

Seminar on Risk Management in Business with China

Park Inn by Radisson Meriton Conference & Spa Hotel Tallinn (Toompuiestee 27)
September 14, 2016

Programme

- 8:45-9:00 Registration
- 9:00-9:10 Introduction by Liisi Karindi, Head of Asia Information Centre, EAS (in English)
- 9:10-10:10 **Presentation on intellectual property rights protection strategies for Estonian SMEs in business with China** by Michal Klaczynski, China IPR SME Helpdesk (in English)
- 10:10-10:20 Q&A session
- 10:20-10:50 **Presentation on payment methods (L/C) when exporting to China** by Birgit Hint, Nordea Bank AB (in Estonian)
- 10:50-10:55 Q&A session
- 10:55-11:15 Coffee break & networking
- 11:15-11:45 **Presentation on credit insurance for Estonian exporters** by Mariko Rukholm, KredEx Krediidikindlustus AS (in Estonian)
- 11:45-11:50 Q&A session
- 11:50-12:50 **Presentation on managing contract terms to reduce risk when exporting to China** by Ludmila Hyklova, EU SME Centre (in English)
- 12:50-13:00 Q&A session

In the afternoon, upon registration only:

One-on-one consultations by experts from China IPR SME Helpdesk and EU SME Centre (in English)

Please register for the seminar as well as for the individual consultation session at liisi.karindi@eas.ee until September 5, 2016.

Experts



Michal Klaczynski, Legal Consultant, China IPR SME Helpdesk

Michal Klaczynski has over ten years of experience in both Polish and international practices and now runs his own consulting firm specialising in international transactions and regulatory matters, including assistance in Chinese business and IP related matters. His experience includes assisting companies establishing business in China, advising on foreign direct investment regulations and negotiating joint venture agreements. He also advises on various aspects of Chinese copyright law, trade secrets, trademarks, as well as negotiating licensing, manufacturing and distribution agreements related to operations in China. Michal graduated from Harvard Law School (LL.M.) and Jagiellonian University; Poland. He studied at Sichuan United University (Chengdu, China), and is currently working on his doctoral degree in international law.



Birgit Hint, Head of Trade Finance in Estonia and the Baltics, Nordea Bank AB

Trade Finance unit is assisting exporting and importing customers with payment, financing and risk management services through e.g. guarantees, documentary credits and collections.

Birgit Hint is specialised in helping companies succeed in international trade by using Trade Finance products. She has worked more than 15 years in Trade Finance area and thus has extensive knowledge and experience in that field. By providing her customers with valuable advice and workable solutions she helps them to minimise risk elements of global trade as well as to manage their company's working capital. Birgit has a Bachelor degree in finance management from International University Audentes, Estonia.



Mariko Rukholm, Member of Board, KredEx Krediidikindlustus AS

Mariko Rukholm is one of the launchers of state-owned insurance company KredEx Credit Insurance Ltd, which started its activity in 2010. Today her fields of responsibility are service development, sales management and customer relationship management.

Advisory in field of credit risk management has been Mariko's work for over a decade. From 2001 until 2005 she worked in the export division of foundation KredEx, where she participated in the development of export guarantees and she helped exporting companies to find solutions for hedging their credit risks. After foundation KredEx she worked five years in international risk management and insurance broking company Marsh, where Mariko's role was to develop the line of credit insurance in Estonia and Latvia. Mariko has studied in Tallinn University of Technology, where she obtained MBA degree in corporate finance. In addition she has participated in training courses at foreign universities, in other export credit agencies and credit insurance companies.



Ludmila Hyklova, Legal Advisor, EU SME Centre

China expertise: foreign investment law in China, company law, corporate governance and labour law.

Ludmila Hyklova has been involved in legal consulting on international investment and cooperation for more than 18 years. She is now in charge of providing legal advice to EU SMEs looking to establish themselves in the Chinese market. Prior to joining the Centre, Ludmila worked at a large European financial group and managed its legal and compliance department in China. She has also worked as legal counsel for a number of multinational corporations and government institutions across Europe and in China.