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Russian-Chinese Trading: Essential Tips for Sellers & Buyers

By: Robert Li, Director of Intcolaw Partners Shanghai, China

Introduction of Robert Li

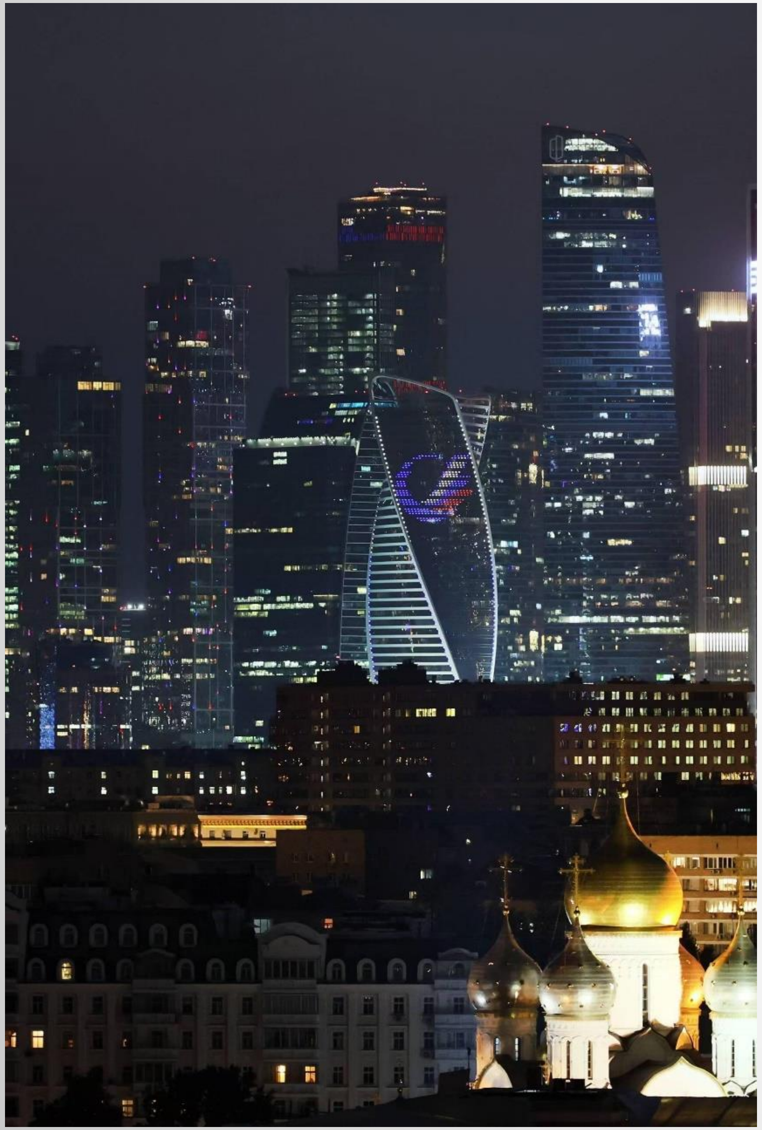
Practice Areas: commercial litigation & arbitration, international trade & investment, mergers and acquisitions.

Relevant Experience:

- Member of the China National Top Talent Pool for Foreign-Related Lawyers verified by Ministry of Justice
- Participant in the UK Bar Council's training Scheme for Chinese lawyers (one of 12 selected)
- Participant in the Ministry of Justice/National Lawyers Association's Foreign-Related Elite Lawyers Program in Washington (specialized in international dispute resolution and Mergers & Acquisitions)

Recognized Cases in Dispute Resolution:

- “Top 10 Belt and Road Dispute Resolution Cases” of China;
- “Top 10 Contract Dispute Cases in China”；
- Included in the “Top 10 Intellectual Property Protection Cases of the Shanghai High Court”；
- Recognized in the “Top 10 Copyright Cases in Shanghai”；
- Leading case of HangZhou International Commerce Court.



Three important Tips for Russian buyers or sellers when trading with China

- - **#1:** Choosing a Reliable Trading Partner —Carefully evaluate whom you will trade with.
- - **# 2:** Payment and Cargo delivery section —Ensure a secure process for payment and the handover of goods.
- - **# 3:** Risk Management and Dispute Resolution —Implement effective risk management and choose efficient and practical methods for resolving any possible disputes.