

ENTERING THE CHINESE MARKET

Global Communicators China Practice Offers Clients Feasibility Studies, On-Site Research, Trade and Investment Counseling

With 1.3 billion people, China is the largest country on earth. Coupled with surrounding markets in India and Southeast Asia, the region offers American business awesome opportunities for trade and investment.



Global Communicators advises and counsels companies with an interest in entering the Chinese market through joint ventures, acquisitions, or other business relationships.

Our feasibility studies include desktop research utilizing resources in the United States and internationally, on-site research in targeted Chinese economic sectors and markets, identification of acquisition or joint-venture targets, qualification of business partnerships, personal meetings with possible partners, sourcing opportunities, analysis of factors important to the decision-making process, and in-country logistics.

We have experienced, skillful professionals who know the Chinese market and have worked with business assignments there over the last decade. The China Practice Group has extensive relationships with Chinese government officials and agencies, private sector business and trade associations, China law firms, and individual entrepreneurs across Eastern China.



Mr. Soto and Mr. Harff meet with SINOPEC executives during 2004 China visit on behalf of U.S. company.

**Global Communicators China Team****LUIS SOTO**

A lawyer and business consultant, Mr. Soto provides investment promotion advice and counsel to Global Communicators clients with an interest in China.

He has researched and written investment studies related to China for international companies and countries, with six visits to China over the last ten years. Mr. Soto received his law degree from Universidad Catolica Abdes Bello in Venezuela and his MBA from the Venezuelan Graduate Management School.

JAMES W. HARFF

Jim Harff's background includes extensive investment promotion assignments with Switzerland, Croatia, Bolivia, Kosova and China. His most recent feasibility study focused on the petrochemical sector in China and included



two extended visits to Beijing, Shanghai, Nanjing, Fuzou, Shaxian and Hong Kong. He is experienced in counseling clients on identifying the right market targets. He holds a master's degree from Northwestern University, Chicago.