



The “Crouching Tiger” Enters Western Markets:

Do’s and Don’ts in multinational transactions from China to US and Europe

24 -25 October 2008, Shanghai

For many years a steady flow of non-Chinese companies has entered the Chinese market, with varying degrees of success.

But with the growth of the Chinese economy, Chinese companies have become increasingly interested in investing abroad. More than half of the companies participating in a major recent survey stated that they expected a significant increase in foreign investment during the coming two years. Although South-East Asia is still an important destination for outward investments, other markets, such as Australia, Canada, the US and Europe, are attracting even larger interest.

The seminar will explore a number of issues facing Chinese companies entering the European and US markets and will at the same time provide an invaluable insight for European and US practicing lawyers into understanding topics relevant to Chinese lawyers and their clients.

What better place than Shanghai to deal with these hot topics? A melting pot of old tradition and ultra-modern society, Shanghai offers a wealth of sights, sounds and impressions not easily forgotten. Combine the AIJA guided tour of the old city with that most ancient of pastimes – shopping. In true AIJA style, the social program will leave nothing to be desired.

The 2-day seminar will deal with topics such as:

- Expanding Trade: Bringing Chinese Goods to the US and Europe
- Regulatory Hurdles: Distribution models / Customs / Anti Dumping and IP Issues
- Joint Ventures between Chinese Investors and EU/US Companies
- Tax Planning in the US and Europe
- Financing Issues
- When All Goes Wrong: Dispute Resolution
- Personal Life and Employment Issues: The perspective of a Chinese Expat

We look forward to welcoming you to Shanghai on 24 - 25 October 2008.

Organising Committee

Beat Brechbuehl (Switzerland), Stefaan Deckmyn (Belgium), Anders Forkman (Sweden), Michiel Groenland (The Netherlands), Hugues Langlais (Canada), Steven De Schrijver (Belgium), and Olivier Willez (Belgium)

In co-operation with the Shanghai Bar Association

