



**China Roadshows**  
**CEE/SEE 中东欧/东南欧专场**  
思百库 SIPAC 全球领先律师中国行

# **Top Lawyers from CEE/SEE Region Participate in Second SIPAC Roadshow Events**

in Beijing, Shanghai and Shenzhen







BEIJING  
2025 SIPAC | China Roadshows  
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Building on last month's successful inaugural three-city roadshow featuring leading lawyers from across the MENA/Africa region, the Sino International Professional Advisory Council (SIPAC) recently completed its second series of roadshow events, this time involving a delegation of lawyers from leading independent law firms with coverage in a dozen key jurisdictions across the CEE/SEE region.

These roadshow events fulfill a critical part of the SIPAC mission, which is to connect Chinese legal professionals to their counterparts in leading independent law firms around the world, in order to better facilitate the expanding international trade and investment activities of Chinese companies against the backdrop of a shifting, and increasingly uncertain, geopolitical environment.



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# Setting a High Standard for Global Connectivity

Participants in the roadshow events included top lawyers from the following leading independent law firms in the jurisdictions noted:

Jurisdiction	Firm Name	Delegate Name
Bulgaria	<a href="#">Penkov, Markov &amp; Partners</a>	<a href="#">Boris Lazarov</a> <a href="#">Nikolay Cvetanov</a>
Cyprus & Greece	<a href="#">GZG</a>	<a href="#">Polina Christodoulou</a> <a href="#">Marina Theodorou</a>
Czech Republic & Slovakia	<a href="#">PRK Partners</a>	<a href="#">Jan Kohout</a> <a href="#">Shiyang Zhang</a>
Hungary	<a href="#">Lakatos, Köves and Partners</a>	<a href="#">Richard Lock</a> <a href="#">Attila Ungár</a>
Malta	<a href="#">Ganado Advocates</a>	<a href="#">Annalise Papa</a>
Poland	<a href="#">SSW</a>	<a href="#">Arkadiusz Rumiński</a>
Serbia, Montenegro & North Macedonia	<a href="#">JPM &amp; Partners</a>	<a href="#">Jelena Gazivoda</a> <a href="#">Djordje Novčić</a>
Türkiye	<a href="#">Moroğlu Arseven</a>	<a href="#">Hazal Baydar</a>



The quality of the participating foreign law firms was evident to all of the Chinese in-house and law firm lawyers who attended the public events or who hosted members of the delegation for one-on-one visits. At each stop, the foreign lawyers shared valuable content about the legal and investment environments in their respective jurisdictions (see below), but the primary take-aways for the Chinese side were that the SIPAC members and friends around the world set a very high standard of professional excellence, already had deep experience in working with Chinese law firms and Chinese clients, and were committed to developing even closer ties with Chinese legal professionals and companies.



# The SIPAC Difference

One senior partner at a leading Red Circle law firm which hosted delegation members for an office visit enquired how SIPAC differed from other international law firm associations. SIPAC Chairman Robert Lewis explained that



- similar to other global networks, SIPAC brings together top-rated independent full-service law firms that are leaders in inbound and outbound legal matters in their respective jurisdictions who do not have their own global network of offices, but who routinely work with other top independent law firms in other countries,
- but unlike other networks, which are designed principally as mutual referral platforms, and which only have one China law firm member, SIPAC is set up as a platform to serve the entire China legal services market, and as such SIPAC is able to develop close working relationships with scores of leading Chinese law firms, and not just a single law firm in China.

All of the SIPAC law firms are members of other leading global law firm associations, and in many cases the SIPAC members already know each other through these other platforms and/or by virtue of having worked on many cross-border matters together. But SIPAC's unique platform and value proposition allows them to address the broader China market together with other similarly situated firms in a collective manner which aggregates their individual strengths, which in turn provides a significant multiplier effect for both the participating foreign firms as well as their counterparts in the Chinese legal profession.



# Strong Market Response to High-Value International Content

Public events were held on May 12 in Beijing, May 14 in Shanghai, and May 16 in Shenzhen, which (as was the case with the inaugural roadshow events) were attended by hundreds of 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, and the Shenzhen leg of the roadshow was broadcast live over social media channels, reaching an online audience of more than 600, bringing total online and offline interactions to more than 900.

