

## Start trading in China.

Make your first sales in the world's largest online market. These articles cover practical topics Access to China has experience with, to help you plan the investment needed to trade inside China.

Our recommendation: There are many options available when trading inside China. Please make your goals clear before making the significant investment required, e.g., running a business in China vs remaining a foreign business.



## Summary of 'Starting trading in China' articles

### 1. Routes to the Chinese markets

An overview of the main routes into China for B2B and B2C trading, including online, offline, and cross-border options, and what to consider before investing heavily.

[Article](#) [Report](#)

### 2. Creating a Chinese Company

Reasons you may need a Chinese company (licensing, payments, local trade) and when you can trade from overseas. Practical points to consider before you register.

[Article](#) [Report](#)

### 3. Transfer money to and from China

Key points on moving money between China and overseas: what's allowed, common routes, and practical issues for goods and services payments.

[Article](#) [Report](#)

### 4. Chinese payment gateways

How China's payment ecosystem works, why local gateways matter, and the compliance requirement that payments processed in China must use approved systems.

[Article](#) [Report](#)

## 5. Business to business (B2B)

How B2B trading typically works in China, including finding suppliers/partners, negotiating, and why internet visibility is critical for supplier discovery.

[Article](#) [Report](#)

## 6. Business to consumer (B2C)

How B2C developed in China and what it takes to sell direct to consumers, including the role of local hosting and certification for e-commerce inside China.

[Article](#) [Report](#)

## 7. Internet content provider (ICP) licensing and certification

What ICP licensing/certification means, when it is required, and how it affects websites and e-commerce operations hosted inside mainland China.

[Article](#) [Report](#)

## 8. Shipping to the Chinese consumer

Practical notes on shipping into China for consumers, including clearance, tracking, and typical delivery expectations on Chinese e-commerce platforms.

[Article](#) [Report](#)

## 9. Success trading in China

A set of practical points based on experience trading with/within China—what tends to work, common pitfalls, and where SMEs can reduce risk.

[Article](#) [Report](#)