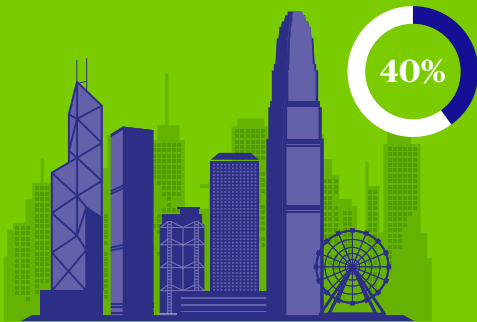


# Playing in the global market

Hong Kong SAR is well-positioned as a metropolitan city and a gateway into the Greater China region. The launch of the Greater Bay Area provides immense opportunities for international and domestic businesses.



## Opportunities & Risks



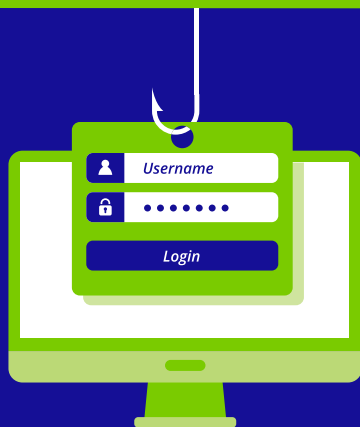
40% of businesses in Hong Kong still designate the city as their regional headquarters in the coming years.<sup>1</sup>



Challenges faced by an overseas partner may transform how Hong Kong businesses work with them.



Many businesses seek – or already rely on – third-party digital partnerships to help access and transact with global customers.



However, a breach or breakdown of a third-party site or function can effectively shut down a business.



44% say their biggest challenge is collaboration with large commercial and social platform players.<sup>2</sup>



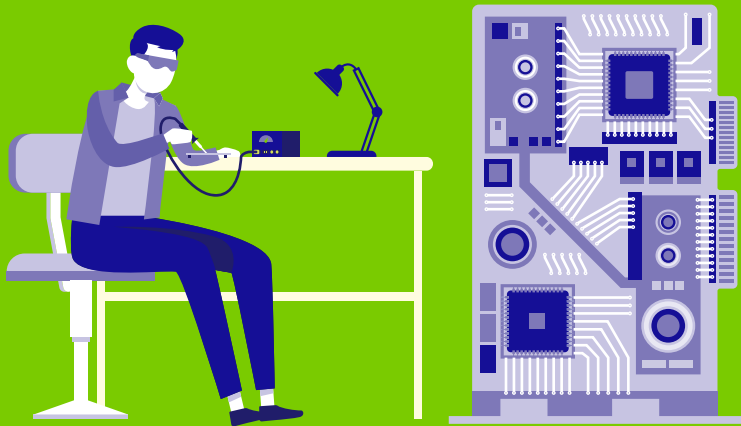
Businesses need to be aware of the duties and liabilities when setting up partnerships and ensure proper due diligence and protection is in place.

1 - The American Chamber of Commerce in Hong Kong, 2021 Hong Kong Business Outlook Survey

2 - Chubb/Accenture, Digital Business Accelerated

# Case Study

## Meet David from Kingcast Electrical Laminates



### His Business

David owns a medium-sized business that manages worldwide distribution of electrical laminates for printed circuit boards, generators and other electrical machinery. He partners with several manufacturing companies in Mainland China.

### What Happened

An accident that occurred while products were on route to their client's factory in Brazil caused not only a delay in delivery, but also significant financial losses. The laminates were also found to be faulty, causing one of the primary machines to break down which further delayed the client's production process. The Brazilian client deemed David's firm liable and filed a lawsuit against them in their country.



### Chubb's Coverage

David is covered by Chubb's General Liability insurance (including global extension). With support from Chubb's claims team, David successfully navigated challenges in this multinational claim and reached a settlement.

The contents of this case study are for illustrative purposes only and not intended to be an offer or solicitation of insurance products. You should read the policy documents to determine whether any of the insurance products discussed are right for you or your business, noting different limits, exclusions, terms and conditions apply in each country or territory, and not all cover is available in all countries or territories. This case study should not be relied on for legal advice or policy coverage and cannot be viewed as a substitute to obtaining proper legal or other professional advice, or for reading the policy documents.

©2021 Chubb. Coverages underwritten by one or more subsidiary companies. Not all coverages available in all jurisdictions. Chubb® and its respective logos, and Chubb.Insured.™ are protected trademarks of Chubb. Published 05/2021.