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Drafting sales contracts when exporting to China

On 26 August, the EU SME Centre (the Centre), EUROCHAMBRES, and our official partner, the Istanbul Chamber of Industry (ICI) with the support of EEN organised an online training workshop aiming at informing European SMEs about how to draft sales contracts when selling into the Chinese market.

The participants were welcomed by Mr. Süleyman KARAKAYA, Foreign Trade and International Markets Specialist at ICI, who welcomed the participants, and Laura Velasco, Partnership Coordinator at the Centre, who presented the project and the services available for European Business Support Organisations and SMEs.

The webinar was lectured by Daniel de Prado, Senior Legal Counsel at HFG Law & Intellectual Property, and gathered around 130 participants from all around Europe. Daniel explained the participants the importance of the pre-contract stage and the verification of the legal status of a company in China before starting any negotiation with a potential partner. He also mentioned essential clauses that should be included in a legal document to make it valid and enforceable in Chinese courts in the event the cooperation goes wrong. Daniel finalised the presentation sharing useful and practical tips with the audience:

1. Everything is possible in China
2. Nothing is easy
3. Patience is the key to success
4. Signing a contract means the beginning of the real negotiation
 5. When you are optimistic, think about point 2
 6. When you are discouraged, think about point 1

The webinar was closed with a comprehensive Q&A session where participants had the chance to ask Daniel questions about the contract drafting procedure, the rule of law and contract enforcement.



About ICI

ICI is one of the world's largest and deep-rooted chambers with over 20 thousand members. ICI's vision is to increase the share of its members in international trade, guiding them through global economic developments, and contributing to the rise of Turkey as a regional power. As an institution dedicated to the future of Turkey, ICI encourages trade development and it strives to develop new overseas markets.

About the EU SME Centre

The EU SME Centre in Beijing provides a comprehensive range of hands-on support services to European small and medium-sized enterprises (SMEs), getting them ready to do business in China. Our team of experts provides advice and support in four areas – business development, law, standards and conformity and human resources. Collaborating with external experts worldwide, the Centre converts valuable knowledge and experience into practical business tools and services easily accessible online. From first-line advice to in-depth technical solutions, we offer services through Knowledge Centre, Advice Centre, Training Centre and SME Advocacy Platform.

The Centre is funded by the European Union and implemented by a consortium of five partners - the China-Italy Chamber of Commerce in China, the China-Britain Business Council, the Danish Chamber of Commerce in China, the EUROCHAMBRES, and the European Union Chamber of Commerce in China.

To learn more about the Centre, visit the website www.eusmecentre.org.cn.

