

# Chinese investors learn about doing business in Scotland

A firm of Edinburgh lawyers has delivered a series of seminars on business and law to visiting delegations of would-be investors from China.



Iain Nicol (facing camera, right) and Robert Holland, an Employment Partner with Balfour+Manson (facing camera, left) presenting to the latest Chinese delegation at the Playfair Library, Old College, University of Edinburgh.

Lawyers from Balfour+Manson have presented to around 50 business people and officials from China at three separate events, with another two-day seminar to follow in late November.

Subjects covered have included employment and health and safety law, taxation, buying and leasing property and business structures.

“The events were very well-received. They showed a real appetite from the Chinese delegations for more information on Scotland – and a genuine interest to do business here,” said Iain Nicol, a Partner with Balfour+Manson, who has been involved in all three seminars.

“We stressed the advantages of doing business in Scotland – including the skilled workforce, cutting-edge research in our universities and the country’s immense natural beauty.”



Iain Nicol (7th from right) and colleagues, Solicitor Andrew Wallace (8th left) and Partner Robert Holland (10th left) with the delegation from China at the Playfair Library after the presentation.

The number of Chinese visitors to Scotland has increased rapidly, to more than 150,000 annually, with the majority arriving through Edinburgh – and Gordon Dewar, Chief Executive of Edinburgh Airport, has said it is when, not if, the city gets a direct flight to and from China.

“There is a very large and untapped market for Chinese investors looking at Scotland,” said Mr. Nicol. “The China First group is determined to make sure Edinburgh does not miss out on the business opportunities and it is vital to provide information about the attractiveness of Scotland to them.

“Balfour+Manson is delighted to have been involved in these seminars and looks forward to continuing to build strong relationships with future delegations and helping to bring Chinese business to Scotland.”

The seminars were arranged by a business contact of Mr Nicol, Edinburgh-based Henry Tse, who said: “The visitors from China have really enjoyed the seminars delivered by Balfour+Manson. The feedback on the content has been good and they also loved

the setting in the old quadrangle of the University.

“They are serious about the business opportunities in Edinburgh and everything is really quite encouraging.”