

## **MinterEllison sees ongoing growth and opportunity in China**

*In Conversation with Chris Carr, Partner and Shanghai Chief Representative at MinterEllison, Winner of the Business Excellence Award for Professional Services at the 2017 AustCham Westpac Australia-China Business Awards (ACBAs)*

Headquartered in Australia, MinterEllison is regarded as one of the Asia-Pacific's premier law firms. Having entered the Chinese market almost two decades ago, MinterEllison have had many opportunities to work on many high-profile China-Australia matters as the Australia-China relationship has continued to evolve.



MinterEllison Partner and Shanghai Chief Representative Chris Carr attributes successful development and growth in China to their firm's recognition of the long-term commitment required to achieve success in China, the quality of their people and the support of their clients. Carr also commented on the importance of committing resources on-the-ground in China, relishing the opportunity to support their Chinese clients' journeys outbound.

The firm's track record, clear long-term vision and on-the-ground commitment to deliver exceptional work to clients won MinterEllison the *2017 ACBA Business Excellence Award for Professional Services*.

"The Award provided us with recognition among a very strong field of great Australian businesses that we are on the right path with our strategy in China... along with renewed confidence to continue to invest in this market. It has confirmed for us that there is a place for an Australian based and headquartered international law firm in China" stated Carr.

"The challenging and ever-changing Chinese market has kept MinterEllison nimble and alert to change". Carr advises businesses to take a long-term view when it comes to doing business in China, noting the importance of "doing things right from the outset, even if it takes longer than you would expect from other markets you operate in". Whilst the firm recognises the complexities of the Chinese business environment, Carr attests that MinterEllison's aspirations and excitement towards their work in China will grow and diversify in 2018 as they continue to deliver exceptional service to individuals and businesses alike.

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If you would like more information about the 2018 ACBAs, contact AustCham Shanghai's Senior Partnerships and Projects Manager [Stephanie Smith](#).