



**Mr. Richard Cant**  
**Asia Counsel, ADX Net Inc.**

Mr. Richard Cant is Asia Counsel at ADX Net Inc., a diversified technology company with business lines in app development, mobile gaming, and telecommunications equipment. Previously, he was North America Director for Dezan Shira & Associates, where he guided North American companies through the process of establishing, maintaining, and expanding their businesses in Asia, particularly in China, Hong Kong, Singapore, India, and Vietnam. Prior to relocating to the United States, Mr. Cant lived and worked in China for over ten years and headed up Dezan Shira & Associates' Shanghai office for five years.

Mr. Cant, an Australian lawyer and Certified Public Accountant, has worked in business and commercial consulting both in China and Australia for over 20 years. He previously served as a partner at Ernst & Young Australia. Mr. Cant holds a Master of Laws from the University of Sydney and an LL.B. from the University of Adelaide. He is a member of the American Bar Association International Section and participates in ABA's China, India and Asia Pacific Committees.

*Mr. Cant has not testified before the Commission.*

## **Questions for Panelist**

1. Assess trends with Chinese consumers' consumption patterns and the market potential of China's consumer market. How are demographic, social, and technological trends shaping China's consumer economy?
2. Describe the current status of China's e-commerce sector. What technologies and business models are driving China's e-commerce boom? What are key similarities and differences between e-commerce models in China relative to that in the United States? Compare and contrast U.S. and Chinese e-commerce companies' capabilities and pace of innovation.
3. Describe the Chinese government's role in e-commerce development and China's regulatory regime for e-commerce.
4. What regulatory and market structure barriers do U.S. e-commerce companies face in China? How have U.S. e-commerce companies fared in the Chinese market?
5. Describe the potential of China's e-commerce market for U.S. retailers and brands. What marketplace options are available to foreign firms looking sell to Chinese consumers? What are the biggest challenges for foreign companies engaging in cross-border e-commerce? How far do recent Chinese government initiatives such as pilot zones for cross-border e-commerce and pilot free trade zones go towards improving access for foreign companies?
6. The Commission is mandated to make policy recommendations to Congress based on its hearings and other research. What are your recommendations for congressional action related to the topic of your testimony?