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ADP Milestones

- **1949** – Henry Taub began Automatic Payrolls, Inc. with one client;
- **1952** – Henry's brother, Joe Taub, joined Henry's firm. The company had 12 clients and revenues of \$35,000;
- **1954** – Frank R. Lautenberg became the company's first full-time salesperson;
- **1958** – Automatic Payrolls became Automatic Data Processing, Inc. – ADP;
- **1961** – ADP went public; founder Henry Taub became ADP's first Chief Executive Officer (CEO);
- **1967** – Annual revenues reached \$9 million;
- **1972** – ADP began providing recordkeeping services to auto retailers;
- **1974** – Revenues exceeded \$100 million; ADP expanded into Europe;
- **1976** – Payroll processing began in Brazil;
- **1979** – ADP entered the payroll services market in Canada;
- **1981** – Revenues topped \$500 million;
- **1983** – ADP moved into its new world headquarters in Roseland, New Jersey;
- **1985** – Revenues topped \$1 billion;
- **1990** – ADP had more than 200,000 clients
- **1999** – Revenues topped \$5 billion;
- **2001** – ADP entered the payroll services market in Australia;
- **2002** – More than 500,000 clients used ADP; revenues reached \$7 billion;
- **2006** – ADP entered China with services for employers and vehicle retailers;
- **2007** – ADP was awarded "Outsourcing Firm of the Year" by ChinaStaff, featuring GlobalView®, a global HRO solution for multinational companies.
- **2008** – ADP was honored by local Chinese Government to be one of "Shanghai Key Service Outsourcing Enterprises"
- **2009** – ADP successfully acquired China Link and launched its localized HRO service.

Our Story

More than 60 years ago, most companies around the world processed payroll and payment recordkeeping on their own. In 1949, Henry Taub, the founder of ADP, successfully delivered his initial payroll preparation service to businesses in northern New Jersey, which forever changed the prevailing business culture and has been proven to be one of the most innovative business ideas of the 20th century. This reliable and cost-effective service for employers provided superior value to organizations of all types and also set the stone for the ADP (Automatic Data Processing, Inc.) we see today.

Today, ADP has approximately 585,000 clients worldwide and has become one of the world's largest providers of business outsourcing solutions. It provides payroll and related recordkeeping services to employers of every size, as well as comprehensive dealer management services to vehicle retailers. The Company's two major businesses – Employer Services and Dealer Services – are the leaders in their respective markets.

As one of the most respected companies in the world, ADP has built its reputation on product leadership, world-class client service, innovative ideas, and sound business practices. Additionally, ADP has the distinction of being one of only a handful of U.S. industrial firms rated triple-A by Moody's and Standard & Poor's.

China is one of the key strategic markets for ADP. Since establishing its Chinese operations in both Shanghai and Beijing in 2006, ADP has enjoyed rapid growth in both Employer Services and Dealer Services. Today many dedicated ADP associates work together in China to provide the innovative business solutions to our clients while delivering the world class services that ADP has become known for.



Services and Solutions

Employer Services

Employer Services is ADP's oldest and largest operating unit that offer a comprehensive suite of payroll-related and human resources services for organizations of different sizes and in different industries, thus allowing our clients to focus on their core competencies:

- ❑ We provide the widest range of HR, payroll, payroll tax filing, and benefits administration solutions from a single source;
- ❑ We served over **560,000** employers worldwide;
- ❑ We paid nearly **33** million workers in over **30** countries, including 1-in-6 U.S. employees in the private sector;
- ❑ We provided over **50** million workers with one or more of our services;
- ❑ We moved over **1** trillion dollars in client payroll taxes, direct deposits, and related funds in the United States and Canada.

Employer Services in China:

GlobalView® is a leading globally integrated HR business process outsourcing service that enables multinational companies to effectively manage their payroll and HR worldwide from a single source:

- ❑ Leverage the SAP® ERP Human Capital Management solution ;
- ❑ Scalable and compliant multilingual, multicurrency solution on a single, shared platform worldwide ;
- ❑ Hosted by ADP and supported by ADP's payroll and HR experts from strategic, local service centers.

