

Chinese ICT Market Seminar

Sokos Hotel Viru (Viru Väljak 4)

September 7, 2017

- 8.45 – 9.00 Registration and coffee
- 9.00 – 10.30 China ICT market overview:
Li Jiao, EU SME Centre
- The current state of the Chinese ICT market, its structure and key players
 - Opportunities on the ICT market for SMEs
 - Government strategy and regulations
 - How to find a right market entry model for me
 - Developing business and finding partners in China
- 10.30 – 11.00 Coffee break and networking
- 11.00 – 12.00 IPR protection training session:
Michal Klaczynski, China IPR SME Helpdesk
- 12.00 – 12.30 Case study: Using Singapore to enter the Chinese high-tech market
Tommi Saarela, Plugit
- 12.30 – 13.00 Q&A Session, Networking

Starting from 14.00, **upon registration only:** one-on-one consultations with experts:

Li Jiao, EU SME Centre and Michal Klaczynski, China IPR SME Helpdesk

Please register for the seminar as well as for the consultations at kai.kreos@eas.ee until **31.8.2017**

Both the seminar and the consultations will be held **in English**.

The seminar is financed from the European Regional Development Fund.

For further information, contact Kai Kreos (kai.kreos@eas.ee)



Experts

Li Jiao: Lawyer, EU SME Centre



Li Jiao specializes in corporate, contract and international investment law.

Li Jiao earned a bachelor degree in law from Shandong University in China in 2004 and a master degree in International Business Law from VU University Amsterdam in 2010.

She passed the Chinese bar exam in 2005 and was admitted to Chinese bar since 2007. From 2005 to 2009, she worked with a Chinese domestic law firm in Jiangsu Province, where she gained experience working on corporate, real estate, international trade and foreign direct investment matters. She joined HIL International Lawyers & Advisers Amsterdam office in 2010 and since then has advised clients in various industries on general corporate, contract, FDI and M&A issues.

She is a guest lecturer on Chinese law at Erasmus University and Wageningen University.

Michal Klaczynski: External expert, China IPR SME Helpdesk



Michal Klaczynski has over ten years 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.