

DRAFTING SALES CONTRACTS WHEN EXPORTING TO CHINA

1. Agenda

All times listed below are in CEST

09:00 – 09:10	Opening speech Presentation of the EU SME Centre and the speaker
09:10 – 09:30	Pre-contract stage: How to check the status of your potential business partner – How to verify the legal status of a company – What irregularities you should pay attention to
09:30 – 10:10	Drafting a contract with a Chinese company – Make it valid – Payment negotiation and terms – Important provisions – Contract negotiation
10:10 – 10:30	What to do when things go wrong – Fraud or commercial dispute? – Methods of dispute settlement and enforcement
10:30 – 11:00	Best practices – Dos and don'ts – Case studies
11:00 – 11:15	Closing remarks and Q&A



2. About the expert

DANIEL DE PRADO ESCUDERO SENIOR LEGAL COUNSEL AT HFG LAW & IP PRACTICE



As a lawyer at a Chinese law firm, Daniel has developed a great expertise in intellectual property rights, privacy, data protection and corporate affairs in China, advising foreign companies with interests in China on those fields.

Daniel is a member of the European Communities Trademark Association (ECTA) and of the Inter-American Association of Intellectual Property (ASIPI), being also part of the Committee for Anti-Piracy affairs at ASIPI.

Since 2016 Daniel has worked as an expert for the International desk at HFG Law & IP in Shanghai and in 2020 he took the position as Head of LATAM & SPANISH desk at HFG IP. Before that he worked as an inhouse counsel for two multinational Spanish companies and the leading IP firm in Spain Pons IP. Daniel regularly publishes articles on IP and corporate affairs in China and speaks at international conferences, universities, governments and business associations.

Having worked as a lawyer at leading law firms and companies in Europe, and having graduated in Spain (Bachelor) and then Master of Laws in International Legal Practice from the Institute for Law & Economics (ISDE) in Madrid, Daniel is well positioned to advise clients on intellectual property, corporate and privacy affairs in China with a European/Chinese dimension.

Daniel is fluent in English, Spanish and has a basic understanding of Mandarin.