

China



HJM Asia Law & Co LLC
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HJM Asia Law & Co LLC was established in Singapore in April 2007 by Mrs. Caroline Berube, who continues to run the business. The firm has now expanded with two offices in China and one in Singapore and has strategic alliances with law firms in France, Italy, Belgium, Hong Kong, the Philippines, USA, Argentina and Brazil. HJM's staff have worked for French, British and Chinese law firms, building up international experience and expertise, a fact which is reflected in the diversity of the firm's current client base with clients in Europe, Asia, and the Americas. In China, we feel that the most common difficulties our clients face are excess bureaucracy and compliance requirements, and differences/difficulties in language and negotiation. Many seemingly straightforward processes can take a lot longer and cost a lot more than the equivalent process in, say, Europe or North America.

The negotiation and upholding of contracts and other agreements can be difficult in China due to differing cultural attitudes about the effectiveness and strength of an agreement and the application (and meaning) of its terms. This issue can be further compounded where agreements have to be translated

into Chinese for one of the parties – as most of us are aware, issues over contractual wording arise even when both parties speak the same language! HJM possesses not only bilingual staff, but also local lawyers who can properly translate a document into Mandarin which will give the same meaning of the terms to the Mandarin reader as the English or French terms will to our client.

Our client base includes many manufacturing SMEs, financial institutions and companies wishing to set up projects in niche areas such as those relating to e-business, pharmaceutical, biotech and energy (for example, ethanol and wind power projects).

The worsening global economy makes many clients eager to come to China (or other parts of Asia) to decrease their production costs in order to keep their international market share and remain competitive. Many clients also come to find new markets to develop and sell their goods or services, as China, Vietnam and India have huge potential domestic markets.

Our goal for the economic crisis is to continue to assist our clients from the Americas and Europe in order to make sure they reach their objectives while doing business in Asia. We do this through by providing personal, prompt and efficient services at reasonable costs, dealing directly with our client company's CEO/CFO in order to understand their commercial and strategic objectives. With this in mind we are very much looking forward to the year ahead.