China General information – a quiz to get us started…

What is the current population of China?
- A: 843 Million
- B: 1,215 Million
- C: 1,415 Million
- D: 1,502 Million

When did the one child policy cease?
- A: 2014
- B: 2016
- C: 2018
- D: It will cease in 2019

What is the largest social media platform in China?
- A: WeChat
- B: FaceBook
- C: Sina Weibo
- D: Twitter

When did China become a country?
- A: 1542
- B: 1901
- C: 1949
- D: 1965
Tyson Wienker (闻泰森)
Managing Director Greater China and North Asia for LexisNexis

大中华区及北亚总裁

2015 - 2019
Chairman, RELX Group Greater China & Japan

2014 - 2019
Managing Director Greater China 律商联讯

2012 - 2014
Executive Director of Strategy, Technology & Product Development Asia Pacific

2006 - 2012
Associate Director Strategy~, LexisNexis
New York and London

2004 - 2006
Business Dev Manager, Owen International

1996 - 2004
Lieutenant, Royal Australian Navy
We have **learnt** much in China...however there is still much to be understood...
One Belt One Road Launch of Global China Law

A STORY OF MUTUAL COOPERATION AND TRUST
Navigating Chinese Laws
Opium Wars, extraterritoriality and Gunboat Diplomacy of the 1800s…

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HISTORY & ITS IMPACT

**gunboat diplomacy**

*noun*

foreign policy that is supported by the use or threat of military force.

"the gunboat diplomacy from Paris ended with at least four dead and several injured"

**extraterritorial**

/*ˌekstrəˈtɛrɪər/ -/ˌekstrəˈtɛral/ -

*adjective*

(of a law or decree) valid outside a country’s territory.

"an extraterritorial decree of assassination from abroad"

- denoting the freedom of embassy staff from the jurisdiction of the territory of residence.
  "foreign embassies have extraterritorial rights"
- denoting outside a country’s territory.
  "extraterritorial industrial zones"
The year was 1839
AND THE STORY WAS AS FOLLOWS...
Opium Trade increases

The East India Company loses its monopoly in China via an act of the British government, although the last of its staff will not leave China until 1834. As a result of the 1833 act, more merchants are free to bring opium to China, which greatly increases the amount of the drug that is imported.

Treaty of Nanjing

The British capture Nanjing (Nanking), which brings an end to the fighting. The Treaty of Nanjing, between Great Britain and China, is signed, ending the First Opium War.

Second Opium War

Great Britain, which has been looking for an excuse to go to war so it can force China into granting more concessions that further extend British trading rights, responds to the Arrow incident by sending a warship up the Pearl River estuary and attacking Canton. Fighting between Chinese and British troops ensues.

Treaties de-escalate tensions

The Treaties of Tianjin are signed, signaling an end to the hostilities. China grants several concessions to Great Britain and France.

China hands Hong Kong to the British

China signs the Beijing Convention, which ends the Second Opium War. China also gives Great Britain the southern part of the Kowloon Peninsula adjacent to Hong Kong. China accepts the terms of the Treaty of Aigun with Russia and grants Russia jurisdiction over other areas as well.

In the 18th Century...

Great Britain, which imports a large quantity of tea from China, has a chronic trade imbalance with that country as it struggles to find products that the Chinese will buy.

The East India Company, a British trading company, begins to sell opium to British traders, who then ship it to China. This is done in spite of China having first banned the drug in 1729...
The perception of 100 years of shame & humiliation…

And what did this eventually lead to??

The carving up of China…

Taming of the Dragon…
gunboat diplomacy

_noun_
foreign policy that is supported by the use or threat of military force.
"the gunboat diplomacy from Paris ended with at least four dead and several injured"

extraterritorial

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02

CHINESE LAWS – Are there any?
The court system is paralleled by a hierarchy of prosecuting offices called people’s procuratorates, the highest being the Supreme People’s Procuratorate.

**Special Courts:** ~140
Courts of Special Jurisdiction (special courts) comprises the Military Court of China (military), Railway Transport Court of China (railroad transportation), and Maritime Court of China (water transportation), and forestry.

**The Supreme People’s Court:** 1
At the highest level is the Supreme People’s Court (SPC) in Beijing, the premier appellate forum of the land, which supervises the administration of justice.

**Local Courts:** ~3300
Local people’s courts—the courts of the first instance—handle criminal and civil cases. These people’s courts make up the remaining three levels of the court system and consist of “high people’s courts” at the level of the provinces, autonomous regions, and special municipalities; “intermediate people’s courts” at the level of prefectures, autonomous prefectures, and municipalities; and “basic people’s courts” at the level of autonomous counties, towns, and municipal districts.

