

We advise and represent companies that source in China, or sell in the Chinese market. Main areas of practice include domestic and international business transactions, distribution and licensing agreements, agency, franchising, financing, debt recovery, and commercial disputes.

- **Import & Export:** International companies that trade with Chinese counterparts must have a good contract. To ensure that this contract can be enforced against assets in China, it should be governed by Chinese law or international arbitration. We make sure that your interests in China are fully protected, and that the English and Chinese versions are identical.
- **Negotiations:** Local negotiation practices are strongly influenced by Chinese culture. Our European professionals have spent many years in China and speak fluent Chinese. They frequently accompany foreign managers in business meetings, and have broad experience to represent international companies in reaching optimal deals with their Chinese counterparts.
- **Distribution:** Various models are available to international companies that sell into the Chinese market. We can advise you on the comparative benefits of distribution, licensing, franchising and agency models, and the advantages of and conditions to establishing a trading company in Mainland China or in Hong Kong.
- **Contract Management:** Multinationals frequently sign large contracts with Chinese counterparts, but fail to supervise implementation until it is too late and damages are irreparable. We assist companies to supervise the performance of contractual obligations, and initiate the immediate negotiation of corrections or remedies in case of non-performance or breach.
- **Exclusivity:** When sourcing from China, it is important to ensure that the same goods are not sold to competitors, and that your designs, moulds / toolings or trademarks are not used in production for third parties. Strong non-competition and exclusivity clauses with liquidated damages, drafted under Chinese law, will help to prevent business partners from engaging competitors.
- **Avoiding & Resolving Disputes:** Conflict in business is common in China. We provide tailor-made solutions to minimize the impact of disputes, and assist in negotiations before arguments escalate. If a settlement cannot be reached, we can assist you by sending a demand letter to pressure the Chinese company to settle, or represent you in before a Chinese court or in arbitration.