



**China Roadshows**  
**MENA/Africa 中东非洲专场**  
思百库 SIPAC 全球领先律师中国行

# **SIPAC Hosts Delegation from MENA/Africa Region**

for Roadshow Events in Beijing, Shanghai and Shenzhen

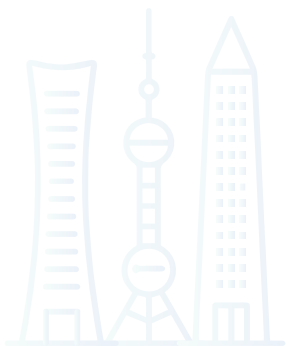




2025  
SIPAC

China Roadshows  
MENA/Africa 中东非洲专场  
思百库SIPAC全球领先律师中国行

The Sino International Professional Advisory Council (SIPAC), which connects Chinese legal professionals to their counterparts in leading independent law firms around the world, recently completed its first ever series of roadshow events, involving of a delegation of 17 foreign lawyers from SIPAC member firms representing 13 key jurisdictions across the important MENA/Africa region.





## A Strong Market Response

Public events were held on April 14 in Beijing, April 16 in Shanghai, and April 18 in Shenzhen, which were attended by more than 350 Chinese legal professionals, from both in-house law departments and law firms. In addition, the members of the delegation were able to hold private meetings with top Chinese law firms and corporate law departments, bringing the total number of Chinese lawyer connections made by the group to nearly 450.

**350+**

Chinese Legal  
Professionals  
Engaged

**450+**

Face-to-Face  
Connections  
Established

This strong market response to this MENA/Africa delegation dramatically demonstrates the value proposition of this new regional roadshow initiative. At the SIPAC launch event, the Sino-International Law Forum (SILF), held in Shanghai in November 2023, more than 30 foreign lawyers from around the world attended, attracting more than 150 senior lawyers from top Chinese companies and leading Chinese law firms. At the 2024 SILF event, more than 70 lawyers from around the world were able to interact with an even larger contingent of more than 250 Chinese in-house and law firm lawyers from across China.

With the dramatic growth of SIPAC member firms around the world (as of March 2025, the second anniversary of the founding of SIPAC, SIPAC now has exclusive member firms in 42 jurisdictions, up from 13 jurisdictions only a year earlier), it was recognized that transitioning to a regional roadshow model would provide more visibility to a smaller group of firms, while at the same time bringing the SIPAC foreign lawyer delegates closer to their counterparts in the three key markets in China where the vast majority of cross-border trade and investment activity is concentrated.

# Strong Support from Strong Partners

A key reason for the success of this initial roadshow was the extraordinary support from leading partners. In Beijing, the event was hosted by the Beijing Arbitration Commission. In Shanghai, our host was the Shanghai Corporate Counsel Association. Finally, in Shenzhen we enjoyed the support of the Shenzhen Court of International Arbitration.



Other supporting organizations included CGGT, Wolters Kluwer China and the GACC, all of which helped invite in-house lawyers from top Chinese companies to attend. We also express appreciation to Chance Bridge, AllBright and Jingtian & Gongcheng for co-hosting the VIP lunches ahead of the afternoon half-day sessions in Beijing, Shanghai and Shenzhen, respectively. These VIP lunches allowed partners from the host firm, invited senior in-house lawyers and the SIPAC delegates to build closer connections in a more private setting.

**CGGT**  
走出去智库

**GACC**  
法律职业经理人联合会

 威科 Wolters Kluwer

 卓纬律师事务所  
CHANCE BRIDGE LAW FIRM

 锦天城律师事务所  
ALLBRIGHT LAW OFFICES

競天公誠律師事務所  
JINGTIAN & GONGCHENG

# Continuing Engagement Through Content Cooperation

The formal public events were structured so as to give lawyers from each represented jurisdiction an opportunity to make very brief introductions to the relevant legal environment as well as to present case studies and practical tips on how best to address common problems encountered by Chinese investors.

The delegates were divided into the following panels:

Panel	Firms
MENA (UAE, KSA and Egypt)	Al Tamimi & Company and Riad & Riad
Francophone Africa (Algeria, Côte d'Ivoire, Guinea and Morocco)	ALN ADNA
East Africa (Kenya, Rwanda and Tanzania)	ALN Kenya   Anjarwalla & Khanna, ALN Rwanda   K-Solutions & Partners and ALN Tanzania   A&K Tanzania
Other African Jurisdictions (Ethiopia, Nigeria, Zambia)	ALN Ethiopia   Mesfin Tafesse & Associates, ALN Nigeria   Aluko & Oyebo and ALN Zambia   Musa Dudhia & Co.



Steps were taken to ensure that the reach of this roadshow was not limited only to those who were able to attend in person. The Shenzhen session was livestreamed, and all of the presentations were recorded. The presentation materials and transcripts will be contributed to a new outbound content database being created by Wolters Kluwer China in cooperation with SIPAC, so that these archived materials will be available for future reference. (More details on this content cooperation to come shortly in a separate press release.)