There are ~3500 courts in China...
5 points to remember about China and its history...

- The red color of the flag symbolizes revolution and the yellow color of the stars the golden brilliant rays radiating from the vast red land.

- The largest star represents the Communist Party of China, while the four smaller stars represent the four social classes as defined in Maoism.

- Sheaves of wheat and the inner sheaves of rice, which together represent agricultural workers.

- The entrance gate to the Forbidden City, where Mao declared the foundation of the People's Republic of China (PRC).

- Cog-wheel that represents industrial workers.

- ...the red color of the flag symbolizes revolution and the yellow color of the stars the golden brilliant rays radiating from the vast red land.
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The Economy and Growth
Steady as she grows
2018 World GDP

Asia growth = 5.1%
China growth = ~6.5%
Australian growth = ~3%
**Life in the big cities**

Rural to city expansion is huge

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**IN 2025**

70% of Chinese will live in cities with more than 1 million people

46% of Indians will live in cities with more than 1 million people

**SPEED OF URBANIZATION BY 2030**

China will add 221 cities with more than 1 million people.

India will add 68 cities with more than 1 million people.

China will add more than U.S. population.

India will add more than population of Spain.
The pace of change is significant

China will overtake all other economies despite any slowdowns...
China is a new country every 5 years

PHOTOS: New Vintage; Vogue China
#airpocalypse
...however the landscape of where that growth is coming from is changing rapidly
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Key Legislation and Regulation
So What?

#01 LOCALISATION
- Have a team, or at least very good points of contact / partners on the ground
- If you don’t know anyone, become part of the Australian Chamber of Commerce
- Don’t trust people you don’t know

Example: Partnership with the People’s Court Press

#02 CULTURE
- Learn some Chinese!
- There is a huge difference between East and West, common custom and manners
- Translation is often not correct or has a different meaning!

Example: Immersion learning Putonghua
Contract negotiation with Supreme People’s Court

#03 PATIENCE
- Business will always take more time than you think!
- Government bureaucracy is a major source of delay in China
- You most probably will not get paid on time!

Example: One Belt One Road deals
Opium Wars, extraterritoriality and Gunboat Diplomacy of the 1800s…

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Anti Foreign Investment?
• Foreign Invested Enterprises (FIEs) are precluded from government tenders and face increasing amounts of regulations.
• China’s Going Out (走出去战略) policy encouraging its enterprises to invest overseas.
• One Belt One Road (海上丝绸之路) policy framework, focuses on connectivity and cooperation across ~52 countries.
• Foreign media laws under Ministry of Industry and Information Technology and the State Administration of Press, Publication, Radio, Film and Television (SAPPRFT).
China strategies are complex...

...and need to adapt on a constant basis
**One Belt One Road**
**Building roads, shiplanes and relationships**

**Trade routes**
The largest network of roads, shipping lanes and transport hubs in the history of civilisation...

**Rules and regulations**
Over 52 jurisdictions with diverse rules and legislation...

**Power**
Those who control the knowledge and can decipher efficient ways to trade will win...

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**The Supreme People’s Court of China launches the Global China Law Platform with LexisNexis Greater China**
Communication
To effectively move forward, all sides need to effectively understand other points of view...

Relationships
Time to build effective relationships is often underestimated...

Ability to change
The landscape or rules and norms is constantly changing...and this will not change!
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Meaning: what does it all mean?
From province to province, confusion about the rules is extensive...

What does all this mean?
China is only taking up its place in the Asia region as any rising power would…

…the ability for China, since only 1949 to change as rapidly as it has is incredible and not to be underestimated…
About LexisNexis

**Corporate Profile**

- **Founded:** 1818
- **Headquarter:** New York City
- **Parent Company:** RELX Group
- **Global Reach:** Customers in 135 countries and regions
- **Employees:** Approximately 10,700 globally

**Financial Data**

- **LexisNexis Revenue:** £ 1.7 Billion in 2017
- **Stock Symbols:** NYSE: ENL; NYSE: RUK
- **RELX Total Revenue:** £ 7.4 Billion in 2017
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“It’s a significant saving for a government legal department. It gives the prosecutors immediate access to critical resources that are up to date and is an efficient and sustainable solution.”

BRENDAN SEARSON
Detective Inspector
NSW Police Prosecutors
LexisNexis Red

Workflow and Productivity Solutions
POWERING the future law office
Ways to find out more and get in contact...

01. Asia Institute of Tasmania

02. AusCham website and government sources

03. Contact me!

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