The delegates' substantive presentations covered the legal and investment environments in their respective jurisdictions. Some of the more interesting highlights included:

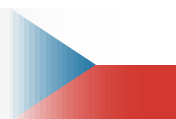
Bulgaria offers very low 10% corporate and individual income tax rates as well as highly skilled work force at competitive cost levels



HNWIs can put property from anywhere around the world into a Cyprus-based international trust, which provides significant structuring benefits



Industrial output in Czech Republic as a percentage of GDP is very high (approx. 36%), even higher than Germany



Of all Chinese investment into Europe, 44% was invested in Hungary, including major investment by BYD and CATL, with the related supply chains to follow



Malta provides a stable and advantageous base for HQ of EU-wide financial services business operations



Poland presents significant opportunities in infrastructure, but under EU court decision, Chinese contractors may be blocked in certain cases



Serbia is not an EU member state so EU FDI screening rules do not apply, and China and Serbia have signed a free trade agreement



Türkiye guarantees equal treatment for foreign investors, allowing full ownership and profit repatriation with minimal restrictions across most sectors



Other topics addressed in the presentations included overview of legal and regulatory regimes, foreign investment screening, entity set up process, government incentives, investment protections, EU foreign subsidies rules, data privacy rules (beyond personal data), common pitfalls for Chinese investors in each of the jurisdictions represented. Copies of the presentation slides are available at [here](#).

# Facilitating Improved Cross-Border/Cross-Firm Cooperation and Coordination

As SIPAC delegations meet one-on-one with leading Chinese law firms, one of the most common topics of discussion relates to how to improve cross-firm collaboration in respect of joint pitches, fee structures, engagement letters, work coordination and billing and collections. That was particularly true in the case of the visits made by the members of the SIPAC CEE/SEE delegation this time, and in several cases, we were able to engage in much more in-depth discussions on related practical issues than previously.

Differences in expectations as to response times can present critical challenges, as Chinese clients often require an immediate initial response to certain queries, which can be difficult to manage in international transactions given the time differences. In addition, as one of the Red Circle firms the CEE/SEE delegation met with in Shenzhen noted, while the Chinese clients and law firms conduct initial communications via WeChat, which is conducive to more immediate response times, foreign law firms use email almost exclusively, which by comparison is seen as adding another layer of process friction since email response times tend not to be as immediate.

In response to this observation, SIPAC Chairman Robert Lewis asked which of the SIPAC delegates in attendance used WeChat. When all of the foreign lawyers in the delegation raised their hands, the Chinese lawyers across the table were visibly astonished and delighted as this demonstrated a clear commitment on the part of the SIPAC lawyers to find the best means to work more effectively with their Chinese counterparts.







Another partner in the Beijing office of a different Red Circle law firm started off the meeting by thanking SIPAC for setting up a WeChat group with members of the firm after the prior visit by the MENA/Africa delegation. Shortly after that visit, a client had raised an urgent issue that required an immediate response from a law firm in the MENA region, and because we were all already on WeChat, we were able to make the initial connection in a matter of only a few minutes.

Another key related aspect of the SIPAC value proposition was demonstrated when a partner in the Shanghai office of another Red Circle law firm asked SIPAC Chairman Robert Lewis if he had a recommendation for a law firm in Ukraine for a client of another partner. Since SIPAC does not currently have a member firm in Ukraine, Mr. Lewis posted the request to the private WeChat group of the CEE/SEE delegation members, and within five minutes had three recommendations, all based on the personal and professional connections of the members of the SIPAC delegation.

“Is it not a joy to have friends come from afar?”  
*The Analects of Confucius*

有朋自远方来



In the further discussions on other aspects of the cross-firm collaboration process, it was clear that while the interests of the Chinese firms and the foreign firms were perfectly aligned, i.e. as one foreign lawyer put it, we are both on “the same side of the table” in respect of these issues, there is not always a full shared understanding of all of the practical and regulatory constraints on each side, in no small part due to lack of communication up front. This all too commonly leads to fundamental disconnects, which adds to the process friction and, ultimately, to failed pitches, mismatched expectations with the client, or other serious problems at different stages of the process.

