

CHINA CROSSROADS

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How Chinese Firms are Navigating Geopolitics and Restructuring to Compete in the U.S. and Beyond

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As U.S.-China technology geopolitics intensifies, companies of Chinese origins pursuing Western market opportunities face unprecedented barriers and structural challenges. This talk will; examine the legitimate strategic adaptations that private sector Chinese companies and entrepreneurs are making in order to compete in the U.S. and beyond —from founding their businesses outside China, to establishing dual headquarters, to leadership and control changes. Companies not only must navigate federal and state regulations that are changing all the time, they have to also internationalize management teams and governance structures, build trust, and win hearts and minds. Our speakers from FGS Global combine recent U.S. State Department experience with critical and emerging technology diplomacy in region with years of first-hand experience in cross-border investment and crisis management for U.S. and Chinese firms. They will explore practical strategies for doing business in America and dealing with the Trump administration in an era of managed competition. They will also provide actionable insights for Chinese companies seeking sustainable market presence in the West while addressing stakeholder concerns on both sides of the Pacific.

[Ginny Wilmerding](#) is Partner at FGS Global in New York and Hong Kong, advising senior executives and boards on transactions and financial communications, crisis and litigation, geopolitics including U.S.-China issues, and media and stakeholder engagement. She manages global teams on a variety of cross-border mandates, and started and leads the Global China Bridge Group at FGS Global. Prior to FGS, Global she was Partner at Brunswick Group in Hong Kong for 10 years, where she advised Asian tech companies and private equity clients on capital markets transactions and ESG strategy. Ginny holds a B.A. in East Asian Studies from Princeton University and worked in Hong Kong and Shanghai for 20 years.

[Douglas Bove](#) is the Managing Director for Geopolitics and Policy Risk at FGS Global in Washington, DC. Doug came to FGS from the U.S. Department of State, where he served as a Foreign Service Officer for five years and was also a senior advisor in the Office of the Special Envoy for Critical and Emerging Technology, providing intelligence advice and analysis to the Secretary of State. Prior to the U.S. State Department, Doug managed the Technology Geopolitics practice at the Eurasia Group and was a senior strategy consultant at Siemens Management Consulting. He holds an M.B.A. from INSEAD Business School and an M.A. in International Relations from Johns Hopkins University SAIS.

[China Crossroads](#) hosts talks on all topics related to China, including business, foreign policy, and other areas as they relate to China, the idea being that China is both already a “crossroads” of the world and itself at a “crossroads” in terms of its future global influence. For more information, contact Frank Tsai at editor@shanghai-review.org.