## Boosted by Changing Geopolitical Realities

Another key reason for the success of this initial series of regional roadshow events was the remarkable timing, coming as it did in the immediate aftermath of the announcements of escalating trade and tariff measures implemented by the US, and the equally robust countermeasures adopted by China. These new geopolitical dynamics portend an increasing emphasis on growing Chinese trade and investment levels in the MENA/Africa region.

Moreover, these same geopolitical factors are anticipated to further accelerate the trend of Chinese law firms taking even more market share from US- and UK-based international law firms in connection with outbound deals for Chinese companies. While even the overwhelming majority of the top international law firms have scant coverage in emerging markets, Chinese law firms find it even more challenging to identify trusted law firm partners to work with in these increasingly important jurisdictions. This is the gap that SIPAC aims to fill, and the enthusiasm with which these roadshow events were met further confirms the compelling nature of the SIPAC value proposition.

Chinese legal professionals attending the events described the SIPAC platform as “amazing,” “unparalleled” and “irreplaceable,” recognizing that SIPAC’s global reach cannot be duplicated by any Chinese law firm or in-house law department. On the other side, the foreign delegates described the experience as “the best business development trip” they had ever participated in, providing not just contacts but unmatched perspective.



**amazing**



**unparalleled**



**irreplaceable**



**the best business  
development trip**

The connections made between the foreign delegates and the participating Chinese legal professionals have already produced multiple requests for proposals and successful engagements on specific projects in the MENA/Africa region. In one case, the SIPAC team received a request for a referral by WeChat from one of the attendees during a roadshow event presentation, and we were able to make the introduction to the relevant foreign lawyer in real time, who was a member of the panel that was about to take the stage only moments later!

# Building a Sino-Global Legal Community

The roadshow events were designed to allow ample time for direct engagement, and in between the roadshow events, the delegation was able to arrange a full slate of separate meetings with Chinese law firms, including JunHe, King & Wood Mallesons, Zhong Lun, Haiwen, AllBright, Jingtian & Gongcheng, Chance Bridge, Tiantai, Guanghe, among others. Companies represented at the events included Silk Road Fund, Sinopec, Lenovo, CSCEC, TCL, Midea, Transsion, among others. Other top law firms in attendance at the public sessions included Fangda, Global Law Office, JT&N, Han Kun, Merits & Tree, among others, in addition to partners from scores of other Chinese law firms, demonstrating the scale and scope of the outbound opportunity in the China legal market.




In both the public events and the private meetings, the foreign delegates were able to engage directly with top Chinese lawyers to explore ways to improve cross-jurisdictional collaboration in the evolving geopolitical environment so as to better serve the needs of Chinese companies in the region.

Moreover, all recognize that the group of Chinese companies active in the region will now extend beyond the traditional group of major energy, natural resources and infrastructure players, to include the full range of China's advanced manufacturing companies and logistics service providers, creating even more opportunities for cross-firm cross-jurisdictional work.

# The First of Many Regional Roadshows to Come

This MENA/Africa delegation was the first in a planned series of regional roadshows planned by SIPAC for the coming period of time. Other regional delegations are being organized for similar China roadshows as follows:

 Region	Beijing (Mon)	Shanghai (Wed)	Shenzhen (Fri)
 Mid-May 2025 <b>CEE/SEE</b>	May 12	May 14	May 16
 Late June 2025 <b>Russia/Central Asia</b>	Jun 23	Jun 25	Jun 27
 Late July 2025 <b>Latin America</b>	Jul 28	Jul 30	Aug 1
 Early September 2025 <b>Compliance</b>	Sep 1	Sep 3	Sep 5
 Late September 2025 <b>Western Europe</b>	Sep 22	Sep 24	Sep 26
 Early December 2025 <b>Asia</b>	Dec 1	Dec 3	Dec 5
 January 2026 <b>US/Canada</b>	To be confirmed	To be confirmed	To be confirmed

Note: The regions and schedule listed above are for reference only and may be adjusted based on actual circumstances.



## WHO WE ARE

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The Sino International Professional Advisory Council (SIPAC) is a global network of outstanding professional service providers built to service all aspects of the global expansion of Chinese business in the context of an evolving geopolitical environment.

## OUR MISSION

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SIPAC's mission is to bring the Sino-Global legal communities together by:

1. providing Chinese lawyers engaged in cross-border legal work access to the full range of international-standard resources so that Chinese companies can conduct business overseas with confidence, supported by trusted professional advisors, and
2. helping leading independent law firms and other professional advisors around the world to develop trusted advisor relationships with their counterparts in Chinese companies and law firms.

## OUR OPPORTUNITY

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Professional services platforms in China have limited access to international resources. Global professional platforms have limited understanding of China. SIPAC is uniquely positioned to fill this gap.



We help build  
mutual **TRUST**  
beyond legal  
borders.



SINO INTERNATIONAL PROFESSIONAL  
ADVISORY COUNCIL  
(SIPAC)

**China's Global  
Counsel Platform**





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 **Beijing Highlights**



 **Shanghai Highlights**



 **Shenzhen Highlights**