Payroll Services is a flexible and professional HR outsourcing solution that addresses core payroll-related needs of the China market:

- ❑ Ensure compliance with local laws and regulations;
- ❑ Supported by ADP's payroll and HR experts from strategic, local service centers;
- ❑ Scalable solutions to support your expansion and development in China.

Dispatching Services is a comprehensive and easy-to-use HR outsourcing solution that enables enterprises to enjoy risk-free and flexible employment in China:

- ❑ Widespread service network that covers all major commercial cities in China
- ❑ Hosted by ADP to minimize the employment risks ;
- ❑ Managed through proprietary Dispatching Management System

Dealer Services

Dealer Services is another major operating unit of ADP that provides computing solutions and integrated applications that help vehicle dealers and manufacturers utilize technology to increase efficiency throughout every area of the dealership:

- ❑ We are the largest global provider of integrated Dealer Management Systems (DMS) and business solutions for vehicle dealers and manufacturers;
- ❑ We served nearly **27,000** auto, truck, motorcycle, and marine recreational clients in over **90** countries;
- ❑ We served **7** of the **10** largest North American auto consolidators as their exclusive, single-source DMS provider, and are the DMS provider of choice for more than half of the top **25** dealer groups in Europe.

Dealer Services in China:

Autoline® is a leading global dealer management system that supports sales, after-sales, and the accounting processes of vehicle retailer.

- ❑ With a 25-year-long history in R&D and served nearly 3,000 clients worldwide;
- ❑ Serve single-site dealers as well as multi-franchise, multi-location dealer groups ;
- ❑ Support basic as well as more sophisticated installations with complex networks ;
- ❑ Link dealers with manufacturers and importers for parts, warranties, service, and finance.



Our Value & Commitment

Since 1949, ADP has dedicated to offering superior value to our clients by making available a broad range of premier, mission-critical, cost-effective transaction processing and information-based business solutions in selected markets on a global basis. An enterprise-wide commitment to "product leadership", "world-class service" and "employer of choice" is woven deep into the fabric of ADP's business culture.

- ❑ **Product Leadership:** We deliver the best solutions to all of our markets ahead of the competition on a consistent basis. Continual, high quality, and rapid development of new products, services, and internal systems is central to maintaining and enhancing our competitiveness.
- ❑ **World-class Service:** We are dedicated to providing World-class Service and are constantly improving our performance for our clients to best address their increasingly diversified needs and exceed their greater expectations.
- ❑ **Employer of Choice:** ADP's continued success depends on our ability to attract, motivate, empower, and retain exceptionally talented individuals that reflect the diverse business environments we serve. We want to attract and retain associates who have skills, shared beliefs, and dedication to service excellence that can help us compete in both the local and global business environment.

World-class service is an ongoing journey towards service excellence, challenging us to meet and exceed the expectations of an ever-more-competitive marketplace.

Our Commitment:

- ❑ Every ADP solution shares the strategic purpose of helping our clients – employers and vehicle retailers alike – cost-effectively improve their business performance.
- ❑ In every market we serve, ADP provides world class service levels that exceed our clients' requirements and expectations with solutions that enable them to succeed in their businesses.
- ❑ Our commitment to world class service runs through the entire service process, from initial contact with prospect to the overall client satisfaction.
- ❑ Each client and prospect counts; each person counts; each deed counts; and each contact between a client or a prospect and an associate counts.

Our Strengths

ADP has grown from being a small provider of manual payroll services into a company that enables its clients to improve their performance with integrated business solutions. For 6 decades, we have been dedicated to building our diverse strengths along with an earnest and down-to-earth attitude.

At ADP, We have a number of strengths which we capitalize on and leverage to aid our growth, including:

- ❑ Being in transaction processing and information-based business solutions businesses;
- ❑ A leading market-share position in each of our core businesses;
- ❑ A powerful financial position from which to compete;
- ❑ Solid, time-tested "Operating Principles";
- ❑ A strong client service orientation;
- ❑ Consistent dedication to maintaining the highest level of integrity;
- ❑ Robust, powerful and well-controlled operations, production, and communications capabilities;
- ❑ A strong commitment to world class service, being an employer of choice, and product leadership;
- ❑ A clearly articulated corporate philosophy and set of core values;
- ❑ A global team of excellent and dedicated associates

In China, ADP will continue to lead the industry with great initiatives and consistence. We are "The Business Behind Business®".

