

Logistics business with China

Magnus Lepasalu

Topics

1. Experience: selling logistics services to Chinese companies
2. Experience: opening subsidiary office in China
3. Suggestions for selecting logistics service partner for China-EU traffic



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Experience: selling logistics services to Chinese companies

- Don't show real thinking
- Want to know all the details, very curious
- ...but don't follow the contract terms so precisely
- Many speak Chinglish
- Misunderstandings in magnitude
- Use Western names
- Lunar calendar, colors have specific meanings

Experience: opening subsidiary office in China

- Lot of details
- Encouraged, permitted and prohibited industries
- Business scope, different licenses & registrations
- Minimum registered capital requirement
- Chinese name needed
- Physical office needed
- Free Trade Zone (FTZ) can simplify things
- Establishment process 4-5 months

Selecting logistics service partner for China-EU traffic

- Use reliable and professional partner
- Know your Incoterms
- Learn about export and import tariffs
- Explore different shipping options
- Always use only fumigated (plywood) pallets
- Consider additional insurance

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 **Balti Logistika**