In response to the points raised in these discussions with multiple law firms during the week, SIPAC Chairman Robert Lewis indicated that, as an independent platform, SIPAC would be willing to conduct a study of how best to address these issues, seeking input from leading Chinese lawyers as well as SIPAC lawyers around the world. This could then form the basis of a set of best practices to facilitate improved collaboration and coordination between Chinese lawyers and SIPAC lawyers around the world, which in turn would benefit Chinese enterprises as they engage in trade and investment activities globally.

This suggestion was met with strong support from all of the lawyers on each side, as all recognized that it is very challenging to do this on a firm-by-firm/case-by-case basis under urgent time pressure for each particular matter. The SIPAC team will take this under further consideration with a view to coming up with a work plan in the near term. Further information on this initiative will be communicated in due course.



# Thanks to Our Sponsors and Supporting Organizations



SIPAC was once again very fortunate to have extraordinary support from leading partners. As before, in Beijing, the event was once again hosted by the Beijing Arbitration Commission/Beijing International Arbitration Court (BAC/BIAC); in Shanghai, our host was the Shanghai Corporate Counsel Association (SCCA); and finally, in Shenzhen we again enjoyed the support of the Shenzhen Court of International Arbitration (SCIA). In addition, this time, the Shenzhen Justice Bureau was represented at the SIPAC event by a legal officer from the Foreign-related Legal Affairs Office, demonstrating Shenzhen's strong support for developing improved international legal infrastructure for Shenzhen and the entire Greater Bay Area region.



SCIA also hosted members of the delegation for a separate private discussion in the SCIA Tower, at which there was a wide-ranging discussion of how SCIA can help facilitate resolution of disputes in connection with cross-border trade and investment transactions. The SIPAC delegates were impressed to learn that SCIA was now one of the five most recommended arbitration centers in Asia, overtaking Shanghai, but still trailing BAC/BAIC. One of the SIPAC delegates who has vast experience in international arbitration, praised the SCIA facilities and support infrastructure as being better than anything he had seen elsewhere. There was strong interest among the SIPAC delegates to explore joining the SCIA panel of arbitrators, and the SIPAC team plans to circulate related enquires to all SIPAC member firms in respect of panel opportunities for both SCIA and BAC/BIAC.



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 for the events production team at Lanqi Legal Affairs, which has been the long-term events partner for SIPAC.

# Building a Sino-Global Legal Community

The roadshow schedule was 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, Haiwen, Han Kun and Tian Yuan in Beijing, Global Law Office in Shanghai and Shenzhen, and KWM and China Commercial Law Firm in Shenzhen.

A new innovation this time was the introduction of a working lunch format attended by partners of the host firm, the SIPAC delegates and in-house counsel following the one-on-one visit and prior to the afternoon roadshow session in the relevant city. Many thanks to Haiwen, Global Law Office and China Commercial Law Firm for hosting the delegation for the working lunch meetings in Beijing, Shanghai and Shenzhen, respectively.

**HAI  
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海问律师事务所

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GLOBAL LAW OFFICE

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CHINA COMMERCIAL LAW FIRM

Companies represented at the events included Lenovo, Silk Road Fund, Transsion, Risun Group, among others. Other top law firms in attendance at the public sessions included Zhong Lun, Fangda, JT&N, Chance Bridge, Merits & Tree, 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.





## More Regional Roadshows to Come

Next up, SIPAC will be hosting a series of online webinars featuring top law firms from the Russia/Eurasia region, which are tentatively slated for the last week of June – more details to come!

Thereafter, SIPAC plans to host the following regional roadshow events:

Region	Beijing (Mon)	Shanghai (Wed)	Shenzhen (Fri)
Late July 2025 Latin America	Jul 28	Jul 30	Aug 1
Early September 2025 Compliance	Sep 1	Sep 3	Sep 5
Late September 2025 Western Europe	Sep 22	Sep 24	Sep 26
Early December 2025 Asia	Dec 1	Dec 3	Dec 5
January 2026 US/Canada	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.

## SIPAC Global Member Firms

SIPAC has established a presence in over 40 countries and regions worldwide through its network of exclusive member firms—each a leading independent full-service law firm in its jurisdiction—providing Chinese clients with professional, comprehensive, and timely local support.



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

### WHO WE ARE

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 OPPORTUNITY

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.

### OUR MISSION

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.





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