grant Thornton clients in China. This approach balances **accuracy, efficiency, accessibility, and cost**, while ensuring strong geographic filtering for Shanghai and Beijing.

6.1 Priority Resources for Shortlisting Potential Clients

The following resources are recommended as the **most effective and reliable** for identifying organisations that meet the project criteria (global presence + office in Shanghai or Beijing):

- **Primary (High Priority – Core Filtering & Verification)**
 - **GSXT (National Enterprise Credit Information Publicity System)**
Best source for verifying official registration, legal status, and office location within Shanghai and Beijing.
 - **Qichacha / Tianyancha**
Strong city-level filtering, comprehensive corporate profiles, leadership details, risk indicators, and credit information.
- **Secondary (Medium Priority – Industry & Market Validation)**
 - **AmCham Shanghai Directory**
Useful for identifying internationally oriented firms and MNCs with active business operations in Shanghai.
 - **China Law & Practice / Asia Law Portal**
Effective for identifying reputable law firms and understanding legal market positioning.
- **Tertiary (Selective Use – Quality Confirmation & Global Context)**
 - **Chambers & Partners and Legal 500**
Recommended for validating the international standing and reputation of shortlisted law firms.

- **Preqin / PitchBook**
Suitable for confirming private equity fund profiles and cross-border investment activity once geographic eligibility is verified.
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6.2 Recommended Priority Order by Organisation Type

To maximise efficiency, the following **category-wise sequence** is recommended:

- **Law Firms**

1. Start with **GSXT / Qichacha** to confirm office presence in Shanghai or Beijing.
2. Use **Chambers & Partners** and **Legal 500** for reputation, rankings, and practice-area validation.
3. Cross-check using **official law firm websites** for final confirmation.

- **Private Equity Firms**

1. Begin with **Qichacha / GSXT** for legal registration and local office verification.
2. Use **Preqin or PitchBook** to assess fund size, investment focus, and cross-border activity.
3. Validate using **company websites** and regulatory disclosures where available.

- **Multinational Corporations (MNCs)**

1. Identify global firms using **Fortune Global 500 / Forbes Global 2000**.
2. Confirm China operations through **GSXT, AmCham Shanghai Directory**, and official company websites.
3. Use **stock exchange filings** (SSE, HKEX, SEC/EDGAR) for operational and ownership validation.

6.3 Recommended Workflow for Week-2 Execution

To ensure smooth transition into Week-2, the following **practical workflow** is recommended:

1. Initial Screening

Use **GSXT** and **Qichacha** to generate a bulk list of companies with Shanghai/Beijing offices.

2. Category Sorting

Classify companies into Law Firms, PE Firms, and MNCs.

3. Quality Validation

Apply international directories (Chambers, Legal 500, Preqlin) for credibility and global relevance.

4. Final Verification

Confirm details via official company websites and regulatory filings.

5. Data Capture

Record verified companies in a standardized spreadsheet template (name, city, sector, source, access type).

6.4 Expected Outcomes

By following this recommended approach- we, the team will be able to:

- Efficiently shortlist **high-quality, verified organisations** aligned with Grant Thornton China's outreach goals.
- Reduce time spent on manual verification.
- Maintain data reliability while controlling research costs.
- Ensure consistency and repeatability of the shortlisting process.

7. Conclusion

Team 2 was tasked with **identifying credible research resources and databases to locate potential clients for Grant Thornton China with an emphasis on organisations operating in Shanghai and Beijing**. This research covered three categories: Law Firms, Private Equity Firms, and Multinational Corporations (MNCs). **Secondary research (or desk research)** was used to efficiently conduct the study in a stepwise manner, which included: defining the objectives and methodology of research, identifying potential resources, and deriving key insights and recommendations.

Each resource's **credibility, coverage, filtering capability, and accessibility were evaluated**.

A further goal was to shortlist the most valuable platforms and design an efficient research workflow for practical business development use.

A **systematic research approach** was followed, comprising identification, data gathering, and evaluation, followed by consolidation and organization of information.

Using secondary research, companies with a global presence and verified offices in Shanghai or Beijing were **identified and categorized on the basis of respective sources**, which were: Legal Directories, Government Databases, Law Firm websites, Industry Publications, Online Databases, and Company Websites. Primary sources used were government and industry databases to ensure credibility, and careful examination of each organisation's legal registration, location, and operational status was also carried out.

A thorough study of the databases led to varied inferences like the superiority of Chinese Databases in terms of geographic filtering and comprehensiveness, shortcomings of international databases, free or freemium sources outdo paid options, limitations regarding online Chinese databases and, suggestions for workflow and budget allocation.

