



SCHELLENBERG WITTMER
Attorneys at Law

Schellenberg Wittmer is one of the largest business law firms in Switzerland with offices in Zurich and Geneva.

Our qualified teams specialise in five core areas of practice, namely dispute resolution, corporate and mergers & acquisitions, banking and finance, private capital and estate planning as well as taxation. We also maintain and actively develop a number of additional practice areas complementing our offer of services.

Schellenberg Wittmer has the skills and resources to provide you with practical solutions to your legal problems in Switzerland and abroad.



Legal Advice for Doing Business in China

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Dr. Marc Ronca



LEGAL ADVICE FOR DOING BUSINESS IN CHINA:

A SWISS PERSPECTIVE

- China has a modern legal system on business law
- Chinese law is “Continental” law – detailed legislation, short contracts (as opposed to Hong Kong: English law, long contracts)
- Chinese law is developing and changing fast

YOU NEED:

- Legal advice: the Contract
- Cultural advice: the “Contract”



THE DIRECT WAY TO THE PRC

- Swiss Consulting Firms
- Foreign law firms in China: US, UK, F, CH
- Chinese law firms

POSSIBLE PROBLEMS:

- Foreign Firms: detour to Anglo-Saxon law and back
- Chinese firms: Language, Culture
- Connections



THE FAST TRACK THROUGH HONG KONG

- www.tdctrade.com
- Swiss Consulate General
- Foreign law firms: US, UK
- Hong Kong law firms
- English law versus Continental law
- Dispute Resolution: Hong Kong International Arbitration Centre; Hong Kong Mediation Centre



COMPARISON

	<u>HONG KONG</u>	<u>PRC</u>
International Experience	v	
Independence	v	
Language	v	
Conflict Resolution	v	
Diplomatic Support	v	v
Direct Contact with Final Customer		v
Connections		v

AN INSIDER TIP

- Create your own, direct access to Chinese culture
- Create your own connections

HOW ??

- Invite a Chinese professional as a trainee to your firm in Switzerland
- Invite a second Chinese professional, and then a third
- Develop personal friendships



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MARC RONCA

- Doctor of Law (University of Geneva)
- Master of Comparative Law (University of Michigan)

Areas of Practice

International business law, arbitration.

Bar Admission

Attorney-at-law, Zurich, Switzerland (1967)

Education

- Accredited Mediator, Centre for Dispute Resolution (CEDR) London, United Kingdom (2000)
- Doctor of Law, University of Geneva, Switzerland (1971)
- Master of Comparative Law, University of Michigan, USA (1969)
- Law degree, University of Geneva, Switzerland (1964)



MARC RONCA

Professional Experience

- Partner: Schellenberg Wittmer, Zurich (since 1982)
- Foreign Associate: Debevoise Plimpton, New York (1969-1970)
- General Counsel: Landis & Gyr, Zug (1973-1983)

Membership in Professional Associations

- Swiss Arbitration Association (Member of the Executive Board)
- Swiss-Chinese Chamber of Commerce (Past President)
- Swiss Arbitration Association (ASA)
- Union Internationale des Avocats (UIA)

Personal Information

Year of Birth: 1941

Nationality: Swiss

Languages: German, French, English, Italian, basic knowledge of Spanish

