

Beccar Varela eyes up the East

Tuesday, 26th June 2012 by Rachel Hall

Argentina's Estudio Beccar Varela has opened a China desk to boost the firm's profile among Asian investors and tap into a growing trade relationship between China and Argentina.

The desk will be headed up by associate Silvia Karina Fiezzoni, who was brought on board in June to develop the firm's Asian practice. Fiezzoni specialises in the Chinese and South East Asian markets and is thought to be the only Argentine lawyer with a law PhD in Mandarin. As well as having lived in China for seven years, she has experience in international trade and World Trade Organisation rules, particularly with respect to antidumping investigations into Chinese exports.

According to Beccar Varela managing partner Horacio Beccar Varela, growing trade links between China and Argentina have resulted in increased demand for legal advice which spans both markets. "In view of this scenario we decided it was worth creating and developing a specialised team not only with respect to trade between Argentina and China, but also between Argentina and the other countries of South East Asia," he says.

Fiezzoni says existing Asian clients suggested the desk would improve the level of service it offers to Chinese companies. The desk will begin dealing with Chinese clients, with an eventual plan to expand into other countries in South East Asia.

For Fiezzoni, one major challenge will be ensuring that the lawyers understand Chinese language and culture, as well as displaying knowledge of how the Chinese do business and the intricacies of Chinese law. "The Chinese do business in a totally different way to the western way; there are a lot of misunderstandings," she says. For instance, Fiezzoni explains that in China, a 51 per cent shareholding does not guarantee control of a company, unlike in Argentina where the fact that the shareholding surpasses 50 per cent indicates a level of power. "If you have a joint venture with a Chinese company in order to modify the contract you need to make sure that all the shareholders agree," she says.

Comments

There are currently no comments.

Copyright © 2012 Law Business Research Ltd. All rights reserved. | <http://www.lbresearch.com>
87 Lancaster Road, London, W11 1QQ, UK | Tel: +44 207 908 1188 / Fax: +44 207 229 6910
<http://www.latinlawyer.com> | editorial@latinlawyer.com