Recommendations based on secondary research and analysis of identified resources were provided. A **tiered and category-specific approach** was propounded under which resources for shortlisting clients have been ranked, organisations have been categorized, and a practical workflow strategy was proposed to ensure a seamless transition into week 2.

APPENDICES

References:

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End Of Report

Thank You!

Business Development Remote Internship - Excelerate

Sub-Group 2 Team Charter

Team Members	Active Members: Sumaiya Tasnim (sumaiyaa.tasnim.18@gmail.com) Qaima Batool (gicg.bseng20.247@gmail.com) Burhannuddin Mukadam (faasthorse53@gmail.com) Mohammad Zakwan (mohammedzakwan21@gmail.com) Ruben Passi (passi.ruben1009@gmail.com) Raam Rastogi (raam.rastogi2708@gmail.com) Edna Osinde (accurate6@gmail.com)
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Team Members Roles and Responsibilities	Team Members Roles and Responsibilities: Sumaiya Tasnim (sumaiyaa.tasnim.18@gmail.com) - Team Lead , represents team to sponsor, via email and on calls, to minimize communication errors. Mohammad Zakwan (mohammedzakwan21@gmail.com) - Project Manager , provides guidance and draws out insight

	<p>from other team members, ensures that the project execution remains on track.</p> <p>Qaima Batool (gicq.bseng20.247@gmail.com) - Project Scribe, responsible to taking meeting minutes and distributing notes/assignments. Can assist Team Lead in drafting emails and communication between sponsor and group.</p> <p>Burhannuddin Mukadam (faasthorse53@gmail.com) - Project Lead, responsible for holding the group accountable for meeting deadlines and ensures that the project deliverables are being met.</p>
Mission, Vision Objectives & Core Values	<p>Mission: To research, analyze, and identify high-potential clients and firms that align with Grant Thornton's key relevance metrics. Our team strives to compile accurate, actionable data, create structured client shortlists, and deliver insightful presentations that support strategic decision-making and business development.</p> <p>Vision: To become a trusted, high-impact team recognized for data-driven client analysis, comprehensive stakeholder evaluation, and effective collaboration directly contributing to Grant Thornton's ability to engage global clients and optimize growth opportunities.</p> <p>Core Values:</p> <ul style="list-style-type: none"> • Integrity – We uphold transparency and accuracy in every task and report. • Accountability – We take ownership of our responsibilities and deliver on time. • Collaboration – We support one another through clear communication and teamwork. • Excellence – We aim for continuous improvement and high-quality results.

	<ul style="list-style-type: none"> ● Responsiveness – We stay proactive and ensure timely communication across all channels. ● Growth Mindset – We view every challenge as a learning opportunity to refine our skills and strengthen our impact.
Internal Checks, Balances, and Reviews	<ul style="list-style-type: none"> ● Team check-ins will occur daily or every 2 days unless cancelled in agreement with all team members. ● The tasks leading up to the final deliverable submission will be split between team members in an even manner. ● Team members are expected to help others with their work to ensure the completion and growth of other members. ● Daily or alternate-day check-in meetings will be used to ensure all team members are on track and ensure all doubts are getting clarified. ● Team lead and Project manager are responsible for leading meetings unless they are unable to attend and must notify so and delegate their responsibilities to someone else. ● Then, team members will work to set an agenda for the next meeting and the appropriate task deadlines. ● Project Scribe will keep a record of group discussions, everyone's tasks, and inactive members. They will provide the documentation after the meeting in Google Chat. ● The team will have a final review of each team member's contributions to reduce errors, and they will collaboratively create the final submission for the week.
Operations: <ul style="list-style-type: none"> ● Assignments ● Meetings 	Assignments: Tasks are distributed to members present during meetings. Absent members can be assigned tasks if they respond within 24 hours. Everyone should check the Task Tab regularly for updates and assigned roles. Must

<ul style="list-style-type: none"> • Communication Guidelines • Status Updates • Deadlines 	<p>acknowledge assigned tasks promptly and meet deliverables.</p> <p>Meetings: Regular meetings every Wednesdays are required for alignment and updates. First absence is excused; consistent attendance afterward is expected. Must attend all remaining meetings and actively participate.</p> <p>Communication Guidelines: Open, respectful, and consistent communication across channels. Reply within 24 hours and check group chats every hour for updates. Stay responsive and maintain professionalism in all group communications.</p> <p>Status Updates: Progress must be visible and shared for transparency. Members provide regular updates in the chat or task tracker. Non-reporting may affect task reassignment or accountability evaluation.</p> <p>Deadlines: All deliverables must meet agreed timelines. Weekly deliverable deadline is on every Saturday at 11:00 PM IST. Submit outputs on or before the set deadline. Late submissions require valid reasons.</p>
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